

Alexia L. Norris

SHAREHOLDER

she / her / hers

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Alexia (Lexi) Norris provides a range of services to clients at all stages of commercial real estate transactions. She primarily handles acquisitions and sales of properties, ranging from single undeveloped parcels to shopping centers and property portfolios, and financing transactions secured by real property assets. Lexi's experience representing borrowers includes construction loans, permanent and short-term financing, modifications and refinancings, and mezzanine and preferred equity financing. She has experience negotiating with both local and regional banks, and with national lenders.

In addition to transaction and financing work, Lexi represents both landlords and tenants in commercial leases, including office, mixed use, commercial and industrial. She also has extensive experience managing the real estate aspects of complex mergers and acquisitions, including due diligence and closing coordination.

Prior to joining Polsinelli, Lexi spent several years practicing corporate law, which included managing all aspects of acquisitions and divestitures with a variety of clients, from small family-owned businesses to Fortune 500 companies. She brings that experience to use now by seeking to understand how her clients' real property needs fit into their overall business model, and finding the right solutions to meet those needs.

As a complement to her general real estate experience, Lexi works with the firm's health care practice, primarily handling medical office leasing or assisting as a team member with complex health care transactions involving real property.

Education

- University of Missouri-Columbia School of Law (J.D., 2006)
 - Order of the Coif; Journal of Dispute Resolution, Senior Note and Comment Editor
- University of Missouri-Columbia (B.A., *magna cum laude*, 2003)
 - Political Science; Phi Beta Kappa

Bar Admissions

- Missouri, 2006

Capabilities

- Real Estate Transactions
- Real Estate
- Real Estate Development
- Health Care Real Estate

- Kansas, 2007

Memberships

- Downtown Council of Kansas City Board Member
- CREW Kansas City Member
- Northland Regional Chamber of Commerce Member
- Graduate of Northland Leadership Program (2015-2016)
- Platte County Economic Development Council Member
 - Co-Chair, Public Policy Committee (2021)
- Mizzou Alumni Association (National Governing Board)
 - In-State Representative (2015-2017)
- Mizzou Alumni Association (Kansas City Chapter)
 - Past President (2017 – 2018)
 - Board Member (2010 – present)
- Mizzou Alumni Association (Griffiths Leadership Society)
 - Vice Chair/Chair (2013 – 2015)
- Mizzou Flagship Council
 - Board Member (2012-2015)
- Northland Animal Welfare Society, Inc.
 - Vice President (2012 – present)
 - Board Member (2008 – present)
- Bar Organizations
 - Missouri Bar Association
 - Kansas City Metropolitan Bar Association
 - Platte County Bar Association
 - Ross T. Roberts Inn of Court Program Graduate

Recognition

- Kansas City Tomorrow Class of 43, 2021-2022
- Selected for inclusion in *Best Lawyers in America*® for Real Estate Law, 2022-2026

Matters

- Manages a team that represents a Denver-based real estate investment company, handling acquisitions, dispositions and financing on multiple transactions annually.
- Represents Kansas City-based owner/developer with regard to acquisition and financing of properties for development of long-term leased projects with the GSA and VA throughout the United States.
- Represented Kansas City-based owner/developer in arranging long-term ground lease and financing for 90,000 square foot “innovation campus” in greater Kansas City area.
- Represented a New York City-based owner/developer with respect to structuring property assemblage to raise capital via bond offering on Tel Aviv stock exchange, raised in two offerings totaling over \$400 million.
- Managed negotiation and closing of 23-story office building in downtown Chicago, Illinois.
- Handles leasing and real property sales and acquisitions, and assists in financing matters, for the third largest distributor of drywall and drywall related supplies in the

United States.

- Works with an S&P 400 company that provides services to financial institutions with regard to leasing matters throughout the United States.
- Assists Kansas City-based owner/developer in acquiring and financing properties in Kansas and Texas for development of build-to-suit medical office projects.