

Diane Shapiro Richer

SHAREHOLDER

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Real estate transactions are often multi-layered and complex, requiring depth of experience and problem-solving skills to see them through to completion. To that end, Diane Shapiro Richer provides practical and insightful counsel to clients as they acquire, finance, develop, lease, operate and sell commercial real estate. Clients have come to rely on her to reduce complexities into carefully crafted agreements.

Diane represents real estate investment trusts (REITs), private developers, construction and permanent lenders, retailers, non-profits and corporate users of real estate in a broad range of commercial real estate transactional matters, with a particular emphasis on real estate financings. Her experience includes:

- Real estate financings, representing both borrowers and lenders
- Acquisitions and dispositions of office buildings, shopping centers, development parcels, hotels, apartment buildings and mixed-use developments
- Leasing, representing both landlords and tenants
- Settlement agreements, deed-in-lieu transactions and other loan workouts
- Easements, covenants and development agreements
- Real estate due diligence associated with corporate acquisitions and financings

Diane embraces Polsinelli's trademark collaborative approach to assembling the right team of attorneys for each assignment, with the goal of providing the best possible advice in the most efficient manner.

Education

- Georgetown University Law Center (J.D., 1985)
 - Tax Lawyer Law Review, Associate Editor
- University of Pennsylvania (B.A., *cum laude*, 1981)
 - Economics

Bar Admissions

- District of Columbia, 1985
- New York, 1985

Capabilities

- Real Estate Finance
- Real Estate
- Real Estate Transactions
- Real Estate Investment Trusts (REITs)

Memberships

- District of Columbia Bar
 - Section on Real Estate, Housing and Land Use
- New York Bar
- Supreme Court Bar
- American Bar Association
 - Real Property Section
- DCBIA (District of Columbia Building Industry Association)
 - Capital Markets Committee
- NAIOP (National Association of Industrial and Office Parks), Northern Virginia Chapter
- NAREIT (National Association of Real Estate Investment Trusts)
- CREW (Commercial Real Estate Women), D.C. Chapter
- Steering Committee, Boy Scouts of America, National Capital Area Real Estate and Construction Industry's annual *Character Under Construction Awards*, 2014-2020
- Grant Review Committee, United Way of the National Capital Area, 2014-2016

Recognition

- Selected for inclusion in *Best Lawyers in America*[®] for Real Estate Law, 2021-2026
- Ranked in *Chambers USA: America's Leading Lawyers for Business*, District of Columbia, Real Estate, 2022-2025
- Legal 500 - U.S., Real Estate, 2011, 2012
- D.C. Super Lawyers, Real Estate, 2014-2017
- Washington, D.C., Top Rated Lawyers, Real Estate, ALM/law.com, 2012
- *Martindale Hubbell* AV-rated

Matters

- Represents REITs in negotiating, documenting, and closing construction and permanent financing for offices, apartment buildings, shopping centers, and mixed use developments.
- Represented a national bank in untangling lien and covenant issues, thus protecting and enhancing the bank's collateral, while enabling major redevelopment of adjoining Capitol Hill property.
- Handled the sale of commercial lots within a newly subdivided tract in Montgomery County, MD, and implementation of office park covenant agreements and cross easements with multi-family developer and big box retailer on behalf of a national REIT.
- Negotiated more than 500,000 square feet of law firm leases on behalf of a major national office developer/landlord.
- Closed a 7-property multi-state CMBS loan for a national hotel developer/borrower.
- Served as local counsel to a life insurance company in connection with a \$110,000,000 construction-to-permanent loan for development of an office building in Tysons, VA.
- Negotiated and closed a loan restructuring with a local union chapter, on behalf of a national bank.
- Structured and documented a lease swap for a non-profit museum to expand its

research and collections facility, while freeing up its prior space for redevelopment, thus securing long term lease rights for the museum, in exchange for parking rights needed by its landlord.

- Represented the buyer/owner of a private toll road and toll bridge in acquisition and financing matters, including coordinating real estate due diligence, preparing conveyancing documents, and negotiation of security documents.
- Assisted a big box retailer in a series of acquisitions and ground leases and associated restrictive covenant and easement agreements in connection with its entrance into the mid-Atlantic market.
- Negotiated and closed an \$80,000,000 refinancing, on behalf of the developer/borrower, of an iconic Washington, DC apartment complex.
- Closed a deed-in-lieu of foreclosure for a national bank, involving 350 acres of land in rural Virginia.
- Spearheaded the closing of a 900,000+ square foot, government-tenanted office building for the then highest price paid for an office building in Washington, DC history, completed over a span of just three weeks, from letter of intent to closing, to facilitate a 1031 reverse exchange.

Publications

March 31, 2026

In-House Influence Podcast

Co-Host, In-House Influence Podcast, Washington, D.C.