

Erin Kansy

COUNSEL

Los Angeles, CA | 310.203.5358
ekansy@polsinelli.com



Erin Kansy advises private equity funds, banks, REITs and other real estate clients on complex financing and transactional matters. Her practice spans the full capital stack, with experience representing both borrowers and lenders in the structuring and documentation of real estate-secured financings.

In addition to finance work, Erin counsels commercial real estate owners, investors and joint venture partners on acquisitions, dispositions and leasing across a variety of asset types.

Education

- University of Akron School of Law (J.D., *summa cum laude*, 2013)
- The University of Akron (B.A., *magna cum laude*, 2010)

Bar Admissions

- California

Recognition

- Named one of *Best Lawyers: Ones to Watch®* in America in:
 - Land Use and Zoning Law, 2022-2026
 - Real Estate Law, 2022-2026

Matters

Real Estate – Financing

- Represented a national publicly traded real estate lender in connection with multiple bridge, construction, refinancing and mezzanine loans totaling over \$900 million,

Capabilities

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

secured by multifamily properties across the United States. Transactions involved complex capital stack structures, intercreditor negotiations and coordination with borrowers and mezzanine lenders.

- Represented a national real estate finance company in connection with a portfolio of five multifamily bridge loans totaling over \$86 million. Each loan involved multiple borrowers, creating a complex capital structure and coordination challenges across the portfolio.
- Represented a real estate lender in a \$75 million refinance of a multifamily project involving a complex tax abatement structure tied to a city bond issuance and related tax implications and compliance considerations.
- Represented a private equity fund in an atypical credit investment in a \$30 million loan secured by fee real estate, a ground leasehold interest and equity interests in multiple affiliated entities. The transaction included a convertible promissory note, required navigating lender licensing and usury compliance issues, and involved structuring security from a non-borrower trustor.
- Represented an investment firm specializing in retail operations and commercial real estate development in the \$23 million acquisition of farmland in Utah for development into a 1.2 million square foot warehouse, to be triple-net leased to a national retail operator; the transaction included coordination of a fee development agreement with a third-party developer.
- Represented a real estate platform of a global alternative investment firm in the purchase and financing of industrial properties in Alabama for over \$44 million.

Real Estate – Acquisitions and Dispositions

- Represented a major telecommunications company in the \$1 billion sale of a Silicon Valley office campus to a leading global technology company. The transaction included approximately 940,000 square feet of existing office space across seven buildings and an entitled development site for an additional 340,000 square feet.
- Represented a real estate investment company focused on workforce housing in its \$100 million acquisition of a multifamily apartment complex in Monrovia, California. The transaction was part of the company's broader public-private initiative to increase the supply of attainable housing for critical workforce populations.
- Represented a real estate private equity firm in its over \$15 million acquisition of a multifamily apartment building in California. The transaction was part of the client's investment strategy focused on value-add and core-plus opportunities in key U.S. growth markets.
- Represented a leading national developer and operator of student housing communities in the \$172 million acquisition of a student housing property.

Real Estate – Leasing

- Represented a landlord in the drafting and negotiation of leases for a multi-site portfolio of 11 industrial properties totaling approximately 1.3 million square feet.
- Represented a large healthcare platform in over 40 acquisitions of medical practices, handling all real estate aspects, including drafting, negotiating, amending and assigning leases, spanning millions of square feet across multiple locations nationwide.

Real Estate – Development

- Represented a hotel developer in the drafting and review of key documents for a hotel-incentive transaction, involving the City of LA transient occupancy tax-sharing arrangements to support financing of a 300+ room hotel.
- Represented a foreign real estate and investment conglomerate in the development of a mixed-use project in downtown Los Angeles (hotel, condominium and retail),

including drafting and reviewing DRE compliance documents, leading the retail leasing efforts, coordinating with the client on development plans and drawings, and assisting on structuring and documentation of a \$157.4 million EB-5 loan.