

Real Estate Leasing

Polsinelli's Real Estate Leasing attorneys advise both landlords and tenants throughout the country in structuring, negotiating and documenting leases across all asset classes, bringing the same level of sophistication to single-site agreements as we do to multi-state portfolio strategies.

Beyond traditional real estate companies, we serve as primary outside counsel to businesses that manage extensive leased and owned portfolios, including corporate headquarters, retail footprints, data processing centers, health care centers and specialized facilities. We know from experience the unique pressures different industries face — and we tailor our legal strategies to align with business objectives.

Business-Driven Leasing Strategies Aligned with Long-Term Value

Every lease is both a legal document and a business transaction. For our real estate attorneys, this means we craft solutions to deliver favorable terms now, while safeguarding long-term interests for the future. Our work spans build-to-suit agreements, leasing reorganizations and renegotiations, timeshare and space-sharing arrangements and portfolio leasing programs.

Leasing Experience Across Industries and Platforms

We integrate our leasing capabilities with Polsinelli's broader real estate, corporate and litigation practices to deliver efficient, business-driven counsel that supports client growth, mitigates risk and maximizes the value of real estate assets. Our experience includes representing clients in:

- **Corporate Headquarters:** Representing corporate clients throughout the U.S. in leases for corporate headquarters, including corporate campuses and other locations. Where needed, our team is well versed in drafting leases that include clean rooms, manufacturing and laboratories.
- **Retail Rollouts and Expansion Programs:** Serving as outside counsel to national and global brands, including advising on leases in some of the most profitable malls in North America with major global operators. We have also represented contemporary clothing brands, fine jewelry companies and furniture manufacturers in negotiating leases across multiple states.
- **Restaurant and Hospitality Chains:** Representing major restaurant and hospitality clients nationwide on structuring ground leases, addressing title complexities and resolving landlord disputes, ensuring projects move forward with speed and stability.
- **Education:** Partnering with leading educational institutions nationwide to negotiate and secure campus leases that align with academic, operational and community objectives.
- **Franchise and Multi-State Leasing Programs:** Supporting franchise operators in expanding their footprint by structuring and securing retail leases across the U.S.
- **Landlord Representation:** Advising owners and developers on negotiating retail, office, industrial, life science and data center leases that not only enhance property value but also curate tenant mix and support long-term investment strategies, bringing extensive experience with build-to-suit leases, ground leases and large-scale leasing reorganizations.

- **Build-to-Suit and Data Center/Colocation Leasing:** Advising developers, operators and enterprise users on build-to-suit developments and colocation arrangements, including hyperscale and enterprise data center leases, powered shell and turnkey structures, and related infrastructure considerations such as long-term occupancy, expansion rights, redundancy and service-level commitments.

Matters

Retail & Consumer Leasing

- Represent a premier fitness tenant in its expansion around the country.
- Represent a fast-growing coffee chain in their expansion across the country, involving the execution of 70+ leases.
- Represent an established concept in Australia in their efforts to expand their presence in the U.S.
- Serve as national leasing counsel for a rapidly expanding burger chain.
- Serve as counsel in the negotiation of all leases for a sushi brand expanding across the country.
- Serve as counsel in the negotiation of all leases for a bakery expanding across the country.
- Act as outside general counsel to a high-end international clothing and apparel company in the negotiation of leases and guaranties in some of the most profitable malls in North America and with some of the largest mall operators in the world.
- Serve as national leasing counsel for a rapidly expanding coffee chain.
- Represent a leading American furniture manufacturer and retailer in the leasing of worldwide retail locations.
- Advised a national RV dealership operator on a \$112.5 million multi-property sale-leaseback, leading drafting and negotiation of transaction documents and supporting execution across 12 retail locations.
- Represent a publicly traded, vertically integrated cannabis and medical marijuana company in more than 100 lease negotiations and amendments for retail locations across the U.S.
- Serve as ongoing leasing counsel to a home goods department store in leasing retail space across the U.S.

Corporate & Institutional Occupiers

- Serve as ongoing real estate counsel to a Fortune 500 multinational chain managing leasing needs nationwide, including managing ground leasing matters and handling disputes with landlords regarding buildout requirements and timelines. [Taco Bell]
- Serve as national leasing counsel to a major U.S. imaging and oncology services provider.
- Serve as national leasing counsel for a primary care medical provider for Medicare patients.
- Represented a publicly traded biotechnology company in their selection and leasing of a new 500,000-square foot-global headquarters in Boston, Massachusetts.
- Represent a leading global investment manager in connection with its headquarters leases in multiple states comprising over 300,000 square feet of office space.
- Represented a National Football League team in connection with its lease and occupancy of the football stadium and county sports complex.

Landlord Representation & Portfolio Leasing

- Serve as landlord's counsel to a real estate development company with respect to leasing of a premier retail district in Miami.
- Represent an institutional investor in leasing to retail brands throughout New York City.
- Represent Miami's premier developer in all leasing efforts across its entire portfolio. [Related Group]
- Represent a developer in all leasing efforts for the first Class A office building located in Coral Gables, Florida.
- Represent a luxury developer in leasing efforts across new developments in Coral Gables and Coconut Grove, Florida.

- Represent developer in all leasing efforts for Class A mixed use building located in Miami Beach, Florida.
- Represent a U.S. real estate investment company based with respect to nationwide leasing matters for office and industrial assets.
- Serve as outside general counsel for a privately held commercial real estate investment and development company in the leasing of commercial real estate to well-known national retail and service brands.
- Represented a D.C.-based real estate firm, as landlord, in connection with leasing activity for a 3.8 million-square-foot portfolio consisting of 10 commercial office properties throughout Massachusetts, Washington, D.C., and Texas.
- Represented the owner of a regional mixed-use development in connection with more than 50 new leases and amending existing leases for a prominent historic outdoor shopping district in Kansas City, Missouri.
- Represent an industrial property owner with respect to leasing of 2.2+ million square-foot industrial portfolio in Colorado and Utah.

Specialized & Complex Leasing

- Represent an institutional investor in data center leasing and co-location agreements throughout the U.S., including hyperscaler NNN leases.
- Represented the General Theological Seminary in a landmark 99-year ground lease of a full city block in Chelsea to Vanderbilt University, enabling the university's first-ever campus in New York City. Representation included negotiating letter of intent, lease structuring, regulatory coordination and closing.
- Represented a private equity firm in the lease-up and disposition of a five-story mixed-use office and retail in Boston, Massachusetts, for \$101 million.