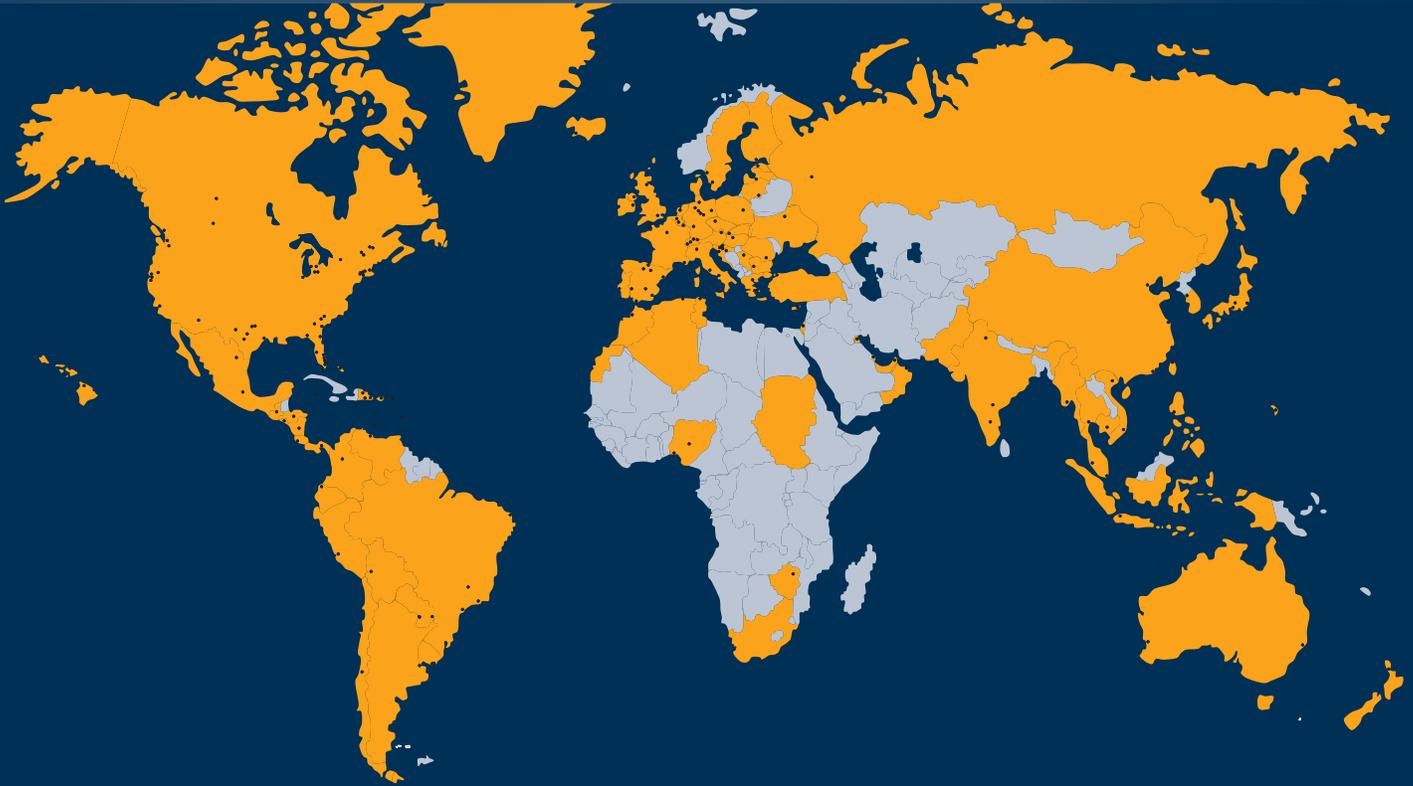


# GlobalRealEstate

International Coverage, Local Knowledge



The Global Reach You Need From the Local Firm You Trust

**Globalaw** is a worldwide network of more than 110 independent law firms with over 4,500 lawyers in 165 cities. It provides comprehensive access to international resources for the clients of its member firms.

**GLOBALAW**<sup>™</sup>  
THE INTERNATIONAL LAW GROUP  
[globalaw.net](http://globalaw.net)



GlobalRealEstate is an international network of regional law firms acting in concert to provide local representation for internationally active clients.

The network allows clients an unparalleled ability to use key local experts in managing their large, sophisticated real estate transactions.

- **Greater depth:** more than 360 experienced real estate lawyers.
- **Comprehensive skills:** from planning, structuring, financing and acquisition, to construction, lease-up and management, and disposition.
- **International coverage, local knowledge:** Algeria, Anguilla, Argentina, Australia, Austria, Bahamas, Barbados, Belgium, Bolivia, Brazil, Bulgaria, British Virgin Islands, Cambodia, Canada, Chile, China, Colombia, Costa Rica, Curacao, Cyprus, Czech Republic, Denmark, Dominican Republic, Finland, France, Germany, Gibraltar, Greece, Guam, Hong Kong, Hungary, Iceland, India, Indonesia, Ireland, Israel, Italy, Japan, Jersey, Jordan, Korea, Latvia, Liechtenstein, Lithuania, Luxembourg, Mauritius, Mexico, Morocco, Myanmar, Netherlands, Netherlands Antilles, New Zealand, Nicaragua, Nigeria, Northern Ireland, Oman, Panama, Paraguay, Philippines, Poland, Portugal, Puerto Rico, Romania, Russia, Saudi Arabia, Scotland, Serbia, Singapore, Slovakia, Slovenia, South Africa, Spain, Sudan, Switzerland, Taiwan, Thailand, Turkey, UAE, United Kingdom, Uruguay, USA and Vietnam.

**INTERNATIONAL COLLABORATION** As a cooperative initiative, GlobalRealEstate offers clients a chance to access a global real estate market, regardless of whether it is governed by common law, civil law, Sharia or other laws. GlobalRealEstate firms are not formed as a partnership or other legal entity, but they work together to combine their strengths. The network focuses on collaboration for the benefit of internationally active real estate clients. To that end, clients may work directly with the referred local Globallaw firm to complete their real estate project, or can work through their existing firm to manage the project ...with local counsel acting as co-counsel. The local Globallaw counsel will not only know the legal system and speak the language, he or she will know those who make decisions that are critical to mission success. A simple introduction provides immediate access to a local expert.

**DEVELOPMENT** GlobalRealEstate attorneys are highly skilled in assisting clients with property development, including zoning, platting and incentives; declaration of covenants, conditions and restrictions; reciprocal easement agreements; air rights agreements; operating agreements; construction contracts; architectural contracts; development contracts; consultants' contracts; and hazardous materials review and counseling.

**FINANCE** GlobalRealEstate lawyers routinely help clients - whether borrowers, joint venturers or lenders - address their capital needs and finance each stage of their investment cycle. They manage conventional, mezzanine, and construction financing and also provide expertise in sale/leaseback, ground lease, public private partnership and other financing structures. Whenever necessary, they also address restructurings and loan workouts, inclusive of representing clients in insolvency proceedings.

**INVESTMENT AND MANAGEMENT** The GlobalRealEstate firms have extensive experience assisting clients with buying, selling, leasing and operating all types of commercial real estate. They represent the gamut of real estate players, from private joint venture, public-private projects, to corporate and REIT investors; and they can help clients work through local laws to structure the equity participation

and financing vehicles in an optimal manner and in compliance with local investment regulations.

**LAND USE** GlobalRealEstate firms assist clients with securing appropriate zoning, governmental incentives, addressing thoroughfare and circulation issues and obtaining necessary approvals. They have represented developers in all entitlement and planning matters, including zoning, variances, permits, plat/re-plat issues, and abandonment, right-of-way, and deed restrictions.

**LEASING** When it comes to leasing—whether office, industrial, or retail, large or small—GlobalRealEstate attorneys bring deep experience to the table, having represented a wide range of clients—from regional developers to large-scale property owners with global leasing portfolios. Leasing in foreign jurisdictions requires special expertise that only a local lawyer is likely to have. Knowledge of local prejudices, court protocols and what remedies or defenses are likely to prove effective in a particular situation in the local jurisdiction requires a local expert. The Globalaw network provides an immediate source of the enforceability of various remedies, the protocols for enforcement, the risks for landlords and tenants in enforcing their expectations should be assessed by local counsel. The network provides an immediate source of support for landlords and tenants in navigating the leasing world by providing a seasoned local lawyer to help clients achieve their goals.

**LITIGATION** When clients need to enforce remedies, or defend against claims, having excellent local representation is critical. The Globalaw network provides access to seasoned litigators who can manage landlord-tenant litigation, construction and warranty claims, insurance issues and other matters arising from real estate operations.

**MULTI-FAMILY AND RESIDENTIAL** GlobalRealEstate attorneys represent developers, investors and homebuilders in implementing all forms of multi-family development, including resort-style and senior living projects. This includes repositioning older multi-family platforms. They can counsel clients in all phases of these projects, including due diligence and acquisition; financing; permitting, zoning, subdivision and entitlements; development, design and construction

contracts; construction disputes and liens; and sale, disposition and leasing.

**RETAIL AND MIXED USE** GlobalRealEstate lawyers can handle all facets of retail leasing from the landlord and the tenant perspective and are fully conversant with all issues needed for successful retail leasing in the world's top markets, including use restrictions, percentage rent, signage rights, exclusivity, radius restrictions, parking and access, reciprocal easement agreements and operating covenants. GlobalRealEstate lawyers also handle legal matters for mixed-use projects, including leasing, development and construction, land use, finance, organizational structure, management and environmental issues.

**SPECIALIZED MARKETS** The collaborative process permits our firms to immediately access and then share local knowledge and insight as well as experience in specialized market segments, including senior living, health care, condominiumization, telecommunication, logistics and transportation, agriculture, timber and ranching operations, hospitality, resort and recreation facilities, as well as governmental expropriation and condemnation issues.

**TAXATION** GlobalRealEstate lawyers advise clients on national and international tax planning related to real property. GlobalRealEstate attorneys design and review transfer pricing policies and coordinate real estate valuations of related-party transactions. When dealing with local taxation, and depending on the jurisdiction involved, GlobalRealEstate practitioners provide assistance in procedures contesting cadastral values and comparisons of real estate assessments.

# Member Firm Locations



## Global Coverage

- Globalaw office
- No member yet

## How it all adds up

More than 110 member firms  
165 cities  
4,500+ lawyers  
Est. 1994

Visit the website for a complete listing of member law firms.

## For more info, contact:

Globalaw Secretariat  
Boulevard du Souverain 280  
B-1160 Brussels, Belgium  
Phone: +32 (0)2675 26 76  
E-mail: [secretariat@globalaw.net](mailto:secretariat@globalaw.net)

[globalaw.net](http://globalaw.net)