

## Ian M. Fairchild



Shareholder [Dallas](#)  
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### Education

J.D. from Texas Tech University School of Law  
B.B.A. from Texas Tech University *magna cum laude*

### Bar Admissions

Texas

### Related Practices

Real Estate  
Industrial Projects  
Leasing & Management  
Multifamily  
Retail Centers  
REITs  
Senior Housing

### Related Industries

Health Care  
Retail

### Achievements

*D Magazine* – Best Lawyers in Dallas (2016, 2019)  
*Martindale-Hubbell*® AV Preeminent® Peer Review Rated

## Overview

Ian's practice centers around the representation of office, industrial, medical and retail clients in connection with a wide variety of leasing, acquisition, disposition, borrowing and development matters, including ground leases and master lease agreements. In addition, Ian currently serves as a member of the Firm's Board of Directors and Compensation Committee.

His representation of landlords includes multiple nationally recognized institutional property owners in all asset classes, particularly office and industrial projects. Ian also represents a broad spectrum of office, industrial, medical, and retail tenants in connection with their leasing requirements.

In addition to his leasing practice, Ian represents clients in connection with the acquisition, development and sale of various asset types with a primary focus on multi-family apartment, office and industrial projects. This representation includes negotiation of contract and loan documents, negotiation of management, construction, architect, civil engineering, structural engineering agreements, and negotiation of other ancillary documentation.

Ian's developer representation includes negotiating collateral documentation associated with retail transactions and large residential lot developments, consisting of reciprocal easement agreements, cross parking easements, joint development agreements, utility agreements and construction agreements.

Whether leasing large industrial portfolios for institutional owners, or developing multifamily and industrial projects, Ian enjoys finding creative solutions to meet his clients' real estate goals. He also invests time in fostering

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## Memberships

Dallas Bar Association, Construction Law and Real Property Law Sections

NAIOP, North Texas Chapter

State Bar of Texas, Construction Law, Probate and Trust Law and Real Estate Sections

The Real Estate Council (Associate Leadership Council Alumnus)

U.S. Green Building Council, Leadership in Energy and Environmental Design (LEED) Accredited Professional (2009)

relationships with real property owners and brokers in order to maintain an up-to-date understanding of the market and make negotiations easier for his clients. In every situation, Ian is responsive and produces high quality work in a timely manner.

## Experience

### Portfolio Acquisition

Represented a sponsor in the acquisition of a 57-property portfolio in Kansas City, including the negotiation of the acquisition, financing and joint venture agreements related thereto.

### Portfolio Acquisition

Represented a sponsor in the acquisition of an eight-property portfolio with an institutional REIT, including the negotiation of the acquisition, joint venture and financing agreements.

### Manufacturing Disposition

Represented a New York family in the sale of land leased to a large defense contractor. The sale was complicated by a deed of trust, option to purchase and distribution agreement that were designed to lessen the tax burden under the pre-1986 US Tax Code.

### Industrial Leasing

Represented an industrial developer in leases to single tenants of over 1,000,000 rentable square feet each in multiple states, including Texas and Arizona.

## Medical Office Building Leasing

Represented a client in the development and leasing of a large medical office building in Little Rock, Arkansas and the acquisition and leasing of a medical office facility in Dallas, Texas.

## Industrial Leasing

Representing a large New York investment fund in the negotiation of leases and related matters for approximately 100 million square feet of industrial properties owned by the fund's entities throughout the United States.

## Mixed-Use Leasing

Representing a real estate investment company in the leasing of a mixed-use (office and retail) building at Preston Sherry Plaza in Dallas, Texas containing multiple banks, family offices, and medical practitioners.

## Industrial Leasing

Represents approximately 35 million square feet of industrial properties owned by the investment fund's entities throughout Texas and other states.

## Real Estate Portfolio Leasing

Representing a private equity real estate firm that purchased a \$1 B portfolio and simultaneously assumed approximately 530 leases. Munsch Hardt handles the leasing and property management work for all of the Texas properties as well as for the majority of the out-of-state properties.

## Newsroom

**Newsletter:** COVID-19: Tenant Bankruptcy Issues Facing Landlords in Today's Economic Climate

**Newsletter:** COVID-19: A Commercial Landlord's Guide to Surviving a Pandemic

**Newsletter:** COVID-19: Commercial Tenants - Issues To Consider Before Withholding Rent

**Press Release:** Eight Munsch Hardt Attorneys Selected for D Magazine's 2019 'Best Lawyers in Dallas' List

**Press Release:** 5 Munsch Hardt Attorneys Recognized as 2016 Best Lawyers in Dallas by D Magazine

**Press Release:** Munsch Hardt Names Two New Shareholders in Dallas