

# Acquisition & Disposition

## Overview

The Real Estate attorneys at Munsch Hardt understand real estate acquisitions and dispositions have changed dramatically over the past several years, presenting real estate owners and developers with an array of challenges and opportunities. Our attorneys have the deep industry knowledge and national experience to guide clients through the acquisition and disposition of real property in every phase of the real estate cycle.

We work closely with our clients to ensure their real estate strategies support their overall business objectives. By taking a holistic approach to each transaction, our team conducts in-depth due diligence investigations, negotiates and drafts contracts, resolves issues and manages the final documentation to validate the soundness of each transaction and close the deal swiftly and successfully.

With a wide range of experience on both sides of the table, our team represents buyers, sellers, developers, and investors, as well as financial institutions, investment funds and REITs, in regards to the following property types:

- Condominiums
- Hospitality and resort properties
- Industrial and warehouse facilities
- Medical and senior living facilities
- Mixed-use developments
- Multifamily projects
- Office buildings
- Portfolios of real property
- Ranches
- Raw land for development
- Retail centers
- Student housing projects

In addition, our Commercial Real Estate attorneys are accustomed to working with both institutional lenders and borrowers regarding real property investments. Our long-standing relationships with such parties, enables us to facilitate strategic introductions for owners and developers seeking to raise capital. This team also aides in the formation of partnerships, joint ventures, holding companies and other entities for the purpose of buying and selling properties. When necessary, and approved by our clients, we draw upon resources in our firm's corporate, tax, environmental and other practices, to address issues that allow us to gets deals done efficiently and cost-effectively.

## Experience

## Corporate Relocation

Represented a publicly-traded manufacturing and distribution company in the relocation of its corporate headquarters from California to Texas, where it constructed an approximately 550,000 square foot headquarters and manufacturing/distribution facility costing approximately \$100 MM. The Firm represented the company in all real estate aspects of the relocation, including selecting the site and developer, performing due diligence, acquiring the land, entering into necessary agreements with the developer, general contractor and other parties, consummating a unique 1031 exchange structure, resolving construction issues and handling a sublease so the company could move personnel to Texas prior to completion of the facility.

## Historic Tax Credits

Represented real estate development and management company in acquiring and redeveloping two large office buildings and a surface parking lot into (i) the first dual branded AC/Residence Inn by Marriott in Texas, (ii) a Hampton Inn & Suites, and (iii) a 12-story parking garage with an approximate cost of \$100 MM. Munsch Hardt represented the client in all facets of the development – closed acquisitions from two different sellers, obtained economic development incentives, negotiated franchise agreements with Marriott and Hilton, negotiated construction contracts, provided tax advice for utilizing historic rehabilitation tax credits and negotiated project financing. The Hampton Inn opened in June 2016 and the AC/Residence Inn are expected to open June 2017.

## Office Building Development

Represented a real estate development partnership in the purchase, financing and leasing of a Class A office building in the Preston Center area of Dallas, Texas. Munsch Hardt handled the acquisition, leasing, construction and financing of the project, including drafting and negotiation of the purchase and sale contract; negotiation of the acquisition/construction loan; negotiation of the joint venture agreement with the equity partner; preparation and negotiation of the leasing of the project and resolution of survey, title and due diligence issues in order to consummate the transaction.

## Multifamily Portfolio

Represented subsidiaries of a real estate development company in the acquisition and subsequent disposition of a portfolio of existing multifamily projects, totaling approximately 1,500 in three states, including the senior financing.

## Mixed-Use Acquisition + Development

Represented a real estate developer in the acquisitions of multiple new development sites in Dallas, Texas; Phoenix, Arizona; San Diego, California and other locations for the development of new high-rise residential projects, with several included as part of a hotel, retail and/or office mixed-use developments.

## Joint Venture

Represented a Dallas-based private equity firm in the formation of a joint venture with a senior living company to establish an investment program to acquire continuing care retirement communities, including an initial acquisition of four projects out of bankruptcy. Munsch Hardt also represented the Joint Venture in all real estate aspects of this acquisition, including the financing.

## Practice Leaders



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## Related People

Melanie Bates  
Julia Beckman  
Will Bell  
Sarah Biemer  
Mark Biskamp  
Theo Bruton  
Joseph Caldwell  
Glenn Callison  
Spencer Diebel  
Lindsey Duff  
Jacklyn Dyer  
Michael Franklin  
Brandon Ihle  
Christopher Jordan  
Richard Kopf  
Jana Lambro  
Sydney McCaulley  
Andrew McDonald  
Ryan Mitchell  
Trey Proffitt  
Selika Ramirez  
Zachary Schneider  
Aryn Self  
Macy Smith  
Scott Smith

William Themer  
Alexandra Treadgold  
Frances Tubb  
Glenn Valentine  
James Wilson

## Related Practices

Real Estate  
Condemnation & Eminent Domain  
Condominiums  
Industrial Projects  
Leasing & Management  
Multifamily  
Public-Private Partnerships  
Real Estate Finance  
REITs  
Retail Centers  
Senior Housing  
Zoning & Land Use

## Related Industries

Financial Services  
Construction  
Hospitality  
Real Estate  
Retail

## Newsroom

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**In The News:** Get Ready For A Brisk Year In DFW Real Estate

**Article:** SELLING A MULTI-STATE REAL ESTATE PORTFOLIO

**Article:** Commercial Real Estate Contracts Keep Buyers, Sellers On Same Page