



Representative Real Estate Deals

2023



Real deals. Real rewards.

Real estate is a complex, dynamic industry. The success of a deal depends as much upon local knowledge and contacts as on regional and national economic forces.

At Hinshaw, we help institutional and individual investors, developers, and businesses of all types **identify** opportunities; **negotiate** acquisitions, dispositions, developments, leases, joint ventures, and financings; and **close** key transactions across the country.

Whether real estate is your primary investment vehicle, an essential business asset, or a core of your business model, we will work with your unique set of aspirations, opportunities, and challenges to meet your specific goals.

Let us know how we can help you.

hinshawlaw.com

Sale

Twin Cities, MN

▶ **\$225MM**

Represented seller, United Properties, in the sale of the RBC Gateway Office Tower, a 525,000 sq ft portion of the 37-story mixed-use RBC Gateway project. The sale price was the largest for an office building in the Twin Cities, and the sale was among the largest commercial real estate transactions in the entire U.S. in 2023. The deal was awarded the “Most Significant Investment Sale Transaction in 2023” by the *Minnesota Real Estate Journal*.

Hinshaw Team Lead

L.J. Rotman





Development

Bal Harbour, FL

\$5B 

Represented developer in amendment and restatement of governing documents, including creation of a new commercial condominium regime and development of a new resident owner paradigm for hotel/residential condominium projects. The property was acquired for \$15MM, and subject to the new documents, was valued at \$5B.

Hinshaw Team Lead

Steven Carlyle Cronig



Acquisition and Redevelopment

Minneapolis, MN

▶ **\$91 MM**

Represented developer in acquisition of the 13-story office tower portion (Northstar East) of Northstar Center for conversion to a collection of over 200 apartment homes in Minneapolis' central business district. The project was funded through a combination of TIF financing, environmental grant, conventional mortgage, and private equity. Northstar Center was the first mixed-use development built in Minneapolis, and includes office, retail, entertainment and hotel space. The project opened in 1963 and expanded in 1966, playing a key role in revitalizing the downtown area. Northstar Center was added to the National Register of Historic Places on July 11, 2016.

Hinshaw Team Leads

[Amy L. DuMond Kottke](#)
[Andrew C. Thompson](#)





Acquisition

Lake Worth Beach, FL

\$6.8MM

Represented buyer in acquisition of highly desirable vacant land located within a prime industrial-zoned location as part of a 1031 exchange.

Hinshaw Team Leads

Ross H. Manella

Ahmad H. Mango



Sale

Illinois

▶ **\$32.3MM**

Represented seller in sale of multiple real estate assets out of bankruptcy to a not-for-profit hospital group. Assets included a hospital along with ancillary professional office buildings and clinics.

Hinshaw Team Leads

Stephen H. Malato

Brian Nussbaum

Kyle Fonjemie



Acquisition

McKendree Township, IL

\$3.5MM



Represented buyer in acquisition of 542 acres of farmland, hunting ground, and conservation reserve land. The transaction involved dealing with crop assignment and easement issues, and the Federal Conservation Reserve Program.

Hinshaw Team Leads

Stephen H. Malato

Kyle Fonjemie



Sale and Leaseback

Midwest and South

▶ **\$36.5MM**

Represented seller in sophisticated multi-state transaction involving the sale and leaseback of 17 separate industrial properties, including the preparation and negotiation of all 17 individual leases. The properties were spread across 13 states located in the Midwest and South. All portions of the transaction closed simultaneously.

Hinshaw Team Leads

Stephen H. Malato

Israel M. Del Mundo

Brian Nussbaum



Reorganization

Palm Beach, FL

\$100MM

Represented buyer in complex reorganization of beneficial ownership involving a non-U.S. estate, limited partnership, and trust, plus a Florida LLC. Real property was conveyed from the Florida LLC to the Canadian LP and encompassed tax treaty issues and non-recognition notices to the IRS.

Hinshaw Team Leads

Ross H. Manella
Sabrina Janeiro



Acquisition

Eagan, MN

▶ **\$12.5MM**

Represented commercial property manager in the acquisition of a Class A building containing 97,645 sq ft of office space. Facilitated the inclusion of over ten investor members in the acquisition.

Hinshaw Team Leads

Amy L. DuMond Kottke
Andrew C. Thompson





Financing

Miami, FL

\$34MM

Represented collateral lender in restructuring real estate secured debt interests encumbering a Miami hotel property.

Hinshaw Team Leads

Steven Carlyle Cronig
Ofonedu-Ime Goodwyn
Morgan E. Metzger



Acquisition and Redevelopment

St. Paul, MN

▶ **\$97MM**

Represented developer in conversion of 25-story office tower to 186 residential apartments funded through a combination of historic tax credits, TIF financing, conventional mortgage, and private equity.

Hinshaw Team Leads

[Amy L. DuMond Kottke](#)
[Andrew C. Thompson](#)



Acquisition and Refinancing

Miami, FL, and Delaware

\$74MM

Represented borrower in refinancing, merger, secured loan closing, and satisfaction of fee and leasehold mortgages.

Hinshaw Team Leads

Neil S. Rollnick
Connie M. Mayer



Acquisition and Development

Central Illinois and Northwest Indiana

▶ **\$10MM+**

Represented buyer in acquisition of multiple parcels in Central Illinois and Northwest Indiana for business operations expansion to develop two industrial facilities.

Hinshaw Team Lead

Anthony J. Jacob



Acquisition and Sale

New York, NY

\$60MM

Represented buyer in acquisition and sale of
New York City property for non-U.S. investor.

Hinshaw Team Lead

Steven Carlyle Cronig



Acquisition, Development, and Sale

Florida

▶ **\$215MM**

Represented developer in acquisition and development of two South Florida properties, subsequent preparation of condominium development documents, and representation in end sale program sellout.

Hinshaw Team Leads

Steven Carlyle Cronig

Morgan E. Metzger



Lease Negotiation

Chicago, IL

\$5MM



Represented a foreign nation in the negotiation of longterm lease for office space intended to be used as a consulate in the United States. The transaction involved resolving sovereign immunity issues in a manner that did not require a waiver of sovereign immunity rights and obtaining U.S. State Department authorization pursuant to 22 U.S.C. § 4305 which was needed to acquire the lease.

Hinshaw Team Leads

Stephen H. Malato

Kyle Fonjemie



Acquisition, Sale, and Leaseback

Space Coast Region, Brevard County, FL

▶ **\$3.5MM**

Represented buyer/operator in acquisition of a gas station convenience store, subsequent sale, and leaseback for management of the operation. Deal included fuel supply agreements, and environmental testing and liability contracts for the property in the Space Coast Region of Florida.



Hinshaw Team Leads

Eliot C. Abbott

Morgan E. Metzger





Acquisition and Construction

Merrillville, IN (Metropolitan Chicago Area)

\$54MM

Represented buyer in acquisition of land and build-to-suit construction for a 425,000 sq ft distribution center.

Hinshaw Team Leads

Dean E. Parker
Stephen H. Malato





Arizona	Mississippi
California	Missouri
Florida	New Jersey
Illinois	New York
Indiana	Rhode Island
Louisiana	Texas
Massachusetts	Washington, D.C.
Minnesota	Wisconsin



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Real Estate & Lending Team**

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