

# LEASING



Our leasing team deals with all aspects of commercial real estate leasing and represents real estate developers, investors, owners, tenants, subtenants and other users of real property.

Our leasing attorneys are highly experienced professionals who employ a detailed, yet practical, risk-based approach, and whose depth of experience adds value to the negotiation process by viewing each deal in the larger context of the current leasing market. We maintain regular direct contact with clients and develop a comprehensive understanding of each client's business operations in order to tailor the lease review and negotiation process to suit the client's objectives and goals. Direct contact with our clients, coupled with our highly competitive rates, allows us to represent our clients in a timely, efficient and cost-effective manner, while obtaining the results that our clients desire.

We have experience in all types of commercial lease transactions, for properties of all sizes and uses, for short and long terms, including long-term ground leases. We represent clients in all types of occupancy leases including office, retail, restaurant, industrial/warehouse, medical office, and biotechnology/laboratory leases, as well as ground leases. Each lease transaction brings different issues, concerns and market leverage, and our accomplished and skilled attorneys are well suited to guide our clients through the entire process from letter of intent through occupancy.

Some of the services we provide include:

- Review of Letters of Intent and Term Sheets
- Review of Brokerage Agreements
- Owner-side leasing (including preparation of lease forms)
- Tenant-side leasing
- Build-to-Suit Leases
- Review of Work Letters
- Lease Amendments and Term Extensions
- Subleasing and Landlord Consent Issues
- Review of Estoppel Certificates and Subordination Agreements
- Commercial Due Diligence and Lease Review
- Lease Abstracts
- Termination Agreements
- Lease Enforcement
- Landlord/Tenant Eviction Proceedings/Litigation

In addition, upon request, our team has presented, and continues to present, "Leasing Basics" seminars to clients and other interested groups who deal with leases on a regular basis, or who are entering the lease negotiation process for the first time and seek a better understanding of the process as a whole. This is a practical overview of the most significant issues that typically arise when leasing space, is often geared towards an audience of business people, and can be tailored to fit the specific needs of the audience.

Some examples of lease-related transactions on which we have worked include representation of:

- National insurance company in connection with leasing of offices throughout the United States.
- Nationally-prominent landlord in connection with leasing of office space in the suburban Boston area.
- Developer in connection with all retail leases related to development of 500,000 square foot shopping center.
- Medical practice in negotiation of 20,000 square foot build-to-suit medical office headquarters lease.
- Developer in negotiation of ground lease with an international big-box retail tenant.
- Educational and testing company in connection with its retail leasing program throughout the United States.
- Insurance company in negotiation of a mission-critical data center lease.
- Local landlord in warehouse, retail and office leasing of portfolio of buildings along Route 128 corridor.
- Owner of local gas station property in connection with lease to operator.
- Technology company in connection with lease of build-to-suit 130,000 square foot headquarters adjacent to Route 495.
- Boston-based law firm in lease of nearly 50,000 square feet in a major downtown Boston office tower.
- Technology company in negotiation of 75,000 square foot corporate headquarters lease, and subsequent sublease and lease buy-out/termination agreement.

