



## Real Estate & Lending

### Even in a virtual world, real estate matters. Hinshaw helps businesses, investors, and developers protect and maximize assets.

We recognize that every client comes to the table with a unique set of aspirations, opportunities, and challenges. For some, real estate is a primary investment vehicle. For others, real estate is an essential asset and/or at the core of their business model. With this in mind, our counsel is tailored to meet each client's specific goals. Our experienced team of real estate attorneys helps institutional investors and individual investors, developers, and businesses of all types identify opportunities, negotiate financings, and close key transactions at home, across the country, and abroad. Click on the image to learn about our recent real estate projects.

#### For real estate investors and lenders:

Our clients include private equity groups, REITs, funds, funds of funds, as well as money-center banks, community banks, thrifts, savings and loans, and other lenders. We help clients identify, negotiate, document, and close the full range of lending and investment transactions, including:

- Mortgage, construction, bridge, and mezzanine loans
- Equity participation agreements
- Private placements
- Conduit lending and syndication

#### For real estate developers, professionals and management companies:

We represent entrepreneurs, architects, designers, contractors and subcontractors, and managers at every step of the process, from identifying public-private partnership opportunities, to acquiring land, negotiating agreements, and handling post-construction sales. We provide sophisticated advice on:

- Condo, co-op, construction and property-management agreements, and contracts
- Economic development, tax, and other incentives and credits
- Land use, zoning, easements, and related approvals
- Business entity, partnership and joint-venture formation, and structuring

#### Service Area Contacts

Steven Carlyle Cronig  
305-428-5122  
scc@hinshawlaw.com

Amy L. DuMond Kottke  
612-334-2640  
akottke@hinshawlaw.com

Stephen H. Malato  
312-704-3114  
smalato@hinshawlaw.com

Julia H. Terry  
504-904-8071  
jterry@hinshawlaw.com

#### Attorneys

Eliot C. Abbott  
Heather LaSalle Alexis  
Dustin C. Alonzo  
Robert D. Bailey  
Mark T. Berhow  
Kali E. Campbell  
Lauren Campisi  
Mark A. Carter  
Margaret J. Cascino  
Mitchel C. Chargo  
Kevin R. Coan  
Israel M. Del Mundo  
Kenneth H. Denberg  
Ofonedu-Ime Goodwyn  
Siobhan E. P. Grant  
Sarah J. Greenberg  
Joshua A. Hark  
Sherry L. Harlan  
Mark M. Heinisch  
Peter L. Isola



## For companies that depend on real estate:

Every company requires office, factory, retail or other space in which to conduct business. We help hospitals, health systems, manufacturers, distributors, retailers, hotels and resorts, casinos, educational institutions, airports, and other clients address all of their day-to-day and strategic real estate needs, including:

- Ground, tenant, build-to-suit, and other leases
- Environmental planning, compliance and remediation, as well as LEED and "green building" requirements
- Restructurings, workouts, and distressed assets
- Dispute resolution, including landlord/tenant disputes, design and construction defects, contract disputes, mechanics' liens, and condemnation/eminent domain matters

In addition to our broad real estate experience, we leverage our knowledge and firsthand experience with corporate, environmental, securities, tax, and other areas of law to assist clients at every step. Whatever the scope of the matter, we provide focused counsel tailored to meet your unique needs and objectives.

## Experience

Our team helps 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.

[View our 2021-2023 Real Estate Deal Book](#)

## News

[Lauren Campisi Featured on October Research's "Keys to Real Estate" Podcast: Fishing for Answers About Chevron Deference](#)  
June 19, 2024

[Hinshaw Publishes Updated Real Estate Deal Book](#)  
April 24, 2024

[Ahmad Mango Reviews Islamic Finance Principles and Real Estate Opportunities in Florida](#)  
April 12, 2024

[Hinshaw Partner L.J. Rotman Recognized as a 2024 POWER 30 in Real Estate and Construction Law by Minnesota Lawyer](#)  
March 28, 2024

[Hinshaw Partner L.J. Rotman Selected by Minnesota Real Estate Journal as a Finalist for 2024 Real Estate Lawyer of the Year](#)  
March 12, 2024 | Updated: April 19, 2024

[Anthony J. Jacob](#)  
[Sabrina Janeiro](#)  
[Alexandria A. Kaminski](#)  
[James W. Keeling](#)  
[Melissa N. Licker](#)  
[Carol A. Lockwood](#)  
[Savannah M. Loftis](#)  
[Ross H. Manella](#)  
[Connie M. Mayer](#)  
[Morgan E. Metzger](#)  
[Jonathan J. Morhaim](#)  
[Brian Nussbaum](#)  
[Lisa M. Nylen](#)  
[Yvonne C. Ocrant](#)  
[Jason J. Oliveri](#)  
[Emilio Onolfi](#)  
[Francesco J. Palanda](#)  
[Dean E. Parker](#)  
[Richard B. Polony](#)  
[Neil S. Rollnick](#)  
[L.J. Rotman](#)  
[Anthony P. Scali](#)  
[Stephen P. Strohschein](#)  
[Andrew C. Thompson](#)  
[David Vogt](#)  
[Mitchell E. Zipkin](#)

## Related Services

[Business & Commercial Transactions](#)  
[Commercial Litigation](#)  
[Municipal and Licensing](#)  
[Sustainability & ESG](#)

## Related Industries

[Aviation & Aerospace](#)  
[Cannabis](#)



[Hinshaw Receives Recognition in 2024 "Best Law Firms" Directory](#)  
November 2, 2023

[Neil Rollnick Discusses Factors Contributing to a Drop in South Florida Real Estate Deals](#)  
September 13, 2023

[101 Hinshaw Lawyers Recognized in 2024 Editions of Best Lawyers in America and Ones to Watch](#)  
August 17, 2023

[Steven Cronig Discusses Challenges Presented by Condominium Terminations](#)  
December 1, 2022

[Ross Manella and Sabrina Janeiro Discuss Global Investment Opportunities and Challenges Presented by South Florida's Luxury Real Estate Market](#)  
November 4, 2022

[U.S. News – Best Lawyers Recognizes Hinshaw in 2023 "Best Law Firms" Directory](#)  
November 2, 2022

[Eighty-Seven Hinshaw Lawyers Recognized in 2023 Editions of Best Lawyers in America and Ones to Watch](#)  
August 18, 2022

[Ofonedu-Ime Goodwyn Appointed Vice Chair of The Florida Bar's Real Estate Certification Committee](#)  
July 1, 2022

[Hinshaw Partner L.J. Rotman Recognized as a 2022 POWER 30 in Real Estate and Construction Law by Minnesota Lawyer](#)  
July 1, 2022

[Rockford Park District Renames Park in Honor of Hinshaw Partner James Keeling](#)  
April 18, 2022

[Hinshaw Partner Amy DuMond Kottke named to Twin Cities Business 2022 Notable Women in Law](#)  
February 24, 2022

[Hinshaw Recognized in 2022 U.S. News – Best Lawyers "Best Law Firms" Directory](#)  
November 4, 2021

[Hinshaw Expands in Northeast Adding New Jersey Office and Eight Lawyers](#)  
August 26, 2021

[Sixty-Seven Hinshaw Lawyers Recognized in 2022 Edition of Best Lawyers](#)  
August 19, 2021

[Hinshaw Continues Expansion of Gulf Coast Presence with Financial Services Partner in New Orleans](#)  
July 15, 2021

[Hinshaw Partner L.J. Rotman Recognized as a POWER 30 in Real Estate and Construction Law](#)  
July 7, 2021

[Hinshaw Partner Jill Mendelsohn Profiled in DBR: a Litigator with a Business-Focused Approach](#)  
June 24, 2021

[Hinshaw Partner Ira Gonzalez Appointed to Serve on Two Florida Bar Committees](#)  
April 27, 2021

[Hinshaw Expands National Real Estate Practice with Addition of Partner in Los Angeles](#)  
April 20, 2021



Trial Spotlight: Complete Victory Achieved on Behalf of Petitioner in Challenge to "Revised" Building Permits for Oceanfront Property in Florida's Sugarloaf Key

March 25, 2021

Hinshaw Recognized in 2021 U.S. News – Best Lawyers "Best Law Firms" Directory

November 5, 2020

Client Success: Development Site in Fort Lauderdale's Flagler Village Sold for \$14 Million

October 1, 2020

In DBR Byliner, Steve Cronig and Ofonedu-Ime Goodwyn Explore Access Restrictions for Condominiums in Florida

August 26, 2020

Sixty-Five Hinshaw Lawyers Recognized in 2021 Editions of Best Lawyers and Best Lawyers: Ones to Watch

August 20, 2020

Experienced Real Estate Attorney Amy L. DuMond Kottke Joins Hinshaw in Minneapolis

August 18, 2020

Hinshaw Recognized Nationally and Regionally in 2020 U.S. News – Best Lawyers "Best Law Firms" Directory

November 1, 2019

Client Success: Neil S. Rollnick Represents Westside Capital Group in \$29.5 Million Multifamily Acquisition of 337-unit Waterman's Crossing in Tampa, Florida

September 17, 2019

Hinshaw's Ofonedu-Ime Goodwyn Recognized as a Florida Board Certified Real Estate Attorney

August 1, 2019

Hinshaw's Ofonedu-Ime Goodwyn Selected as a 2019-20 Top 40 under 40 by the National Bar Association

June 20, 2019

Deal Spotlight: Client Oak Bank Acquired by Wintrust Financial Corporation

June 10, 2019

Hinshaw Partners Aimee Delaney and Nicholas Legatos Recognized as Notable Gen X Leaders in Law by Crain's Chicago Business

May 30, 2019

Third Annual Hinshaw Sea Level Rise & Climate Change Conference: Digging for Sea Level Rise Solutions

April 1, 2019

Hinshaw Recognized Nationally and Regionally in 2019 U.S. News – Best Lawyers "Best Law Firms" Directory

November 1, 2018

Hinshaw Partner James W. Keeling Named Rockford University Honorary Alumnus

October 16, 2018

Hinshaw and Florida International University Successfully Conclude Second Annual Climate Change and Sea Level Rise Conference

April 24, 2018

Sherry Harlan Profiled in the Rockford Register Star: "75 People You Should Know in Rockford"

April 13, 2018

Deal Spotlight: Hinshaw's Neil Rollnick Assists Miami Beach-Based Client Boardwalk in Its Acquisition of a Fort Lauderdale Property for \$53 Million

March 9, 2018



[Hinshaw Achieves National and Regional Recognition in 2018 U.S. News - Best Lawyers® "Best Law Firms" Directory](#)  
November 1, 2017

[Maria Marta Calderon Appointed to Board of Argentine American Chamber of Commerce of Florida](#)  
July 3, 2017

[Ofonedu-Ime Goodwyn Named to NHSSF Board of Directors](#)  
June 26, 2017

[Hinshaw Paralegal Kristina Pritchett Elected President of the Miami Dade Legal Support Association](#)  
May 1, 2017

[A Profile of Hinshaw's Ofonedu-Ime Goodwyn](#)  
February 27, 2017

[Hinshaw's Carol Lockwood Profiled in Leading Lawyers Magazine](#)  
February 7, 2017

[Hinshaw Attorneys Represent OKO Group in \\$54 Million Bayfront Land Purchase Adjacent to Missoni Baia in Miami's Edgewater Area](#)  
November 23, 2016

[Neil Rollnick Discusses the Expansion of Transfers of Development Rights](#)  
November 9, 2016

[Hinshaw Garners More Than Thirty Rankings in 2017 U.S. News - Best Lawyers® "Best Law Firms" List](#)  
November 1, 2016

[Ross Manella Profiled in Daily Business Review Article on His Real Estate Practice](#)  
October 6, 2016

[Thirty Hinshaw Lawyers Named to 2017 Edition of The Best Lawyers in America®](#)  
August 15, 2016

[Hinshaw Recognized as Leading Firm in 2016 Chambers USA](#)  
May 27, 2016

[Neil Rollnick Represents Boardwalk Properties in Largest Apartment Portfolio Purchase on Miami Beach](#)  
February 10, 2016

[Steven Cutler Quoted in Article Discussing How Changes to Foreign Investment Tax Law Will Affect Miami Real Estate](#)  
February 9, 2016

[Hinshaw & Culbertson LLP Garners More Than Two Dozen Rankings in U.S. News – Best Lawyers' 2016 "Best Law Firms"](#)  
November 2, 2015

[Hinshaw Represents Raymond & Associates in Sale of Multifaceted Real Estate](#)  
August 27, 2015

[Twenty-Eight Hinshaw Lawyers Named to 2016 Edition of The Best Lawyers in America](#)  
August 17, 2015

[Hinshaw's Insurance Practice and Individual Lawyers Ranked by Chambers USA](#)  
May 20, 2015

[Neil Rollnick Named Finalist for "Dealmaker of the Year" Award](#)  
May 15, 2015



[Eliot Abbott Quoted in Miami Today Article on Small Business Lending Growth](#)  
January 15, 2015

[Hinshaw Represents Zebra Technologies in Award-Winning Lease Transaction](#)  
December 9, 2014

[Hinshaw & Culbertson LLP Receives Several Tier One Rankings in Multiple Practice Areas by U.S. News - Best Lawyers 2015](#)  
November 3, 2014

[Hinshaw Represents Sellers of One Bal Harbour Hotel](#)  
October 9, 2014

[Twenty-Two Hinshaw Lawyers Chosen as Best Lawyers in America 2015](#)  
August 19, 2014

[Neil Rollnick Included in Chambers USA's 2014 "Leading Lawyers for Business"](#)  
May 28, 2014

[Hinshaw Represents Seller in Largest South Beach Multi-Housing Sale](#)  
May 9, 2014

[Hinshaw Transaction Highlighted in Crain's Chicago Business Dealmakers Segment](#)  
April 25, 2014

[Hinshaw Represents Buyer in \\$13.4 Million Sale of Luxury Development in Bal Harbour, Florida](#)  
January 30, 2014

[Seventeen Hinshaw Lawyers Chosen as Best Lawyers in America 2014](#)  
November 1, 2013

[Hinshaw Represents Developer Bringing Whole Foods to Low-Income Neighborhood](#)  
September 4, 2013

[Neil Rollnick Included in Chambers USA's 2012 "Leading Lawyers for Business"](#)  
September 12, 2012

[James Keeling Among Rockford Chamber of Commerce's "Twenty People You Should Know"](#)  
October 25, 2011

## Events

[Stewart Spielman and Stephanie Tolson to Co-Present at a Risk Management Association Gulf Coast Chapter's Virtual Event on Navigating Lender Liability](#)  
April 10, 2024  
Virtual Event

[Hinshaw Attorneys to Present Wisconsin State Bar Seminar on Drafting More Effective Contracts](#)  
January 24, 2020  
State Bar Center | Madison, Wisconsin

[Third Annual Sea Level Rise & Climate Change Conference](#)  
*Digging for Sea Level Rise Solutions: The Economic Effects of Sea Level Rise on Corporate Decision-Making*  
April 4, 2019



[Hinshaw's Second Annual Climate Change Conference: "Thinking Beyond Risk"](#)

April 11, 2018

Four Seasons Hotel | Miami, Florida

[So... You Need a Lease? Hinshaw's Breakfast Seminar Series](#)

October 25, 2016

8500 East State Street, Rockford, IL

[Stephen Malato to Speak at a Panel Discussing the Chicago Real Estate Market](#)

March 31, 2016

Chicago-Kent College of Law