



Aaron D. Rosenfeld

Partner

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About

Practical, business-focused, and mindful of the legal and financial issues and implications of the transactions he shepherds to consummation, Aaron Rosenfeld advises clients on sophisticated commercial real estate, hospitality, and corporate transactions.

Aaron is equally adept at hard-nosed negotiations as he is at building consensus, adopting strategies best suited to achieving his clients' goals and working tirelessly to expeditiously and efficiently get them across the finish line.

Aaron's wide-ranging real estate and corporate transactions practice includes real estate development, hospitality asset transactions, joint ventures, venture capital and private equity transactions, mergers, acquisitions, commercial lending, and general corporate and government contracts matters.

He represents purchasers, sellers, and financing parties in asset and entity transactions spanning a wide range of deal structures and asset classes. His lengthy record of closing deals valued in the billions of dollars is a product of his unwavering work ethic and personal drive to achieve the best result possible for each client.

A large part of Aaron's practice focuses on advising real estate companies on acquisitions, dispositions, joint ventures, capital raises, real estate assemblages, related financings, like-kind exchanges, and leasing. Aaron also represents early-stage venture capital-backed companies, private companies, and lenders in commercial financing matters, and he works with government contractors on transactions involving teaming or joint venture arrangements with other contractors.

An active listener and proven negotiator, Aaron can synthesize complexity, deescalate problems, and ultimately keep a transaction on course when and where it is needed most. Consistently recognized by *Super Lawyers* as a Washington, DC, "Rising Star" (2013–2017), Aaron has a practical and succinct approach that allows him to streamline communications by getting to the point quickly and clearly.

Before joining Kelley Drye, Aaron was an associate in the Leveraged Finance Group at CIBC World Markets. While at CIBC, he focused primarily on publishing high yield research, with investment recommendations, to buy-side clients and in-house traders on companies in the telecommunications, cable, satellite, and media industries.

Experience

Seller, Purchaser, Borrower and JV Representation

Counseled a Fortune 25 company in a multistate real estate disposition program involving hundreds of sites and related operating businesses, including managing the negotiations and closings of several separate transactions that involved more than 500 sites.

Advised a national transportation management corporation in the sale of its transportation management and guest services business to a publicly traded international provider of ocean and river cruise services.

Represented a top compliance and security management company in its sale to a large NASDAQ-listed software company.

Advised a real estate fund and its principals in connection with the fund formation, capital raise, asset purchases, mortgage financings and the disposition of its assets.

Advised the purchaser in a \$96 million acquisition of a 26-building portfolio comprising more than 950,000 square feet of office and flex industrial space in Northern Virginia, including negotiating a cross-collateralized, cross-defaulted syndicated loan and a preferred equity investment.

Lead counsel for one of the world's largest insurance companies in connection with its acquisition, by deed in lieu of foreclosure, of a 316 guest suite, luxury airport hotel in the Washington, D.C. metropolitan area.

Advised the purchaser of a 542-unit multifamily complex including negotiating a joint venture agreement with a major money center bank, and negotiating the collateralized mortgage loan.

Advised various borrowers and lenders in real estate financings, including conduit loan transactions. Served as bank counsel in various loan transactions.

Advised institutional, real estate private equity company in its acquisition and financing of an office park in Alexandria, Virginia for about \$100 million, including the creation of a land condominium at closing.

Represented the purchaser of a seven-property shopping center portfolio from a national publicly traded REIT involving two joint ventures, four loan assumptions and three new loans.

Represented the owners of the Park Triangle, including affiliates of The Maven Group, in connection with a \$44 million mortgage loan from EagleBank. The Park Triangle is a 140,000 square foot mixed use building with 117 Class-A apartment units and about 19,000 square feet of ground floor retail that is located at 1375 Kenyon Street, NW in Washington, DC. The new mortgage loan replaced an existing agency loan that was secured by the building and a short term mortgage loan secured by the land from a different local bank. [Click here](#) for media mentions related to this deal.

Counseled a private equity company, as a member of a joint venture, in connection with the joint venture's \$16 million acquisition of a 75-room boutique hotel in the Kalorama section of Washington, D.C.

Lending Representation

Represented a lending syndicate of seven regional and community banks providing a \$24 million first

mortgage loan to refinance the existing senior debt on an Aloft Hotel and an Element Hotel, including the negotiation of an Intercreditor Agreement with a mezzanine lender.

Corporate and M&A Representation

Counseled a public international telecommunications company in its \$200 million acquisition of a public U.S. telecommunications company.

Counseled companies and executives in negotiated employment and severance agreements.

Honors

The Best Lawyers in America® (Woodward/White, Inc.), Real Estate Law, 2026.

Recognized by *Super Lawyers* as a Washington D.C. "Rising Star," 2013-2017.

Burkenroad Award, 1999.

Related Services

Corporate and Tax

Mergers and Acquisitions

Private Equity and Venture Capital

Real Estate

Real Estate Transactions

Real Estate Leasing

Corporate Transparency Act (CTA)

Education

American University Washington College of Law, J.D., 2005

- The American University Law Review, Marshall-Brennan Fellowship Program

Tulane University, B.S.M., 1999

- Finance, Dean's List

Admissions

District of Columbia, 2005