



## James J. Kirk

Of Counsel

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### About

James Kirk has more than three decades of experience in the representation of financial institutions, including insurance companies, large commercial banks, private pension funds and developers, in all types of real estate transactions throughout the United States. Jim regularly advises on transactions involving construction and permanent financings, syndications, participations, acquisitions and sales, joint ventures, and leasing and sale-leasebacks, as well as construction and real estate management. Jim also counsels his clients on commercial real estate workouts, as well as the enforcement of his client's rights and remedies in the event of foreclosure, eviction and/or bankruptcy.

An active and veteran professional who is known both inside and outside of the firm for leading by example, Jim is steadfastly focused on delivering innovative solutions to sophisticated transactions. Jim's ability to listen, patient nature, straight-forward communication style and personal determination to serving his clients allow him to provide a dynamic combination of practical business judgment and in-depth legal know-how. Jim's proficiency in analyzing, synthesizing and overcoming even the most difficult scenarios aid him in delivering the type of "outside of the box" thinking needed to get complex deals done.

A proven asset-builder and team-player, Jim has served as legal advisor to some of the world's largest financial institutions and developers on major, high-profile transactions. For example, Jim was involved in negotiating, structuring and closing a deal for the development of a high-rise building in Manhattan that involved a mix of public and private entities and financial institutions, among others. Furthermore, Jim was instrumental in a number of recent loan portfolio sales on behalf of both sellers and purchasers. Today, Jim continues to work on the full array of real estate finance and development initiatives that range in value from millions, to hundreds of millions, of dollars.

Jim served as managing partner of Kelley Drye for a decade. As result, Jim knows first-hand what it means to set and achieve goals at both the individual and institutional levels, and he brings these honed skills to every client matter in which he is involved. In addition, Jim was a member of the firm's executive committee, and currently manages the firm's lateral partner recruiting program.

### Honors

Jim was selected in 2018-2026 for inclusion in the Real Estate Law area as one of *The Best Lawyers*

*in America*® (Woodward/White, Inc.). A description of the selection methodology can be found [here](#).

*No aspect of this advertisement has been approved by the Supreme Court of New Jersey.*

## **Related Services**

Real Estate

Real Estate Finance

## **Education**

Fordham University School of Law, J.D., 1980

- cum laude

Fordham University, B.S., 1977

## **Admissions**

New York, 1981

New Jersey, 1980