

Real Estate Leasing

Providing a thoughtful and practical approach to Lease review and negotiations.

About

Kelley Drye's Leasing Team advises developers, tenants, landlords and companies across all industries (including financial services and technology companies) in connection with commercial leasing for an array of asset classes. From office, to retail, to flex (i.e., office plus industrial in same space), to medical property leasing, our attorneys offer a thoughtful and practical approach to lease review and negotiations that align to our client's needs.

We understand that lease relationships are generally long-lasting between the parties and we strive to foster a collaborative environment that gives the client the results they desire while setting a positive tone that will resonate in their relationship with the other party long after the lease is executed. Accordingly, we "package" our reviews with a comprehensive list of business issues and corresponding recommendations that mark the progression of and also guide, the lease negotiations. These lists and recommendations are based on market factors, the unique elements of the deal, and the client's goals and considerations.

Office Sector

In today's post-COVID office market, tenants are seeking shorter, more flexible, and affordable leases for return to office. Similarly, and landlords are reimagining their vacant space and making adjustments to align with tenant needs while taking risk-averse mindset. Our attorneys are attuned to their client's goals as well as the needs of all parties to the transaction. This allows our team to effectively guide negotiations toward a successful outcome that exceeds the client's business objectives while satisfying the most important needs of their counterparts. We have assisted clients with all types of office leases, including that of historically protected buildings and cutting-edge new developments, for corporate headquarters and office outposts.

We are seasoned in the negotiation of spec and build-to-suit deals, and have guided landlord clients in the documentation of tax credits to the extent applicable to tenants. We regularly negotiate letters of intent, leases, subleases, lease assignments and amendments, subordination and non-disturbance agreements, work letters, estoppels, and all other auxiliary lease documentation.

Retail Sector

The terms of retail leases vary significantly based on factors such as property location, tenant size and reputation, and general market conditions. Our attorneys help clients navigate the complexities of retail leases to protect their interests, ensure legal compliance, and provide guidance in lease negotiations and dispute resolution so they can focus on growing and managing their businesses.

We have represented restaurant groups, banks, gym operators, and fashion retailers as tenants, and have represented landlord interests in transactions involving mass retailers in the fashion, grocery and home improvement space.

Technology Sector

In the emerging field where real estate meets blockchain technologies, artificial intelligence, and the Internet of Things, our attorneys have deep experience and knowledge in the intersection of real estate laws and technology laws.

We have represented technology, biotech, and real estate companies in lease negotiation and documentation for office, R&D, retail, warehouse, and mixed-use asset classes, involving storage centers, manufacturing use, logistics, production and laboratories.

Related Services

Real Estate

Contacts

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