

UK Real Estate

In today's real estate markets, the ability to minimise cost while maximising investment potential is a true differentiator. Katten's UK Real Estate group provides sophisticated investors with strategic and tactical advice across a broad array of asset and corporate real estate transactions. Whether it involves major development projects, buying and selling assets, channeling capital into London from around the globe, managing complex occupier arrangements or putting together intricate finance packages, we support clients across the entire real estate asset class and life cycle.

Efficient transactions

We are especially adept at complex deals that require speedy execution and closing or that require coordinating multiple stakeholders with competing interests. Always with an eye on the exit strategy, our team is known for its ability to coordinate multidisciplinary teams to help clients get their deals over the line on time and on budget.

Our broad knowledge of modern transactions, acquired through long-term client relationships, gives us a 360-degree view of the market, advising and coordinating all the key players — from private equity sponsors and funds, institutional investors, property companies, and hotel owners and operators to pension funds, occupiers and developers — on all the key issues.

We provide legal advice across the entire spectrum of real estate and hospitality activities, including:

- Investment — acquisitions and disposals of single assets and portfolios across all asset classes and leasing strategies
- Corporate real estate — purchases and sales of single-purpose vehicles and other corporate holding structures, both onshore and offshore
- Development — site acquisition, local authority, statutory and other third-party agreements, pre-lets, forward sale and forward funding, and
- construction procurement documents
- Real estate finance — both lender- and borrower-side representation in bilateral and syndicated loans for real estate assets (both senior and mezzanine), development financing and other secured lending
- Hospitality — hotel purchases, sales, financing and development, hotel management, franchise and other operational agreements,

Key Contacts



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branded residences, restaurant franchise and management agreements, and restaurant acquisitions

- Joint ventures — shareholder, partnership and member agreements; development and asset management agreements; and co-investment, profit share and syndication structures
- Real estate debt purchase and sale — loan acquisitions and disposals
- Leasing strategy and corporate occupiers

Our Recognition and Highlights

Industry Recognition

Katten's Real Estate lawyers in London and the United States have been individually recognized by Chambers and other outlets.

Katten was named the 2022 Transatlantic Firm of the Year as part of The British Legal Awards, which are hosted by *Law.com International*. The award recognized the firm's legal experience in handling a significant amount of transatlantic work, innovation, strategic vision, business wins, client service, professional development, sustainable improvements in financial performance and a commitment to corporate social responsibility.

The UK Real Estate team has been consistently ranked among the top practices in its field in the United States and recognised by outlets such as *Best Law Firms* and *The Legal 500*:

- *Best Law Firms*
- *Litigation – Real Estate*
- *Law Firm of the Year, 2023*
- *National, 2012–2024*
- *Real Estate Law*
- *Law Firm of the Year, 2022*
- *National, 2011–2023*
- *Chambers UK*
- *Real Estate: £10-50 million*
- *Lower Mid-Market*
- *London (Firms), 2016–2024*
- *Hotels & Leisure - UK-wide, 2019–2024*
- *Chambers USA*
- *Nationwide, 2012–2024*
- *The Legal 500 United Kingdom*
- *Real Estate*

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"From a client perspective, Katten has the very attractive balance of a wealth of knowledge and experience in the real estate sector, whilst being able to have a very personal touch and provide great customer service to its clients."

***The Legal 500 UK 2024
(Real Estate: Property Finance)
survey response***

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- *Commercial Property, 2012–2019*
- *Commercial Property: Hospitality and Leisure, 2012–2024*
- *Property Finance, 2015–2024*
- *Commercial Property: Investment, 2022–2023*
- *The Legal 500 United States*
- *Real Estate, 2016–2024*

Our Experience

- Advising pan-European investment manager RE Capital on multiple UK real estate acquisitions, disposals and redevelopment projects across the office, retail and hospitality sectors, including an ongoing mandate on a flagship £80m hotel development in Clerkenwell.
- Advising a Jersey domiciled Real Estate fund and its associated consortium of family office and UHNW Asian investors on UK acquisitions, including a high-profile logistics/data centre site in Hayes and the resulting £25m exit to Colt Telecommunications.
- Advising an FTSE 100-listed pension fund across its portfolio of assets in the retail and hospitality sectors for the lifecycle of the assets from acquisition, redevelopment, asset management and disposal.
- Advising Fattal Hotel Group on the acquisition of multiple assets (to be redeveloped into Leonardo branded hotels) on a conditional forward purchase basis across the United Kingdom.
- Advising REIT in acquiring a Guernsey Property Unit Trust in the company that owned the long-term leasehold investment of an American conglomerate's UK headquarters. Also, advising on the senior and mezzanine debt financing of the purchase.
- Advising Brookfield-backed leading hospitality developer and operator edyn on multiple strategic acquisitions, development and asset management transactions across its UK portfolio.
- Advising a global five-star hotel operator in its successful tender to secure management agreement for a new ultra-luxury hotel that will be located in Old War Office, a London landmark that served as Winston Churchill's headquarters during the Second World War.
- Advising a private equity corporate investor in relation to real estate issues surrounding its investment into portfolios of high street beauty clinics, dental practices and restaurant franchises.
- Advising Aprirose REIM across its portfolio of UK acquisitions, disposals and development projects and across the logistics, hospitality and retail sectors.

- Representing commercial real estate broker as receiver in the £275 million sale of a portfolio of five industrial estates.
- Advising a global luxury brand in relation to its various real estate requirements across central London and a high-profile concession at Heathrow Airport, and coordinating planning and construction issues that went hand in hand with those projects.
- Advising a tech-powered sustainable serviced apartment operator on its London expansion by securing leases at three properties, in addition to various agreements for lease in relation to properties that are currently being developed for use as a serviced apartment.