Jeffrey S. Scharff

Partner

Real Estate

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For more than 35 years, Jeff Scharff has helped clients resolve their critical real estate and structured financing issues and close their deals. He handles all aspects of acquisitions, including drafting and negotiating purchase agreements, loan documents (both conventional and tax-exempt bond financing), and partnership agreements with large national equity investors. Over the past 20 years, he has closed more than 200 acquisitions of large multi-family properties (both market rate and affordable), along with billions of dollars of financings and refinancings for one of the largest national multi-family operators. Jeff also represents large New York City-based developers on the financing of major multi-family and mixed-use projects involving bond financing. Jeff also represents owners of senior living facilities on acquisition and financing matters.

Over the course of his career, Jeff has also represented major banks on complex loan work-outs and the disposition of distressed assets during various economic turn-downs, including being a key member of a legal team responsible for the disposition of billions of dollars of assets by a major federal governmental agency.

Decades of experience in real estate transactions and financing

In addition to the acquisition work on multi-family and senior living facilities, Jeff also works regularly on the acquisition and sale of office buildings. He has also represented large national banks and pension funds on construction and permanent lending as well as equity investments, as well as significant experience on commercial leasing matters representing both landlords and tenants on a wide range of leases, including headquarters leases, more traditional office leases and data center leases.

Practices

- Affordable Housing and Community Development
- Commercial Mortgage-Backed Securities
- Real Estate
- Real Estate Acquisitions, Dispositions and Joint Ventures
- Real Estate Leasing Transactions

Education

- JD, The University of North Carolina at Chapel Hill School of Law
- BA, The State University of New York at Binghamton, *with honors*

Bar Admissions

- District of Columbia
- New York

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Recognitions

Recognized or listed in the following:

- *Best Lawyers in America*
  - Real Estate Law, 2019–2027
- *The Legal 500 United States*
  - Recommended Attorney, 2016

News

- Katten Attorneys Recognized in 2027 *Best Lawyers* Guide (August 20, 2026)
- Katten Celebrates 101 Attorneys Honored by *Best Lawyers*® (August 21, 2025)
- Katten Attorneys Recognized as *Best Lawyers*® and *Best Lawyers: Ones to Watch*® Award Recipients (August 15, 2024)
- Katten Attorneys Distinguished by *Best Lawyers*® (August 17, 2023)
- Katten Attorneys Recognized by *Best Lawyers*® (August 18, 2022)
- Katten Attorneys Listed in *The Best Lawyers in America*® (August 19, 2021)
- Katten Attorneys Distinguished as Top Legal Talent in the 2021 *Best Lawyers in America* and *Best Lawyers: Ones to Watch* Lists (August 20, 2020)
- Katten Represents Clients With $176.8 Million Loan for Manhattan Property (October 5, 2017)
- Eighteen Katten Practices and 70 Attorneys Recognized by *The Legal 500 United States* 2016 (June 17, 2016)
- Katten Represents Moinian Group in New York Construction Financing (August 5, 2014)
- Katten Snags Team of Top Attorneys to Grow Real Estate Practice in New York and Washington, DC (February 1, 2014)

Presentations and Events

- Mortgage Bankers Association of Metropolitan Washington's 32nd Annual Fall Commercial Real Estate Finance Seminar & Networking Breakfast (October 2, 2013) | *Panelist* | *Navigating the CMBS Servicing World – Working Through Assumptions and Maturing Loans*

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