



Jeffrey R. Keitelman Co-Managing Partner

Jeff Keitelman, co-managing partner of Stroock and co-chair of the national Real Estate Group, has been the lead lawyer on some of the country's largest and most high-profile commercial real estate transactions. As the top lawyer advising The Port Authority of New York and New Jersey in the redevelopment of the World Trade Center, for example, he managed teams of attorneys over more than 12 years, advising on joint ventures, ground leases, acquisitions and dispositions, space leases, bond financing, construction and numerous other matters.

Known as a consummate dealmaker and strategist with deep knowledge and key relationships, Jeff helps clients structure, negotiate and close their most important transactions. He represents local, national and international investors, owners, occupiers, managers and brokers in acquisition, disposition, leasing, development, financing, joint venture, property management and related matters involving office, industrial, retail, residential and mixed-use properties.

In addition to guiding clients through traditional real estate matters, Jeff is also the architect of the firm's unique government real estate practice, which advises owners who lease to government tenants in leasing, purchase/sale, lending, compliance, operations and protests and other claims. He also leads Stroock's corporate real estate practice, which advises major occupiers of space in leasing, purchase/sale and other transactional matters. Jeff also has experience counseling clients in real estate-related litigation and bankruptcy, as well as public/private partnership transactions.

Jeff has been recognized for years by *Chambers USA* and *Best Lawyers in America* as one of the country's top real estate lawyers. He has also been named by *Law360* as a "Real Estate MVP" and *Washingtonian* magazine as a "Top Lawyer."

Representative clients include Fortune 500 companies, pension funds and other investors, REITs, life insurance companies, financial institutions, foreign investors, investment advisers, law firms, developers, governmental entities, non-profit and educational institutions, trade associations and real estate funds.

Representative Matters

Jeff has been the lead lawyer in the following sample representations, among others:

Washington, DC

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New York

Related Services

- Acquisitions / Dispositions
- Alternative Property
- Commercial Leasing
- Corporate Real Estate
- Development and Construction
- Government Real Estate
- Israel
- Joint Ventures
- Lending / Distressed Real Estate
- REITs
- Real Estate
- Real Estate Investment Management

Education

J.D., Columbia Law School, 1986; Harlan Fiske Stone Scholar; Note and Comment Editor, *Journal of Environmental Law*

B.A., *magna cum laude*, Brown University, 1982; Economics; Phi Beta Kappa

- The Port Authority of New York and New Jersey in connection with all real estate-related aspects of its redevelopment of the World Trade Center site in Lower Manhattan for more than 12 years (including the net leases with Silverstein Properties for three towers, the joint venture with Durst with respect to One World Trade Center, the joint venture with and then sale to Westfield for the retail areas, the 1.3 million-square-foot anchor lease with Condé Nast, and the 300,000-square-foot lease marking the long-awaited return of the U.S. Government to the World Trade Center site).
- Alony Hetz Properties & Investments, an Israeli publicly traded company, in establishing a joint venture with JP Morgan Special Situations Fund and others to re-form Carr Properties, a Washington, D.C.-based real estate operating company. The then \$1 billion company, with 24 real estate projects at closing, continues to acquire and develop office properties in the D.C. metropolitan area.
- Columbia Property Trust (NYSE: CXP), one of the nation's largest public office REITs, on significant acquisitions, dispositions and leasing matters in major metropolitan markets, including the \$522 million sale of a 22-building, 12-state portfolio; the \$228 million acquisition of a 16-story, 387,943-square-foot office tower in the financial district of San Francisco, with the assumption of the existing mortgage loan secured by the property made by New York Life Insurance Company; the \$433 million disposition of a multi-state, 11-property commercial office building portfolio; and ongoing leasing activities in major metropolitan markets.
- Skanska CDUS in connection with a 114,000-square-foot, 16-year lease of a large international law firm for its Washington, D.C. headquarters; Beacon Capital Partners in connection with a 115,000-square-foot, 15-year lease with MedStar Health for an outpatient surgical center in downtown D.C.; and numerous other owners of Class A office buildings with respect to major and/or anchor leases, build-to-suit transactions, major retail deals and other significant leasing and development matters.
- Pfizer, Cisco Systems, Verizon and other major U.S. corporations in headquarters relocations, build-to-suit development transactions and merger and acquisition transactions, as well as in ongoing leasing and facilities matters at national and international sites.
- Numerous buyers and sellers of government-occupied properties in connection with their acquisition, disposition and financing work, and numerous owners in leasing space to government tenants, all across the country. Examples include an 839,000-square-foot, two-building government lease for the Department of Justice, the largest federal government lease in D.C. since 2002; a 592,000-square-foot lease with the GSA for the U.S. Coast Guard headquarters; a 540,000-square-foot lease for the initial TSA headquarters; a 250,000-square-foot headquarters lease for the CFTC; a 600,000-square-foot lease with the GSA for the U.S. Department of State, Diplomatic Security Service; and a lease to the U.S. Government for 300,000 square feet of space in the 1,776-foot-tall One World Trade Center.

Honors & Awards

- Jeff was recognized by *Chambers: District of Columbia* for being an Eminent Practitioner in real estate

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- Jeff was most recently recognized by *City & State* as one of their "Law Power 100," which recognizes New York's most politically powerful lawyers. In 2019, *City & State* also honored him in their "Law Power 50." He also was announced by *The American Registry* as one of "America's Most Honored Lawyers" for 2020.
- Jeff has consistently been recognized for years in numerous leading publications, including *Chambers USA: America's Leading Lawyers for Business* (calling him "outstanding," "knowledgeable and experienced," "incredibly client-focused," and "noted among peers as possibly having more business than any other real estate attorney in Washington"), *The Legal 500* (saying he possesses "excellent business sense and a keen sense for developing and negotiating strategies"), and *Law360 MVP* (citing his ability to understand "the client's business and the circumstances of the deal, while at the same time having a big-picture mentality").
- Jeff has also been recognized year after year by the Washington, D.C. edition of *Super Lawyers*; the Guide to the World's Leading Real Estate Lawyers; *PLC's Global Counsel Handbook of Corporate Real Estate*; various ALM publications as one of New York's Top Rated Lawyers 2018; the *Real Estate Expert Guide* as one of the world's leading real estate lawyers; and *Euromoney's Guide to the World's Leading Real Estate Lawyers*. He also has been "highly recommended" in the *PLC Which Lawyer Yearbook* and, based on peer reviews, listed in numerous editions of *The Best Lawyers in America* for real estate, including for 2022.
- *Washington SmartCEO* has named Jeff among its Legal Elite as the Leading Real Estate Lawyer in the D.C. area; the *Washingtonian* magazine named him a Top Lawyer in Washington; and the *Washington Business Journal* has named him the "Top Washington Lawyer" for Real Estate.
- Jeff has also received numerous awards for his community work, such as: the *Washington Business Journal's* 40 Under 40 Award; a "Lifelong Champion" award of philanthropy, service and volunteerism by Greater DC Cares; Leadership Washington's "Distinguished Leadership Award"; and Brown University's John Hope Alumni Award for community service.

Memberships

Professional

- Member, *Law360's* Legal Industry Editorial Board, 2021
- Member, Association of Foreign Investors in Real Estate (AFIRE)
- Member, The Economic Club of Washington, D.C.
- Member, The Real Estate Roundtable
- Member, DC Building Industry Association
- Member, Real Estate Board of New York
- Member, CoreNet Global
- Member, National Federal Development Association
- Member, Federal Real Property Association
- Member, Office Development Council, Urban Land Institute

- Member, District of Columbia Bar Association
- Member, New York State Bar Association
- Member, Real Property Law Section, American Bar Association
- Member, The International Association of Managing Partners

Civic and Charitable

- Founder, Greater DC Cares, Inc.
- Board Member, Boys & Girls Clubs of Greater Washington
- Founding Member, City Cares of America, Inc.
- Member, Greater Washington Board of Trade
- Member, Leadership Washington (Class of 1991)
- Founding Member, Youth Leadership of Metropolitan Washington, Inc.
- Member, University of Miami Parent's Council
- Member, Tulane University's Parent's Council
- Advisory Board Member, Junior Tennis Champions Center at College Park
- Trustee, Federal City Council

Speeches & Events

- Speaker, "Reentry in the New Normal: Real Estate and Tax Considerations," Stroock and KPMG Webinar, May 7, 2020
- Moderator, "The Sit Down: The Owner's Perspective," Commercial Observer 2nd Annual Financing Commercial Real Estate Forum, Washington, DC, October 17, 2018
- Moderator, "Panel on Committee on Foreign Investment in the US," AFIRE Annual Membership Meeting, Washington, DC, September 6, 2018
- Presenter, "Legal Considerations Involved With Chinese Investment in US Real Estate," China Outbound Real Estate Investment Forum, Beijing and Shanghai, April 23 and 25, 2013
- "Government Leasing: Troubleshooting and Trouble Prevention" seminar for US Government Properties Income & Growth Fund, March 29, 2011
- "Government Leasing: Troubleshooting and Trouble Prevention" seminar for Boston Properties, October 9, 2009
- "Retrofitting Commercial Buildings to be Green, Leases and Property Management Agreements (The LL's Perspective)," Urban Land Institute (ULI) Professional Development Workshop, June 24, 2009
- "Defensive Tactics for Landlord (Non) Performance, Some Issues for Tenants to Consider when Negotiating Leases during the Capital Markets Crisis of 2009," Conference hosted by Jones Lang LaSalle, June 4, 2009
- "Green Leasing in Existing Building: *Creating an Attractive Lease for Both Tenants and Landlords*," Conference hosted by Allstate and the Chicago chapter of CoreNet Global, February 26, 2009

- “New Year, New Government: New Issues and Opportunities for Government Real Estate,” Conference in Washington, DC, February 25, 2009
- “Federal Security Standards: Which One Does the Tenant Want?” Presentation to the Maryland/DC Chapter of NAIOP, February 16, 2009
- “Negotiation Operating Expense Clauses and Enforcement by Lease Audits,” The Mid-Atlantic Chapter of CoreNet Global, October 14, 2005
- “Acquisition Strategies and Leasing/Property Management Issues,” Wells Real Estate Funds, March 29-30, 2005
- “Leasing and Negotiating Trends,” Jones Lang LaSalle Americas Annual Meeting, March 16, 2005
- “Legal Aspects of Government Leasing (or) What Gives Landlord’s Heartburn?” Annual Conference of the Federal Real Property Association in Washington, DC, October 27, 2004
- “Government Leases – Doing Deals with GSA Tenants,” CLE International in Washington, DC, June 7-8, 2004
- “Government Leasing and Compliance,” Equity Office Properties in Chicago, October 16, 2003
- “GSA Leasing Issues,” RealShare DC Conference, Washington DC, Fall 2003

Publications

- Co-author, "DOB Releases Long-Awaited Guidance for Climate Mobilization Act Adjustment Applications," *Stroock Client Alert*, April 16, 2021
- Co-author, "NYC's C-PACE Financing Program for Energy Efficiency Retrofits is Going Live," *Stroock Client Alert*, April 7, 2021
- Co-author, "The Nuts and Bolts of Loan Purchases and Sales (Part 1: Purchaser Due Diligence)," *Stroock Client Alert*, March 1, 2021
- Co-author, "D.C. DOEE Issues Proposed Building Energy Performance Standards," *Stroock Client Alert*, January 21, 2021
- Co-author, "New Foreign Ownership Disclosure Requirements may go Beyond CFIUS if you Have a High-Security Federal Lease," *Stroock Client Alert*, December 10, 2020
- Co-author, "NY City Council Passes Expansion of Climate Mobilization Act for Residential Properties," *Stroock Client Alert*, October 30, 2020
- Co-author, "Executive Order Instructs Federal Government Agencies to Prioritize Moving to Opportunity Zones," *Stroock Special Bulletin*, September 10, 2020
- Co-author, "What Commercial Landlords Should Know About the NY Damages Mitigation Bill," *Stroock Special Bulletin*, July 30, 2020
- Co-author, "5 Key Considerations as Climate Mobilization Act Draws Near," *Stroock Special Bulletin*, July 1, 2020
- Co-author, "Maryland, Virginia to See Increases in Transfer and Recordation Taxes," *Stroock Special Bulletin*, June 24, 2020

- Co-author, "DC Again Amends Consolidated COVID Relief Legislation," *Stroock Special Bulletin*, June 22, 2020
- Co-author, "DC City Council Passes Consolidated COVID Relief Legislation," *Stroock Special Bulletin*, May 27, 2020
- Co-author, "Landlord Concerns for 'Reentry' – A Deeper Dive," *Stroock Special Bulletin*, May 11, 2020
- Co-author, "Some Practical Building Reentry Concerns for Landlords and Tenants," *Stroock Special Bulletin*, April 29, 2020
- Co-author, "DC Passes Sweeping Commercial Rent and Mortgage Relief," *Stroock Special Bulletin*, April 23, 2020
- Co-author, "Navigating Coronavirus: Updates for REIT General Counsel," *Stroock Special Bulletin*, April 9, 2020
- Co-author, "An Old Law for the New War: Defense Production Act Not Just for Government Contractors," *Stroock Special Bulletin*, April 2, 2020
- Co-author, "Pre-Negotiation Letters During Covid-19," *Stroock Special Bulletin*, April 1, 2020
- Co-author, "Mapping Risk: New CFIUS Tool for Real Estate Investors," *Stroock Special Bulletin*, March 31, 2020
- Co-author, "Relief for Borrowers From the Federal Government in NY and Fla. ," *Stroock Special Bulletin*, March 24, 2020
- Co-author, "Legal and Practical Risks: How COVID-19 Is Complicating Real Estate Closings," *Stroock Special Bulletin*, March 24, 2020
- Co-author, "What Cuomo's 'on PAUSE' Order Means for the Real Estate Industry," *Stroock Special Bulletin*, March 23, 2020
- Co-author, "Steps for Businesses to Consider as Coronavirus Spreads," *Stroock Special Bulletin*, March 3, 2020
- Co-author, "Real Estate Transactions Impacted by New CFIUS Regulations," *Stroock Special Bulletin*, September 23, 2019
- Co-author, "D.C. Council Approves Increase in Transfer, Recordation Taxes," *Stroock Special Bulletin*, June 3, 2019
- Co-author, "Real Estate In the Crosshairs: Congressional Calls to Step Up Scrutiny of Foreign Investment," *Global Banking & Finance Review*, June 21, 2017
- Co-author, "July 6th – 'Not So Independent' Day?," *Stroock Special Bulletin*, July 11, 2016
- Co-author, "What Real Estate Cos. Need To Know About CFIUS Reviews," *Law360*, January 5, 2016
- Co-author, "CFIUS and the Waldorf Astoria," *Stroock Special Bulletin*, December 21, 2015
- Co-author, "Sequestration: Déjà vu All Over Again?" *DCBIA Pipeline* magazine, December 2013
- Co-author, "Is Your Commission-Sharing Agreement Legal?" *CoreNet Global Industry Tracker-Member Viewpoint*, December 2011
- Co-author, "DC's PACE Law: What It Means for Owners," *Washington Business Journal*, May 7, 2010

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- Contributor, "Green Leases: A Global Perspective," *PLC Environment*, August 18, 2009
- Commentator, "Craig's Corner for Counsel: Green Real Estate" column, *Metropolitan Corporate Counsel*, March 31, 2009
- Co-author, "Green Leasing: What to Look for and What to Avoid," Report for Jones Lang LaSalle website, November 2008
- Co-author, "Brush Up on Security Guidelines Before Leasing to GSA Tenants," *Real Estate Forum*, October 2005
- Participant, Group Interview of Leaders in Corporate Real Estate, *The Leader: CoreNet Global Magazine*, September 2005
- "Sarbanes-Oxley Compliance Ushers in New Era of Opportunity," *Corporate Real Estate Leader*, May 2004
- "Creative Disposition Strategies: The Art of Two Deals," *CoreNews*, the bi-monthly magazine for Mid-Atlantic Chapter of CoreNet Global's Corporate Real Estate Network, November 2003
- Contributing author, "Leasing Negotiation Handbook," The American Law Institute-American Bar Association (ALI-ABA) Committee on Continuing Professional Education, in cooperation with the International Association of Attorneys and Executives in Corporate Real Estate (AECRE), November 2003
- Co-author, "Increasing Security," *Legal Times*, October 8, 2001, Vol. XXIV, No. 40

Admitted To Practice

- District of Columbia
- New York