



**JEFFREY A. SAYOC**

Partner

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## SERVICES

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Real Estate  
Real Estate Development  
Real Estate Leasing  
Banking & Financial Services  
Commercial Lending  
Public & Structured Finance

## EDUCATION

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The University of Toledo College of Law, J.D.  
Bowling Green State University, B.A.

## LICENSED TO PRACTICE

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Ohio

## OVERVIEW

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Jeffrey is a member of Walter Haverfield's Real Estate Group. With over two decades of experience, including in-house counsel positions at two leading, full-service real estate development and management companies, Jeffrey has extensive experience in commercial real estate transactions representing both national and regional developers in connection with the acquisition, disposition, leasing, management, and development of retail, office, warehouse, and multifamily housing facilities across the country.

His corporate experience also includes the representation of borrowers and lenders in real estate and asset-based loan facility transactions, including conventional, conduit loans, FHA-insured multifamily financing, financing through taxable and tax-exempt bonds, and LIHTC equity syndications, as well as joint venture agreements and limited partnership agreements, corporate acquisitions and dispositions, as well as secured/unsecured financings and private placements.

## EXPERIENCE

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### General Counsel Experience\*

Served as General Counsel for two full-service real estate development and management companies, advising on range of real estate and corporate matters including:

#### *Real Estate*

- Worked extensively with executive management and the leasing/development teams on transactions involving the leasing, development, acquisition, disposition, and financing of shopping centers and mixed-use facilities.
- Negotiated various lease structures for retail, office, and warehouse facilities, including big box retailers and national and regional chain stores.
- Advised property management team in matters relating to compliance with various regulations, including title restrictions, third-party contract requirements, and tenant/vendor disputes.
- Led acquisition and financing efforts, including negotiation of letters of intent, purchase agreements and loan documents, including taking the lead on the closing of loan facilities totaling more than \$650MM, involving retail, multifamily, warehouse and mixed-use assets.

#### *General Corporate*

- Prepared limited liability agreements and other joint venture agreements, managed and updated corporate records, including preparation of assignments for transfer of interests.
- Negotiated purchase and sale agreements, development agreements, management agreements, NDAs, third-party vendor contracts, and various other transactional documents.
- Negotiated complex financing structures for various secured and non-secured transactions, including private placement bond financings.
- Counseled on compliance matters relating to low-income housing tax credits, historic tax credits, fair housing laws, HUD programs and subsidies, taxable and tax-exempt bonds, as well as other regulatory matters and governmental programs.
- Coordinated and managed closings and development strategies with development, construction, property management, asset management, and capital investment teams, and outside counsel.

\* Prior to joining Walter Haverfield