SCHULTE ROTH + ZABEL

PEOPLE

Julian M. Wise

Partner

Contact

+1 212.756.2135
julian.wise@srz.com

919 Third Avenue
New York, NY 10022

Chair of the Real Estate Group and member of the firm's Executive Committee, DEI Committee and Recruiting Committee. Represents institutional and non-institutional lenders, owners/operators and investors in complex commercial real estate transactions.

Julian's representations include:

- On the lender side – structuring and negotiation of senior and multi-tranched mezzanine financings, intercreditor agreements, co-lender and participation agreements, joint venture and preferred equity agreements and loan portfolio acquisitions and dispositions and restructurings
- On the owner/operator side – acquisitions, dispositions and financings of office, retail, hotel and multifamily properties

His clients include private equity firms, major financial and commercial lending institutions and developers and owners of commercial, industrial,

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retail, office, hotel and large-scale residential properties.

Julian has represented clients in some of the most high-profile real estate transactions, including, among others:

- A major national retail grocery chain in connection with its $2 billion financing of approximately 400 grocery stores and distribution centers in 14 states
- A major private equity firm in connection with its multibillion-dollar acquisition of retail properties across the United States
- Several major private equity firms in over $5 billion in senior and mezzanine financings across the United States
- A private equity firm on its acquisition of AT&T's Yellow Pages (a transaction that was secured by real estate and other assets located across the United States)
- A real estate fund in the acquisition and subsequent disposition of trophy buildings across the United States, including the Gucci Building located on Rodeo Drive in Beverly Hills, California
- A major private equity firm in the acquisition, financing and disposition of the Innkeepers hotel portfolio

He also represented the previous owner/manager of 230 Park Avenue (the Helmsley Building) in its acquisition, recapitalization and financing of the property, and the building's subsequent $1.2 billion sale, which was recognized as one of *Real Estate Forum's* "Deals of the Year" and for which Julian was named to the publication's list of "Dealmakers." In addition, Julian was named one of *Real Estate Forum's* 2019 "Financial Influencers" in the industry.

Julian has a reputation among his peers and clients as a terrific negotiator and an excellent strategist. He is consistently recognized as one of the country's leading real estate lawyers by *Chambers USA*, *The Law Dragon 500 Leading Dealmakers in America, The Legal 500 US* (listings of the top lawyers in the United States) and *New York Super Lawyers*. *Chambers USA* describes Julian as offering "a wealth of expertise across the real estate spectrum," "creative," "solution-oriented," "very practical, very thoughtful and very thorough" and as being "highly commended" for his "extensive lending experience." *The Legal 500 US*

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includes the following words of praise from a major investment banking client: “An awesome attorney – my first choice on all deals.”

Julian is a prolific writer, publishing numerous articles in the *New York Law Journal* and a variety of other publications, including the “Commercial Real Estate” chapter of *Business and Commercial Litigation in the Federal Courts* (Thomson Reuters, Fourth Edition).

He is also a sought-after and active speaker at industry conferences on a wide array of topics, including real estate private equity, restructurings, financings, distressed debt and industry trends. He recently moderated a discussion on “Capital Market Activities Impacting the Real Estate Market” at the iGlobal Forum Real Estate Private Equity Summit and presented “Interlender Arrangements: Current Structures and Risks” at the Schulte’s Annual Distressed Investing Conference.

Practices

REAL ESTATE

REAL ESTATE LITIGATION

Bar Admissions

New York

Education

Fordham University School of Law, J.D.

Emory University, B.A.

- Honor Council

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Representations

- A major private equity firm as a lender in connection with the financing of a joint venture for the purchase of a long-term leasehold interest in The Westin Maui Resort & Spa.
- The developer/owner of the Hudson Yards project in connection with the financing secured by the project.
- A major private equity firm in the sale of the Innkeepers hotel portfolio.
- A major national retail grocery chain in connection with its $2 billion financing of approximately 400 grocery stores and distribution centers in 14 states.
- A real estate fund in the acquisition and disposition of the Gucci Building in Beverly Hills, Calif.
- A private equity firm in connection with its acquisition of the AT&T's Yellow Pages, a transaction that was secured by real estate and other assets located across the United States.
- A major national owner/developer in its acquisition of 230 Park Avenue (the Helmsley Building) in New York City in connection with the acquisition and recapitalization and financing of the property, and in the subsequent $1.2 billion sale of the building.
- A major private equity firm in over $1 billion in senior and mezzanine financings across the United States.
- A fund in connection with its acquisition of a major automotive manufacturer secured by real estate and other assets located across the United States.
- A major investment bank in providing mortgage and mezzanine financing with respect to trophy resort hotel properties across the United States.
- An owner/developer in the acquisition and development of several high-profile retail properties in Beverly Hills, Calif., including the debt financing for such acquisitions.

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- A significant owner in the acquisition of a major trophy New York landmark office property and the complex financing relating thereto.
- A major investment bank in connection with the origination of a loan relating to office properties located throughout the United States, involving an Islamic trust structure.

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Publications

- "Office Snapshot: Schulte Roth Stresses Equity In New DC Digs," *Law360*, July 3, 2023 (quoted)
- "Intercreditor Agreements (Mortgage Lender and Mezzanine Lender)," LexisNexis Practical Guidance, June 2023
- "Lenders Need Stability Before CRE Markets Will Recover," *New York Law Journal*, June 20, 2023
- "FinCEN Commences Rulemaking Process to Implement AML Reporting Requirements for Real Estate Sector," *Schulte Alert*, Feb. 11, 2022
- "Bankruptcy Court Grants Tenant Partial Rent Abatement Under Force Majeure Clause (COVID-19)," *Schulte Alert*, June 29, 2020
- "Section 1031 Exchanges and Qualified Opportunity Zone Investments: IRS Extends Filing Deadlines," *Schulte Alert*, April 17, 2020
- "Remote Notarization in New York State: Temporary Authorization in Response to COVID-19," *Schulte Alert*, March 30, 2020
- "Commercial Leasing – Financial Issues Facing Landlords and Tenants Related to COVID-19," *Schulte Alert*, March 20, 2020; republished in *Lexis Practice Advisor*, July 2020
- "Real Estate Deals and Leases – COVID-19 Considerations," *Schulte Alert*, March 17, 2020; republished in *Lexis Practice Advisor*, July 2020
- "Schulte Roth & Zabel's Leading Real Estate Practice," *Mann Report* cover story, April 2019
- "How Natural Disasters Influence CRE Participants' Decisions," *CRE Finance World*, Winter 2019, co-author
- "Commercial Real Estate," *Business and Commercial Litigation in the Federal Courts,* Fourth Edition, Thomson Reuters, November 2018

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- "LIBOR: What is it Good For?" *CRE Finance World*, Winter 2018, co-author
- "PE Real Estate Players Think Outside the Box to Find Deals," *Law360*, Sept. 7, 2017 (quoted)
- "Commercial Real Estate," *Business and Commercial Litigation in the Federal Courts,* Fourth Edition, Thomson Reuters, December 2016
- "Alternative Mezzanine Lenders: New Kids on the Block," *CRE Finance World*, Fall 2016, co-author
- "New AML Regulatory Initiative Targets Real Estate Industry," *Schulte Client Alert*, Jan. 21, 2016, co-author; republished in *Westlaw Journal – White-Collar Crime*, March 2016
- "Global Economic Changes Mean Volatile Year for Hotels," *Law360*, Jan. 11, 2016, co-author
- "When 'Best Efforts' Are Not the Best Effort," *Commercial Property Executive*, April 3, 2014, co-author
- Profiled in "Schulte Roth & Zabel's RE Group Celebrates Landmark Year," *New York Real Estate Journal*, Nov. 26, 2013
- "Descending Into Perpetuity: Recent Cases and Statutes," *Commercial Leasing Law & Strategy*, March 2013, co-author
- "Descending Into Perpetuity: Recent Cases, Statutes Tackle the Dreaded Rule Against Perpetuities," *New York Law Journal*, Nov. 19, 2012, co-author
- "The Cherryland Decision – Full-Recourse Enforcement of Non-Recourse Loans," *Commercial Property Executive*, April 4, 2012, co-author
- "Tenancy in Common Poses Risks to Lenders," *New York Law Journal*, June 27, 2005, co-author

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Speaking Engagements

- "Real Estate Funds, Deals and Financing," Schulte 30th Annual Private Investment Funds Seminar, January 2021
- "Real Estate Funds, Deals and Financing," Schulte 29th Annual Private Investment Funds Seminar, New York, January 2020
- Moderator, "A Fistful of Dollars: The Good, the Bad, and the Ugly of Today's Debt Markets," GreenPearl EisnerAmper 4th Annual Real Estate Private Equity Summit, New York, September 2016
- Moderator, "Capital Market Activities Impacting the Real Estate Market," iGlobal Forum 14th Real Estate Private Equity Summit, New York, March 2016
- "Interlender Arrangements: Current Structures and Risks," Schulte 4th Annual Distressed Investing Conference, New York, November 2015
- "Top Five Concerns for Real Estate General Counsels," IMN 5th Annual Real Estate General Counsels Forum, New York, September 2015
- "Keynote Interview: Essential Outlook for Real Estate Mezzanine Financing," iGlobal Forum 6th Real Estate Mezzanine Financing Summit, New York, May 2015
- "Market Update and Forecast in 2015," Opal Financial Group Real Estate Investors Summit, Miami Beach, Fla., March 2015
- "Understanding the Real Estate Investing Environment from a Capital Markets Perspective," iGlobal Forum 12th Real Estate Private Equity Summit, New York, March 2015
- "Anticipating Obligations in Purchases and Sales," IMN 4th Annual Real Estate General Counsels Forum, New York, September 2014
- "Upcoming Mezzanine Lending Opportunities in 2014 and Beyond," iGlobal Forum 5th Real Estate Mezzanine Financing Summit, New York, May 2014

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- Moderator, "Real Estate Triple Play: PERE, Finance and Development," Schulte and GlobeSt.com Webinar, May 2014
- "Examining the Latest Developments in the Lending Market," iGlobal Forum 10th Real Estate Private Equity Summit, New York, March 2014
- "Real Estate Funds and Ventures," Schulte 23rd Annual Private Investment Funds Seminar, New York, January 2014
- "Re-Expansion of the Lending Markets," iGlobal Forum 9th Real Estate Private Equity Summit, New York, October 2013
- Moderator, "Putting It All Together – Industry Leaders Moving Forward into 2013," GreenPearl Events Bridging the Gap – A Forum on Gap Financing, Replacement and Rescue Capital for Real Estate Deals, New York, October 2012
- "Exclusive Interview: In the Zone with Willy Walker," CapRate Events Second Annual National Apartment Summit, October 2012
- "Real Estate Private Equity," Opal Financial Group Real Estate Investors Summit: Dealmakers Conference, April 2012
- Moderator, "The Fundraising Climate for Private Equity Real Estate," iGlobal Forum 5th Real Estate Private Equity Summit, October 2011
- Moderator, "The Real Estate Capital Markets: Where the Debt Capital is and How to Get It," GreenPearl Events Distressed Real Estate Summit, January 2011
- "Special Servicer & Special Asset Panel," 2nd Annual Distressed Commercial Real Estate Forum, September 2010
- "Commercial Real Estate in a Post-Recession Era," Globe St.com and Schulte Webinar, May 2010
- Session Chair, "Note Vs. Property: A Comparison of the Advantages and Disadvantages of Both Approaches to Getting at the Underlying Property, Miami, February 2010
- Moderator, "Real Estate in Recovery: What Can Be Done to Prepare for a Turnaround?" Globe St.com and Schulte Webinar, November 2009

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Memberships

- American Bar Association
- New York City Bar Association

Distinctions

- Selected as a leading real estate lawyer by:
  - *Chambers USA*
  - *The Law Dragon 500 Leading Dealmakers in America*
  - *The Legal 500 US*
  - *New York Super Lawyers*
- Named to *Real Estate Forum*'s "Deals & Dealmakers" list for work on the $1.2 billion sale of the historic Helmsley Building at 230 Park Avenue
- Named to *Real Estate Forum*'s "Financial Influencers" for work on the largest deals in commercial real estate

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