

Meeting the Real Estate Needs of the Legal Industry



Achieving superior solutions in a changing environment.

Expertise in Action – The Law Firm Practice Group

At Cassidy Turley, we are market leaders, industry leaders and community leaders. Nationwide, clients recognize us for the creative sophistication of our real estate advice as well as for the discipline and accuracy of our service delivery. We are a trusted partner and advocate, supporting our clients' overall business performance. In markets across the country, we are respected as a leading provider of commercial real estate services as well as for our community engagement. Our thorough understanding of local business practices and market dynamics, combined with our customer focus and service commitment, give our clients a distinct edge in commercial real estate across the globe.

Addressing Firms' Needs; Achieving Results

The legal industry has changed dramatically. Today it is more important than ever to make intelligent decisions about law firms' biggest operational expense: occupancy costs. To do so, law firms need a business partner who truly knows the industry, its trends and its challenges. Firms need a business partner who understands everything from what the competition is doing, to the most efficient designs for a law firm space, to how to dispose of excess space without eliminating future expansion opportunities. Firms need a partner that has access to a comprehensive range of services –from market research to financial analysis, from project and development services to property tax advice and valuation expertise. Cassidy Turley is that partner.

Committed to Establishing Long-Term Partnerships

Our relationships with clients, many of which have spanned decades, are built on trust and a shared vision. Our deep connections within markets give us the edge to analyze, acquire or dispose of space for any client. Our long-standing relationships with national and regional vendors and suppliers allow us to leverage our buying power across accounts especially when it comes to construction related issues.

A Wealth of Knowledge and World-Class Expertise

With decades of experience across specialty areas, our professionals in the Law Firm Practice Group have a detailed understanding of how real estate affects the legal industry's operations and profitability. Our professionals are active in industry groups such as International Facility Management Association (IFMA), Building Owners and Managers Association International (BOMA), Society of Industrial and Office Realtors (SIOR) and the Association of Legal Administrators (ALA), and are on the cutting edge of trends that shape the future of the global practice of law. Professionals within the group regularly share information on the latest law firm trends and best practices, providing consistency of service among all practice group members. Data is further augmented by the in-depth, real-time local market insight of our brokers.

Turning Your Goals and Objectives into Superior Results

Cassidy Turley professionals are passionate about customer service and achieving superior results for our law firm clients. Our Law Firm Practice Group appreciates the importance of building consensus within partnerships, excels at board-level presentations, and is sensitive to the internal dynamics of law firms. We understand the many ways our services can contribute to a firm's profitability, help shape long-term strategy and achieve key goals.



Law Firm Practice Group Services

- Development Advisory
- Financial Modeling
- Leasehold Administration
- Location Advisory and Incentives Services
- Merger and Acquisition Due Diligence
- Move Management
- Move Management
- Operating Expense Audits
- Project and Development Services
- Personal Property Financing
- Real Estate Tax Advisory
- Space Acquisition and Disposition
- Sublease and Lease Administration

Scope of Services

In-depth Market Knowledge

Great research and analysis lead to great decisions. An invaluable resource for our Law Firm Practice Group, our market research experts and economists not only gather data on economic, policy and demographic changes that impact commercial real estate markets, but also have the daily input of our field professionals who contribute an “in-the-trenches” perspective of changing market conditions.

Strategic Consulting and Valuation Expertise

Our team accesses the best and most recent benchmarking studies to provide clients with the insight and data needed to make sound decisions. Whether it involves analyzing generational issues, eliminating personal guarantees, comparing firm-wide occupancy costs to revenues across markets, valuation consulting, or developing acquisition and disposition strategies, Cassidy Turley is able to respond to our clients’ needs with the utmost expedience.

Leasing Services

We at Cassidy Turley take pride in our market leadership in many regions across the country. With that leadership comes a deep and enduring connection with local markets. Whether acquiring or disposing of space, our brokerage professionals understand the underlying fundamentals of the local market, and combine that with world-class expertise to identify prospects and negotiate transactions. Working in concert with our clients, Cassidy Turley strictly adheres to firms’ policies and protocols, provides in-depth analysis to inform decisions and helps achieve clients’ financial and operational goals.

Lease Administration

For clients with extensive portfolios or sub-tenants, we offer scalable services to administer leases. Our professionals receive training in lease language and administration to make sure that provisions are abstracted correctly, notices are served promptly and costs are allocated appropriately. Records are kept in compliance with all federal laws regarding leasehold relationships, and our technology outputs real-time, customized reports to assist client decision making.

Project and Development Services

Our project and development services professionals have unparalleled skills to evaluate alternatives, choose the optimal solution, form the best team and determine the most effective delivery and contracting strategies. With an average of 18 years experience, our project managers have considerable exposure to law firm projects. From move management to major development initiatives, Cassidy Turley has the expertise to get the job done with minimal disruption. Our team has constructed or renovated over 10 million square feet of law firm space over the past decade.

Investment Sales

For decades, our investment sales professionals have achieved optimal returns for sellers and positive results for buyers domestically and abroad through excellent underwriting, marketing and execution. Our investment sales professionals have an average of 17 years experience, advanced real estate credentials and a world-class expertise in all types of transactions. This capability can prove invaluable for clients looking to trade a property, or for negotiating on a client’s behalf, as we can provide expert insight into how the capital markets will value a lease.

Debt and Equity Services

Putting the right financial structure together takes creativity, connections, accuracy and follow-through. Our finance professionals have decades of experience acting as trusted advisors to lenders and borrowers across product lines. As our clients’ needs have evolved, we have expanded our capacities and developed new funding resources. This resource remains crucial when negotiating on a client’s behalf as we can better understand the underlying financial structure, risks and pressures of our clients’ current and prospective real estate portfolio.

A Proven Track Record

Clients listed below were represented by the Law Firm Practice or various specialists within Cassidy Turley.

Arnall Golden Gregory

Baach, Robinson & Lewis

Ballard, Spahr

Blackwell Sanders

Brown & Wood

Bryan Cave

Cadwalader, Wickersham & Taft

Caplin & Drysdale

Davis Wright Tremaine

DLA Piper

Duane Morris

Eccleston and Wolf

Fulbright & Jaworski

Greenberg Traurig

Hall Estill

Jones Day

Katten Muchin Rosenman

Legal Aid Society of the District of Columbia

Manatt Phelps and Phillips

Miles & Stockbridge

Miller & Chevalier

Miller, Balis, O’Neil

Patton Boggs

Pillsbury Winthrop Shaw Pittman

Robbins Russell Englebert

Orseck & Untereiner

Ross Marsh & Foster

Shearman & Sterling

Skadden Arps

Sullivan & Worchester

Thompson Coburn

Vinson & Elkins

Wilmer Hale

Whiteford Taylor Preston

Wiley Rein

Womble Carlyle

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To learn how you can achieve a real estate solution that supports your firm's goals, visit www.cassidyturley.com, or contact:

Art Santry

Senior Managing Director, Principal

Law Firm Practice Group

202.266.1144

Art.Santry@cassidyturley.com

Core Services

- Capital Markets
 - Debt Placement
 - Investment Sales
 - Note Sales
 - Structured Finance
- Corporate Services
 - Facilities Management
 - Portfolio Administration
 - Project Management
 - Strategic Consulting
 - Transaction Management
- Project Leasing
- Project and Development Services
- Property Management
- Tenant Representation

Practices and Specialties

- Auction Services
- Distressed Assets
- Financial Advisory
- Food and Beverage
- Golf and Resort Properties
- Government Contracting
- Government Services
- Healthcare
- Higher Education
- Hospitality
- Law Firm
- Life Sciences
- Location Advisory and Incentives
- Mission Critical
- Net Lease
- Not-for-profit
- Private Client
- Supply Chain
- Sustainability Services

Real Estate Types

- Industrial
- Land
- Multi-family
- Office
- Retail

About Cassidy Turley

Cassidy Turley is a leading commercial real estate services provider with more than 3,800 professionals in more than 60 offices nationwide. The company represents a wide range of clients—from small businesses to Fortune 500 companies, from local non-profits to major institutions. The firm completed transactions valued at \$22 billion in 2012, manages approximately 400 million square feet on behalf of institutional, corporate and private clients and supports more than 23,000 domestic corporate services locations. Cassidy Turley serves owners, investors and tenants with a full spectrum of integrated commercial real estate services—including capital markets, tenant representation, corporate services, project leasing, property management, project and development services, and research and consulting. Cassidy Turley enhances its global service delivery outside of North America through a partnership with GVA, giving clients access to commercial real estate professionals in 65 international markets. Please visit www.cassidyturley.com for more information about Cassidy Turley.

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