

Distressed Real Estate Courses and Programs

Customizable Webinars and Presentations for Your Organization

— Distressed Real Estate

Ballard Spahr's Distressed Real Estate practice was established more than a decade ago and helped clients navigate the Great Recession. The team is now guiding clients through COVID-19-related market disruptions. For more information or to schedule a remote program for your organization, please contact your Ballard Spahr lawyer or a Distressed Real Estate Team contact.

Tax Issues in Debt Restructurings and Loan Workouts

Learn about the tax consequences of debt restructurings, foreclosures and deeds in lieu and better understand what tax issues motivate distressed property owners.

Real Estate Tax Assessment Appeals: Opportunities In A Post-Covid-19 Market

The opportunity is favorable for reducing your real estate tax burden in the current environment, through property tax appeals occasioned by market-driven shifts in property values. Following a brief review of valuation law, standards, and practices, Ballard Spahr real estate and tax lawyers examine the effect of COVID-19 on real estate property values and factors likely to reduce current valuations, and present practical roadmap for successful tax assessment appeal.

Loan Default/Enforcement Remedies

Refresher course for experienced asset managers and primer for new asset managers with limited loan default experience. Presenters include a mix of transactional and litigation attorneys who provide a comprehensive review of default and remedies issues.

Loan Workouts and Enforcement Without Judicial Access

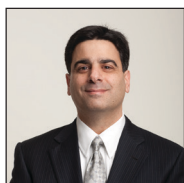
Program addresses pre-litigation considerations for defaults, including forbearance agreements and pre-negotiation agreements. Discussion includes how to handle limited and restricted access to courts, such as during the COVID-19 pandemic, court closures and extended deadlines. Also includes overview of non-judicial foreclosures, contractual/consensual receiverships, deeds in lieu of foreclosure, note sales, and discounted payoffs without becoming a mortgagee-in-possession.

Lender Liability Prevention Strategies	Lawyers discuss how to respond to borrower requests for relief, such as forbearance, modification, and partial payment. Program addresses failure-to-finance claims, including dealing with requests for advances and the application and enforcement of MAC clauses.
<i>Force Majeure</i> and Impossibility/ Impracticability of Performance	Examination of what types of business disruptions can trigger <i>force majeure</i> clauses in contracts, as well as other defenses to non-performance. Addresses common issues that arise regarding contract language, as well as applicable case law and general principles that apply to interpreting <i>force majeure</i> clauses. Topics include common-law defenses for non-performance and issues to watch for in specific types of contracts – as well as pointers for handling them.
Workout and Enforcement Strategies for Specific Asset Classes	Our Distressed Real Estate attorneys present strategies for loan workouts and enforcement for assets in specific spaces, including hotel/hospitality, student housing, seniors housing, and retail. Discussion addresses issues affecting under-construction projects, including supply chain disruption and labor shortages. Mortgagee-in-possession issues are also examined, including assignment of leases and rents and third-party management.
Real Estate and Construction Litigation Overview	General overview and primer on real estate and construction litigation topics. Includes discussion of landlord/tenant litigation, development and construction litigation, and issues surrounding partnership and limited liability company member disputes.
Securitization/Secondary Market Transactional Disputes	Program considers disputes that arise in the secondary market. Review of warehouse and repurchase agreements and loan participations and potential disputes that may arise out of those arrangements. Issues with respect to disagreements between master and special servicers also discussed.
Corporate Trust Litigation	Session deals with disputes involving corporate fiduciaries and trustees. Includes examination of issues arising from alleged breaches of PSAs and/or related credit default swap agreements, waterfall payment disputes, trustee and trustee agent declaratory judgment actions, and trust estate court supervised liquidation cases.
Tax Issues for Distressed Real Estate	Tax lawyers review tax issues that may arise in connection with distressed real estate assets. Includes a discussion of cancellation of indebtedness income, loan modifications, foreclosures, and deeds in lieu.

Managing the Capital Stack	Program covers key issues surrounding mezzanine lenders, preferred equity investors, and joint venture partners that may arise during workouts and enforcement proceedings. Includes a discussion of intercreditor arrangements and an overview of relevant structures and document provisions.
Coronavirus-Related Insurance Developments in the Real Estate Context	Ballard Spahr Insurance and Real Estate lawyers examine coronavirus-related insurance developments in the real estate industry. Topics include an unbiased discussion of insurance coverage issues in the real estate context; an update of litigation, regulatory, and legislative approaches and initiatives; and advice for preserving and presenting a claim.
Commercial Leasing Issues and Strategies	Real estate attorneys review leasing concepts and practical approaches to navigating landlord and tenant concerns that arise in connection with distressed real estate. The program addresses rent abatements, rent deferrals, lease amendments, and lease enforcement strategies.
Navigating Distressed Construction Projects	Course leaders present an in-depth analysis of preparing for and navigating troubled construction projects from the owner/lender perspective. The course includes a detailed discussion of drafting contracts with appropriate rights, protections, and remedies, and how to leverage them appropriately. We also examine issues such as mechanics' liens, insurance, exercise of rights under bonds and subguard insurance, warranty issues and defective work, self-help rights, alternative dispute resolution, preparing for litigation, and transitioning the project to a replacement contractor.
Condominium Liability	This program addresses liability issues unique to the condominium context. We discuss declarant liability, warranty obligations, fractured condominiums, and how these may be affected by the distressed market conditions.
Hotel Workouts – An Overview	This primer addresses practical approaches to navigating investor, hotel owner, brand franchise, and third-party manager concerns that arise in connection with distressed hotel properties. The program addresses critical provisions in hotel management and franchise agreements, management fee subordination and deferrals, termination rights and non-disturbance agreements, cash management and account control security interests, receivership, and pre-bankruptcy strategies.

CONTACTS

For more information, please contact your Ballard Spahr lawyer or any of the attorneys below.



Dominic J. De Simone

Co-Chair, Finance Department

Distressed Real Estate Group

Philadelphia | desimone@ballardspahr.com

215.864.8704



Thomas A. Hauser

Co-Leader, Real Estate Finance Group

Baltimore | hauser@ballardspahr.com

410.528.5691



Amy M. McClain

Chair, Real Estate Department

Philadelphia | mcclaina@ballardspahr.com

410.528.5592



Siobhan M. O'Donnell

Co-Leader, Real Estate Finance Group

CMBS Loan Origination Team

Los Angeles | odonnells@ballardspahr.com

424.204.4341

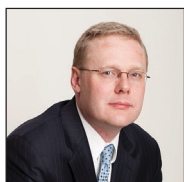


Brian Schulman

Leader, Real Estate and Construction Litigation Group

Phoenix | schulmanb@ballardspahr.com

602.798.5407



Matthew G. Summers

Co-Leader, Bankruptcy and Restructuring Group

Delaware | summersm@ballardspahr.com

302.252.4428



Kelly M. Wrenn

Leader, Banking and Financial Services Industry Team

Washington, D.C. | wrenn@ballardspahr.com

202.661.2204

Our Locations

ATLANTA

999 Peachtree St., NE,
Suite 1600
Atlanta, GA 30309-4421
678.420.9300

BALTIMORE

111 S. Calvert Street,
27th Floor
Baltimore, MD 21202-6174
410.528.5600

BOULDER

1801 13th Street
Suite 308
Boulder, CO 80302-5391
303.379.2275

DELAWARE

919 N. Market Street
11th Floor
Wilmington, DE 19801-3034
302.252.4465

DENVER

1225 17th Street
Suite 2300
Denver, CO 80202-5596
303.292.2400

LAS VEGAS

One Summerlin
1980 Festival Plaza Drive
Suite 900
Las Vegas, NV 89135-2658
702.471.7000

LOS ANGELES

2029 Century Park East
Suite 1400
Los Angeles, CA 90067-2915
424.204.4400

MINNEAPOLIS

2000 IDS Center
80 South 8th Street
Minneapolis, MN 55402-2119
612.371.3211

NEW JERSEY

700 East Gate Drive
Suite 330
Mount Laurel, NJ 08054-0015
856.761.3400

NEW YORK

1675 Broadway
19th Floor
New York, NY 10019-5820
212.223.0200

PHILADELPHIA

1735 Market Street
51st Floor
Philadelphia, PA 19103-7599
215.665.8500

PHOENIX

1 E. Washington Street
Suite 2300
Phoenix, AZ 85004-2555
602.798.5400

SALT LAKE CITY

201 South Main Street
Suite 800
Salt Lake City, UT 84111-2221
801.531.3000

SIOUX FALLS

101 South Reid Street
Suite 302
Sioux Falls, SD 57103-7030
605.978.5200

WASHINGTON, DC

1909 K Street, NW
12th Floor
Washington, DC 20006-1157
202.661.2200