G. Lee Cory, Jr.

Partner

Charlotte

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OVERVIEW

Lee focuses his practice on real estate acquisition, development, financing, and disposition, with a particular concentration in the area of health care real estate. He has extensive experience in negotiating and preparing a wide variety of office, retail, and industrial leases. Lee also has substantial experience in the oversight of multistate portfolio acquisition and disposition transactions and associated due diligence and logistics coordination. In this role he handles, often on a multistate basis, the real estate aspects of corporate acquisitions and asset purchases (including with respect to residential homebuilder operations).

Lee is a LEED Accredited Professional (LEED-AP), a distinction he earned through the Green Building Certification Institute. As a LEED-AP, he has demonstrated a thorough understanding of green building practices and principles, as well as the LEED Rating System.

REPRESENTATIVE MATTERS

- Represented a large national financial institution on a nationwide basis relative to the disposition of more than $1 billion of owned real property acquired by a foreclosure.
- Represented the owners in the sale of a 47-property portfolio of self-storage properties in five states.
- Represented a national residential homebuilder on the real estate aspects of a $100 million asset purchase that included all real estate holdings of the target company.
- Represented the sellers and the sponsor/minority joint venture partner with respect to the sale of nine medical office buildings located in three southeastern states in a joint venture/acquisition/disposition transaction involving the establishment of a $100 million joint venture with the real estate arm of a national insurance company.
- Represented a financial institution-managed pension plan on the disposition of a portfolio of more than 50 office buildings and residential land.
- Represented a REIT in mall leasing, outparcel ground leasing, and outparcel sales at mall projects throughout the U.S.
- Represented a mini-storage and marina developer and operator on site acquisition, development, and financing for a portfolio of more than 60 properties in southeastern U.S. and Texas.
- Represented the developers in the development and leasing of approximately 750,000-square-foot retail shopping centers located in Raleigh, NC and Tulsa, OK.

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- Represented a client regarding real estate aspects of a $42 million acquisition of existing residential home building operation based in Charlotte, NC.
- Represented a developer in the leasing of a 500,000-square-foot mixed-use (retail/office/residential/theater) project in Asheville, NC.
- Represented a national retailer in the acquisition of a 25-acre site to be developed as a 320,000-square-foot retail facility in Charlotte, NC.

AWARDS

- *Best Lawyers in America*®: Real Estate Law (2007-2016, 2018-2027)
- North Carolina Super Lawyers, Real Estate Law (2006-2015)

TOP AREAS OF FOCUS

- Health Care Real Estate
- Investment, Acquisition + Disposition
- Real Estate
- Real Estate Leasing

ALL AREAS OF FOCUS

- Health Care Real Estate
- Investment, Acquisition + Disposition
- Real Estate
- Real Estate Investment Trusts (REITs)
- Real Estate Leasing

PROFESSIONAL/COMMUNITY INVOLVEMENT

- Member, International Council of Shopping Centers, (Planning Committee for Charlotte Idea Exchange, 2005-2010, including Chair of Planning Committee, 2007)
- Board of Directors, Stratford Richardson YMCA (2012-2014)
- Member, First Presbyterian Church, Community Service Committee
- Pro Bono Attorney for Residential Home Closings, Habitat for Humanity (2007-2014)
- Blumenthal Performing Arts Center Corporate Partners Fundraising (2009-2012)
- National MS Society Dinner of Champions Event (Steering Committee, 2008)

EDUCATION AND CERTIFICATIONS

EDUCATION

- University of Virginia School of Law, J.D., 1993, notes editor, Virginia Tax Review
- University of North Carolina at Chapel Hill, B.A., *with distinction, Phi Beta Kappa*, 1989

BAR ADMISSIONS

- North Carolina

SPEAKING ENGAGEMENTS

- "I Don't Have Time To Read This Lease – Where Should My Focus Be?" ACC CLE, December 9, 2021.
- "Negotiating Insurance Provisions of Loan Agreements and Leases," Mecklenburg County Bar, Real Property Section, CLE presentation, April 2002.

PUBLICATIONS

- Flexibility and Financial Security: Retail Leasing in 2009 and Beyond, *Retail Law Strategist,* October 2009.