

## Matthew J. Swett

Partner

Philadelphia

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Matt's practical and creative legal advice helps clients meet their goals in all types of real estate matters and related business transactions.

### OVERVIEW

Matt concentrates his practice in the acquisition, sale, development, leasing, and financing of commercial real estate properties, representing real estate investment managers, entrepreneurial developers, and national retailers.

Among other clients, Matt represents private real estate investment management funds. Over the last few years, he has assisted these real estate investment funds in connection with their acquisition, development, financing (construction and permanent), and sale of millions of square feet of office space, industrial, and warehouse space as well as multifamily projects. In addition, he has represented these funds in connection with the acquisition and development of numerous projects consisting of hundreds of acres in the Mid-Atlantic states slated for building rehabilitation, as well as build-to-suit and speculative development of office, industrial, and multifamily facilities. Matt has also represented the funds in connection with joint venture transactions.

Matt also represents national retailers in connection with acquisition and leasing of retail sites, the expansion and relocation of existing retail locations, office space, and build-to-suit distribution centers. This work includes the negotiation of related development agreements as well as agreements for easements, covenants, and restrictions.

In addition, Matt represents manufacturers in connection with build-to-suit leases for manufacturing, warehousing, and office facilities. He has represented numerous companies in diverse industries such as retail, technology, medical, and pharmaceutical in connection with build-to-suit office buildings and corporate expansions, consolidations, relocations, and corporate headquarters leases.

### REPRESENTATIVE MATTERS

- Representing a major defense contractor in all of its office space leases throughout the U.S., including many with specific security requirements; also advised on the 10-year lease of the company's new headquarters facility; and in multiple sales transactions, including the sale of a Virginia property for more than \$50 million.
- Representing a leader in the field of gene therapy, in connection with its various existing leases for more than 200,000 square feet of lab and office space in the Philadelphia market.

- Representing a global specialty chemicals and sustainable technologies company in the sale of a pharmaceutical plant in suburban Philadelphia to a developer who anticipates redevelopment for warehouse purposes. The negotiation included addressing decommissioning of the plant and termination of related permits.
- Representing a national pharmacy chain in a 900,000 square-foot built-to-suit distribution center.
- Advised on a 220,000 square-foot office building lease involving a major defense contractor to occupy one and one-half newly constructed and to be constructed LEED® certified buildings.
- Advised on a 80,000 square-foot lease and sublease for headquarters, lab, and warehouse space for a company in the field of regenerative medicine.
- Advised on a 78,000 square-foot headquarters lease for pharmaceutical industry company.
- Advised on a 70,000 square-foot corporate headquarters lease for technology company.
- Advised on a build-to-suit lease for a 128,000 square-foot medical office building and ambulatory surgical center.
- Advised on a 400,000 square-foot build-to-suit warehouse for national clothing retailer.
- Advised on a 74,000 square-foot headquarters building lease for national clothing retailer.
- Advised on a 500,000 square-foot industrial lease for warehouse and distribution facility to pharmaceutical industry company.
- Advised on a lease termination agreement for 40,500 square-foot-headquarters office lease.
- Advised on a \$60 million permanent loan and \$20 million mezzanine loan for office building portfolio.
- Advised on a \$35 million mezzanine loan in connection with the acquisition of a multifamily portfolio worth more than \$300 million.
- Advised on a \$22.5 million interim/construction loan for refinance of a 354,000 square-foot industrial building and construction of second 300,000 square-foot industrial building.
- Advised on a \$35 million construction loan for 200,000 square-foot office building.
- Advised on a deed in lieu of foreclosure transactions representing borrowers in foreclosure.

## AWARDS

- *Legal 500 United States*: Real Estate: Real Estate (2024-2025)
- *Chambers USA*: Real Estate, Pennsylvania: Philadelphia & Surrounds (2017-2025)
- *Pennsylvania Super Lawyers* (2006-2018)
- *Best Lawyers in America®*: Real Estate Law (2018-2026)

## TOP AREAS OF FOCUS

- Real Estate
- Real Estate Finance
- Real Estate Joint Ventures + Investments

## ALL AREAS OF FOCUS

- Educational Institutions
- Health Care Real Estate
- Investment Funds + Investment Management Services
- Investment, Acquisition + Disposition
- Real Estate

- Real Estate Capital Markets (REITs)
- Real Estate Finance
- Real Estate Joint Ventures + Investments
- Real Estate Leasing

## **PROFESSIONAL/COMMUNITY INVOLVEMENT**

- Member, Philadelphia Bar Association
- Member, American Bar Association
- Member, International Council of Shopping Centers (ICSC)

## **EDUCATION AND CERTIFICATIONS**

### **EDUCATION**

- Villanova University Charles Widger School of Law, J.D., 1993
- Colgate University, B.A., 1990, mathematics

### **BAR ADMISSIONS**

- New Jersey
- Pennsylvania

### **COURT ADMISSIONS**

- U.S. District Court, Eastern District of Pennsylvania

## **SPEAKING ENGAGEMENTS**

- Presenter, Pennsylvania Real Estate Development Law Seminar (Harrisburg), May 9, 2019.
- Presenter, Pennsylvania Real Estate Development Law Seminar (Philadelphia), May 2, 2019.
- Presenter, Commercial Lease Due Diligence In Real Estate Acquisitions: Key Issues And Best Practices, CLE Webinar, January 24, 2019.
- Presenter, Commercial Lease Due Diligence In Real Estate Acquisitions: Key Issues And Best Practices, CLE Webinar, February 1, 2018.
- Presenter, PBI 'Commercial Real Estate Documents: Negotiating And Drafting For Optimal Results' (Philadelphia), September 19, 2017.
- Presenter, 2017 Central Penn Business Journal Real Estate And Development Symposium, August 9, 2017.
- Presenter, Pennsylvania Landlord And Tenant Law Update, June 29, 2017.
- Presenter, Pepper Land Use Seminar 2017 (Pittsburgh), May 12, 2017.
- Presenter, Pepper Land Use Seminar 2017 (Berwyn), May 10, 2017.
- Presenter, Pepper Land Use Seminar 2017 (Philadelphia), May 10, 2017.
- Presenter, Pepper Land Use Seminar 2017 (Harrisburg), May 2, 2017.
- Presenter, Commercial Lease Due Diligence In Real Estate Acquisitions: Key Issues And Best Practices, CLE Webinar, February 1, 2017.
- Presenter, Pepper Land Use Seminar 2016 (Pittsburgh), May 13, 2016.

- Presenter, Pepper Land Use Seminar 2016 (Harrisburg), May 5, 2016.
- Presenter, Pepper Land Use Seminar 2016 (Berwyn), May 4, 2016.
- Presenter, Pepper Land Use Seminar 2016 (Philadelphia), May 4, 2016.
- Presenter, American Bar Association, 'Nuts And Bolts Of Leases: Rent Structure In Leases,' March 30, 2016.
- Presenter, Greencon 2016, 'The Legal Side Of Green,' March 17, 2016.
- Presenter, PBI, 'Commercial Real Estate Documents: Negotiating And Drafting For Optimal Results' (Pittsburgh), February 16, 2016.
- Presenter, PBI, 'Commercial Real Estate Documents: Negotiating And Drafting For Optimal Results' (Mechanicsburg), February 11, 2016.
- Presenter, PBI, 'Commercial Real Estate Documents: Negotiating And Drafting For Optimal Results' (Philadelphia), February 9, 2016.

## **PUBLICATIONS**

- Co-author, "Getting the Benefit of Your 'Exclusive Use' Bargain," *Real Estate Update*, May 31, 2016.
- Co-author, "All About Rights of First Offers and How to Negotiate Them," *Real Estate Update*, April 26, 2012.
- Co-author, "Tenant Improvements: Who's Doing, Who's Paying, What Are the Remedies?," *Real Estate Update*, June 30, 2012.
- Co-author, "SNDAs: An Important Aspect in Commercial Leases," *Real Estate Update*, January 13, 2011.
- Co-author, "Why You Should Come to the Table," *Real Estate Update*, January 25, 2010.