



Joshua Stein

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Joshua Stein is the sole principal of Joshua Stein PLLC, a boutique commercial real estate law firm that he formed in Midtown Manhattan in 2010 after 20+ years as a partner at a leading global law firm. His practice focuses on acquisitions, development, financing, hotels, leasing (particularly ground leases), and loans. He acts regularly as an expert witness and an arbitrator. He is a member of the American College of Real Estate Lawyers, the Anglo American Real Property Institute, and the American College of Mortgage Attorneys. Since 1997, he has chaired the Practising Law Institute's annual two-day seminar on commercial real estate financing. He chaired the New York State Bar Association Real Property Law Section for the year ending in May 2006. He has written five books and 200+ articles on commercial real estate law and practice, many available at www.joshuastein.com.

His name regularly appears in published lists of leading lawyers, such as the Chambers guides. For several years, International Who's Who of Business Lawyers has named him to their annual list of the ten "Most Highly Regarded" individual real estate lawyers in the world, and Super Lawyers magazine has identified him as one of the 10 leading attorneys in the New York Metro Area, across all practice areas. He received his undergraduate degree from UC Berkeley and his law degree from Columbia, where he was a Harlan Fiske Stone Scholar and a managing editor of Columbia Law Review.



Jeffrey S. Page

Partner

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Education

Seton Hall University School of Law, 1998, J.D., magna cum laude

Pennsylvania State University, 1983, B.A., cum laude

Professional Admissions / Qualifications

New Jersey

New York

Jeff is a partner in Reed Smith's Financial Industry Group. His practice is focused on commercial real estate finance, regularly handling a broad range of transactions for institutional clients, including representing financial institutions in single and multi-lender real estate loans and workout transactions on a national basis. Jeff has handled the finance of a variety of property types, including residential, hotel, office, retail, for-sale condo, warehouse and industrial, both term loans and construction loans. In addition, Jeff has an active practice in affordable housing (80/20) construction facilities in New York. Jeff also regularly handles workouts of real estate loans, ranging from moderately troubled facilities requiring restructuring to failed facilities involving bankruptcy and foreclosure.

Prior to joining Reed Smith, Jeff was head of Transaction Operations at Eurohypo AG, New York Branch. The Transaction Operations group was responsible for all real estate related transactions across the nation for Eurohypo. These included all types of real estate loans (term, construction, mezzanine, A/B, fixed, floating) for all property types, equity investments, derivatives and construction loan administration. In the six years that Jeff was at Eurohypo, the bank closed almost \$40 billion of real estate transactions. The Transaction Operations group also served as Eurohypo's workout group and Jeff handled problem loans totaling more than \$6 billion for which Eurohypo was the administrative agent.

Jeff's representative transactions are as follows:

Loan Transactions:

- \$150 million hotel/golf course construction loan in California
- \$29 million residential construction loan in New York
- \$72 million affordable housing construction facility in New York
- \$276 million residential construction loan in New York
- \$78 million residential construction loan with historic tax credits in New York
- \$22 million office loan in New Jersey

Loan Workouts:

- \$2.5 billion retail corporate facility (involving largest real estate bankruptcy in U.S. history)
- \$175 million residential condominium loan in New York
- \$125 million hotel/residential loan in Arizona
- \$1.5 billion retail loan secured by retail projects in multiple states
- \$45 million hotel loan in New York
- \$580 million retail/residential condo loan in New York
- \$80 million industrial loan in Arkansas



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Education

Ph.D., magna cum laude,
University of Hamburg,
Germany

LL.M., with honors, Columbia
University

J.D., with honors, University of
Hamburg, Germany

**Professional Admissions /
Qualifications**

England and Wales

Frankfurt, Germany

New York

Sebastian Kaufmann is a partner in the Capital Transactions and Real Estate Practice Group in King & Spalding's New York and Frankfurt offices. Mr. Kaufmann's practice focuses on commercial real estate transactions. On the equity side, Mr. Kaufmann has represented investors in the development, acquisition, disposition and financing of real property projects throughout the United States, in Europe and in Asia. On the debt side, Mr. Kaufmann has represented financial institutions as lenders in construction and permanent loans secured by real estate as well as in mezzanine loans in the United States and Europe.

Trained as a German and an American lawyer, one concentration of Mr. Kaufmann's practice has been the representation of German "open-end" and "closed-end" investment funds in corporate, tax and bank regulatory matters in connection with real estate investments in the United States. Another area of concentration has been the representation of German mortgage banks as mortgage and mezzanine lenders, including in the origination, participation and restructuring of such loans.

Mr. Kaufmann is an expert on German laws governing covered mortgage bonds (Pfandbriefe) and frequently speaks and writes on the topic. He also advises German investors on German Investment Act issues in connection with their real estate investments in the United States and abroad.

Mr. Kaufmann is recognized by Chambers USA as a leading practitioner in Real Estate Finance. He received his LL.M. with honors from Columbia University in 1999 and his J.D. with honors from the University of Hamburg in 1997. In 2004, Mr. Kaufmann received his Ph.D.-equivalent (Dr. iur.) with honors from the University of Hamburg. He is a member of the American Bar Association (Business and International Section), as well as the New York State Bar Association. Mr. Kaufmann is also qualified as a solicitor in England and Wales and admitted as attorney (Rechtsanwalt) in Frankfurt, Germany. He is a member of the Law Society of England and Wales.

Dr. Friedemann Kiethe

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Dr. Friedemann Kiethe is a member of the in-house legal department of Landesbank Baden-Württemberg (LBBW).

He advises on the entire life cycle of commercial real estate financings covering origination, restructuring, and enforcement scenarios. His geographical focus is on real estate in Germany and the United States.

An important aspect of his area of expertise is the refinancing of mortgage loans by way of the German mortgage-backed bond (Pfandbrief). He is a member of the legal committee at the Association of German Pfandbrief Banks (vdp) and actively participates in several working groups covering a variety of Pfandbrief-related topics.

Prior to joining LBBW Dr. Kiethe was a senior associate in the Frankfurt office of an international law firm focusing on real estate finance and bank regulatory law.