

## **ASSET MANAGEMENT**

### **OVERVIEW**

BCLP's Asset Management team advises on the full range of real estate asset management transactions, covering the entire lifecycle of a property, including leases, refurbishments and complex joint venture arrangements. From acquisition to ultimate sale, we work closely with our clients to deliver their asset plan, ensuring we have all areas covered. We develop an extensive knowledge of your business so we can identify likely future concerns, address them with you at an early stage and, where appropriate, negotiate suitable protections.

We act for numerous large global corporations in connection with the asset management aspects of their real estate portfolios, and we understand the importance of active and effective asset management to ensure that you are best positioned to generate value and deal efficiently with your property assets.

Our market leading lawyers are experienced in all facets of real estate and we also work closely with our corporate, tax, finance and dispute resolution teams to deliver seamless service.

## MEET THE TEAM



### **Heather J. Boelens**

Office Managing Partner, Boulder /  
Denver

[heather.boelens@bclplaw.com](mailto:heather.boelens@bclplaw.com)

+1 303 866 0256



### **Victoria I. Goldson**

Partner, St. Louis

[tory.goldson@bclplaw.com](mailto:tory.goldson@bclplaw.com)

+1 314 259 2567



### **Alan Wight**

Partner, London

[alan.wight@bclplaw.com](mailto:alan.wight@bclplaw.com)

+44 (0) 20 3400 4524



## **Juliet Thomas**

Partner, London

[juliet.thomas@bclplaw.com](mailto:juliet.thomas@bclplaw.com)

[+44 \(0\) 20 3400 4845](tel:+442034004845)

## **RELATED PRACTICE AREAS**

- Real Estate

## **EXPERIENCE**

### **A Private Investment Firm Focused on Real Estate and Real Estate-Related Opportunities Across The US**

Location: US, Nationwide

Representing Arenda Capital Management, LLC as landlord in connection with various lease negotiations and lease amendments.

### **Acted on the Asset Management of Iconic London City Skyscraper**

Location: UK, London

Acted on the asset management of iconic London city skyscraper, 20 Fenchurch Street, advising on the letting of all the 32 office floors and restaurant space, to occupiers such as RSA and Vanquis Bank.

### **A Perpetual-Life, Non-Traded Monthly Nav Reit with A \$2.1 Billion Portfolio Of High-Quality Real Estate Assets**

Location: US

Representing Black Creek Diversified Property Fund in asset management and office tower leasing.

## **Hermes Investment Management On The Asset Management Of Their Extensive Property Portfolio**

Location: UK, London

Advising the asset manager of the BT Pension Scheme on the asset management of their extensive property portfolio, comprising of multi-tenanted offices across the South East of the UK, on long and short term leases, lease renewals and refurbishments.

## **A Real Estate Investment and Operating Company**

Location: US

Representing EverWest Real Estate Investors in asset management advice including refurbishments, new leases, lease extensions and lease terminations.

## **One of the Largest Owners and Operators of Apartment Homes in the US**

Location: US

Representing AIMCO as landlord in connection with various lease negotiations.

## **An American Multinational Investment Bank and Financial Services Company**

Location: UK, Nationwide

Advising on the acquisition and ongoing asset management of a UK office, retail and industrial portfolio. The £350 million portfolio contains 26 assets across the UK.

## **A Large Private Equity and Alternative Assets Investment Firm**

Location: UK, Nationwide

Advising H.I.G Capital on asset management issues and dealing with lettings for H.I.G's UK retail portfolio including: The Grosvenor Shopping Centre, Chester; The Kennet Centre, Newbury; and Kirkgate Shopping Centre, Bradford.

## **A Large Global Investment Management Corporation**

Location: UK, Nationwide

Advising in respect of pre-lettings, acquisitions and disposals and general asset management across a portfolio of UK office and industrial properties.

## **RELATED INSIGHTS**

Insights

Apr 17, 2023

**Improving liquidity for Asian real estate investors - Part 3**

A common route for property owners to effect divestiture of their real estate assets to de-risk their investments and to improve liquidity is to sell down part of the asset and form a joint venture with the buyer. Alternatively (or as a hybrid), an owner may sell the whole or part of its properties – but on the basis that it receives a lease back immediately on completion so that it can continue to use the property (or properties). In this third article in our “Improving Liquidity for Asian Real Estate Investors” series, we explore sale and leaseback arrangements and how these arrangements can help de-risk investments and provide liquidity for real estate investors in Asia. In case you missed them, you may be interested in Part 1 and Part 2 in the series which examined the key issues that Asian real estate investors should consider if they are contemplating a partial sale and entering into a joint venture with a new capital or op...

Insights

Apr 11, 2023

## **Improving liquidity for Asian real estate investors - Part 2**

In this second article (in our three part series which explores joint venture and sale and leaseback arrangements for Asian real estate investors), we examine some of the key economic considerations that investors should bear in mind when considering selling down interests and forming a joint venture (JV) involving Asian real estate: (i) funding, (ii) distributions and waterfalls and (iii) exit mechanisms. In case you missed it, the first article in the series 'Improving liquidity for Asian real estate investors - Part 1' where we discussed some of the other key JV considerations for Asian real estate investors (e.g. structure, governance and control, conflict of interests and deadlock) is available for you to read.

Insights

Mar 23, 2023

## **Improving liquidity for Asian real estate investors - Part 1**

Three years after the outbreak of COVID-19, restrictions have finally eased in Asia. However, investors in the region are still feeling its effects as well as headwinds caused by higher interest rates, rising inflation, supply chain constraints and tightening labour markets – not to mention the potential impact on the broader banking system of the recent failures of Silicon Valley Bank and Signature Bank in the US. These are challenging times and Asian real estate investors have certainly not been immune to these challenges. Investors in many locations (including Asia) are experiencing property market slumps partly driven by unfavourable revaluations by lenders and banks of mortgaged properties and the calling in of loans or the anticipated calling in of loans. This is a time when property owners may need to consider ways to de-risk their investments and to improve liquidity by divesting (wholly or partly) of their real estat...

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Jul 05, 2021

## **Briefcase 2021 Quarter 2: Key real estate cases and updates**

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Mar 26, 2021

## **Briefcase 2021 Quarter 1: Key real estate cases and updates**

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Jun 05, 2020

## **U.S. COVID-19: California Senators Attempt to Provide Some Relief for Commercial Tenants**

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## **U.S. COVID-19: New York City Enacts Legislation with Ramifications for Commercial Leases**

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May 22, 2020

## **U.S. COVID-19: Mandated Rent Deferral**

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## **U.S. COVID-19: New York City Council Considering Legislation with Ramifications for Commercial Leases**