



Bernard L. Smith

Member

Washington, D.C.

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Bernard's real estate practice focuses on representing borrowers and lenders on acquisition, construction, asset backed, and permanent loans, purchase facilities, and securitizations.

Over the course of his career, Bernard has represented borrowers and lenders in numerous workouts. He has conducted diligence and guided clients on the acquisition of distressed real estate assets as well as advised on loan restructurings. He has also represented clients in the acquisition of bulk loan portfolios, including receivable loan portfolios in excess of \$1 billion.

Bernard also focuses on representing clients in the purchase and sale of commercial, residential, mixed-use, and resort properties throughout the United States. He represents developers, lenders, and brands for hospitality projects located throughout the United States, Mexico, the Caribbean, the Middle East, Africa, and the Far East, including negotiation of management, brand licensing, technical services, and related agreements. In addition, he has extensive experience representing developers in the preparation and filing of disclosure statements for marketing properties throughout the United States,

Before joining Cozen O'Connor, Bernard was a partner at a national law firm where he was a member of their real estate group. Prior to that, he interned with the U.S. Department of Justice.

Bernard earned his bachelor's degree in civil engineering, first in civil engineering class, *magna cum laude*, from Syracuse University and his law degree from The George Washington University School of Law.

Practice Areas

- Government & Regulatory
- Real Estate
- Real Estate Development
- Real Estate Finance

Industry Sectors

- Hospitality
- Real Estate & Construction

Education

- The George Washington University Law School, J.D., 1994
- Syracuse University, B.S., *magna cum laude*, 1991

Bar Admissions

- District of Columbia
- Virginia

Court Admissions

- U.S. District Court -- Eastern District of Virginia

Affiliations

District of Columbia Bar Association

Virginia State Bar

American Resort Development Association

Experience

Represented a private equity group in a \$134 million senior and \$29 million mezzanine financing of an industrial portfolio acquisition.

Represented the lender in a \$66.8 million construction loan for development of a Virginia residential property.

Represented a private equity group in the finance of a \$63 million District of Columbia office building.

Represented a private equity group in the finance of a \$35 million Virginia residential development.

Represented the lender in a \$25 million refinance of commercial property in the District of Columbia.

Represented the lender in a \$17.5 million refinance of a Maryland industrial portfolio.

Represented the lender in a \$47 million loan for the acquisition and refinance of two industrial properties in Virginia.

Represented lenders and developers in connection with numerous note hypothecations and securitizations.

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Represented an international hotel brand and developer in the extension of management and the \$22 million acquisition of unsold fractional and condominium unit inventory in a prominent California resort property.

Represented the purchaser in the \$60.5 million acquisition of Georgia industrial properties.

Represented a private equity group in the sale of a \$85 million condominiumized parking garage located in Charlotte, NC.

Represented a private investment firm in the purchase and branding of a Las Vegas resort property.