

# CONDOMINIUMS + COOPERATIVES

AS A DEVELOPER, YOUR GOAL IS TO CREATE HOMEOWNERSHIP OPPORTUNITIES. OURS IS TO HELP YOU FIGURE OUT HOW.

RANKED NATIONAL TIER  
1 IN REAL ESTATE BY  
*U.S. NEWS & WORLD  
REPORT*

45+

# OF YEARS WE'VE BEEN AT  
THE FOREFRONT OF  
AFFORDABLE HOUSING  
DEVELOPMENT, PRESERVATION  
AND FINANCING

75+

REAL ESTATE AND  
AFFORDABLE HOUSING  
ATTORNEYS AND PARALEGALS



**Working with for-profit and nonprofit developers,** we help clients develop and finance market-rate and affordable housing developments nationwide.

### Real estate securities and syndications

Given the role of real estate securities in housing transactions, developers need experienced counsel who can steer them through even the most sensitive and challenging transactions. We work with developers on all aspects of transactions involving real estate securities (condominiums, cooperatives, homeowner associations and seniors living communities) as well as real estate syndications (co-housing, real estate investment cooperatives, community land trusts and other innovative housing models). From initial planning and formation, to drafting organizational documents (by-laws, proprietary leases and offering plans), to navigating regulatory processes, we can efficiently guide a project to closing.

We also work with sponsors to negotiate and sell individual residential cooperative shares and commercial and residential condominium units, handling all due diligence and other aspects of contract negotiation and closing.

### Regulatory experience

The regulatory process governing condominiums and cooperatives can be complicated. This is especially true in New York, where real estate securities are subject to the stringent statutory and regulatory requirements under Article 23-A of the New York General Business Law (better known as the Martin Act). We help clients navigate the Martin Act, making sure every offering plan, exemption application or no-action letter complies with its requirements. Coupled with our team's deep knowledge of the various federal and state housing programs, we have an unparalleled advantage in this arena.

We also maintain strong working relationships with city and state agencies involved with condominium and cooperative formations, including the Real Estate Finance Bureau of the New York Attorney General's Office, the regulating body that reviews and accepts offering plans and other submissions for filing. Having these relationships can help expedite and smooth what is oftentimes a lengthy (and costly) process.

WITH OUR ROBUST AND EXTENSIVE NETWORK, WE HELP SHAPE HOUSING INDUSTRY POLICY SO WE CAN ANTICIPATE ISSUES, CUT THROUGH COMPLEX REGULATIONS AND KEEP REAL ESTATE INVESTMENTS MOVING FORWARD.

### Why us?

- **Experienced team**—We bring a legal team with extensive experience in all of the areas critical to market-rate and affordable housing development, particularly as these involve condominiums and cooperatives. Our experience means we have been here before, we can issue-spot and problem-solve and we are efficient.
- **Great connections**—We have worked with and within the Real Estate Finance Bureau of the New York Attorney General’s Office, HPD and other government agencies at the federal, state and local levels, and have maintained valuable relationships in these organizations. We know whom to call and how to frame our approach.
- **Competitive fees**—We deliver superior value. The firm’s investment in legal project management tools and training results in efficiency and cost effectiveness throughout the duration of any complex market-rate or affordable housing development project.

### About Nixon Peabody LLP

At Nixon Peabody, we see 21st century law as a tool to help shape our clients’ futures. We are constantly thinking about what is important to our clients now and next so we can foresee obstacles and opportunities in their space and smooth the way. We work together to handle complex challenges in real estate, litigation, corporate law, intellectual property and finance anywhere in the world.

FOR MORE INFORMATION,  
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