



Heather Adivari Horowitz

Partner

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OVERVIEW

Heather Horowitz is a partner in the firm's Real Estate practice. She specializes in real estate finance, including representing investment banks, private equity funds and other institutional lenders in the acquisition, origination, disposition and restructuring of mortgage and mezzanine construction, bridge, balance sheet and securitized loans secured by various asset classes throughout North America.

PROFESSIONAL BACKGROUND

Prior to joining the firm Heather served as counsel at an international law firm where she gained extensive experience representing institutional clients in financing transactions, including senior and mezzanine lending, construction lending and preferred equity arrangements. Heather's clients have included private equity funds, foreign and domestic banks, investment banks and other institutional investors. Additionally, Heather has significant experience advising lenders and investors in connection with the financing and refinancing of loan facilities secured by hospitality and lodging portfolios.

PROFESSIONAL / CIVIC ACTIVITIES

- New York State Bar Association - Real Property Law Section
- American Bar Association, Section of Real Property, Trust & Estate Law

SPEAKING ENGAGEMENTS

- Presenter, "Current Trends in U.S. Real Estate Transactions," K&L Gates Webinar (January 2024)
- Presenter, "Cross-Border Real Estate Transactions: Current U.S. Trends and Key Considerations for Overseas Investors," K&L Gates Webinar (September 2023)
- Presenter, "When the Plan Goes Awry: Making the Best of Mortgage Modifications," ABA Real Property, Trusts and Estates Section Spring National Conference (May 2023)

- Presenter, “Trouble at the Park Hotel: The Fictional Challenges of a Luxury Hotel Struggling to Stay Afloat and Avoid Foreclosure During a Global Pandemic,” ABA 33rd Annual RPTE Conference (April 2021)
- Presenter, “Not all Lenders Are the Same: What is a Nonbank Lender and What Difference Does It Make Anyway?,” ABA 33rd Annual RPTE Conference (April 2021)
- Speaker, “Distressed Real Estate and Loan Work Outs - Nuts and Bolts on Navigating Forbearance Negotiation and More,” American Bar Association CLE (February 2021)

EDUCATION

- J.D., Cornell Law School, 2000 (*cum laude*, *Managing Editor*, *Journal of Law and Public Policy*)
- B.A., Cornell University, 1997

ADMISSIONS

- Bar of New York

THOUGHT LEADERSHIP POWERED BY HUB

- 19 February 2024, Lay of the Land: Successful Real Estate Projects: Creating a Community at The Wharf in Southwest Washington, D.C.
- 9 November 2023, Lay of the Land: Attracting Business and Investment to Fast-Growing Northern Virginia
- 24 October 2023, Lay of the Land: Office and Residential Trends in Washington, D.C.
- 13 September 2023, Current Trends and Developments in US Real Estate Investment
- 9 October 2023, Lay of the Land: Global Office Trends
- 12 June 2023, Manhattan Commercial Revitalization Program (M-CORE) Launched to Transform Aging Office Buildings
- 23 May 2023, Global Office Asset Trends: A Look at 2023 and Beyond
- 11 January 2021, COVID-19: The COVID-19 Emergency And Eviction Foreclosure And Prevention Act of 2020
- 24 August 2020, COVID-19: Real Estate - The Revival of the New York Pied-À-Terre Tax
- 16 July 2020, COVID-19: Tips for Prenegotiation Letter Agreements in Loan Workouts

OTHER PUBLICATIONS

- “Global Office Asset Trends,” *The Real Estate Finance Journal*, Fall 2023

- “NYC-PACE: Local Law 96, Local Law 97, and How C-PACE May Be Coming Into Its Own,” *New York Law Journal*, 19 June 2023
- “Intercreditor & Co-Lender Agreements: Post-Covid Impacts,” *Bloomberg Law*, 30 January 2023
- We Can Work It Out – A Pre-Negotiation Letter Agreement Primer, *ABA RPTE eReport 2020 Fall Issue*, 4 December 2020
- Tips For Prenegotiation Letter Agreements In Loan Workouts, *Law360*, 19 June 2020
- Hotel Sector Trends in 2016 and Beyond: Value and Risk Drivers, written with Yasaman Givi, published in *CRE Finance World*, 23 June, 2016

NEWS & EVENTS

- August 2020, K&L Gates Lawyers Provide Insights on Impact of COVID-19 Across Various Industries
- 24 February 2020, K&L Gates Names 41 New Partners Across Global Platform

MEDIA MENTIONS

- “3 Major Trends That Defined Real Estate In 2023,” *Law360*, 13 December 2023.
- “Business News from the Fairfax County Economic Development Authority,” *Tysons Today*, 8 December 2023.

AREAS OF FOCUS

- Real Estate
- Construction and Infrastructure
- Debt Capital Markets
- Distressed Real Estate
- Real Estate Finance

INDUSTRIES

- Consumer Products
- Resort, Hospitality, and Leisure

REPRESENTATIVE EXPERIENCE

- Represented a major national bank in connection with the \$225M refinance of the New York Palace hotel. The project included ground lease and REIT structure issues.
- Represented an international pension plan in connection with a \$75M upsizing and restructuring of an existing facility secured by retail and entertainment complexes in the United States and Canada.
- Represented an investment bank in connection with a \$60M portfolio loan to be secured by three office buildings and three parking garages located in Los Angeles, California.
- Represented an investment bank originating a \$60M mezzanine loan to be secured by a pledge of membership interests in the owner of a hotel and convention center space located in New Orleans, Louisiana.
- Represented an international investment bank in connection with the origination of a \$62.5M financing secured by a ground leasehold interest within the Stanford Research Park in Palo Alto, California.
- Represented a major investment bank originating a construction loan for an office building located in Palo Alto, California.
- Represented an international investment bank in connection with the origination of a \$150M unsecured credit facility to a real estate investment fund.
- Represented a German investment bank in connection with a \$90M financing of a Hyatt Regency property located in Phoenix, and the financing of a two hotel portfolio with properties located in Nashville, Tennessee and Princeton, New Jersey.
- Represented an international investment bank in connection with the \$150M financing of the Atlanta Financial Center
- Represented an international investment bank in connection with the origination of a \$75M financing secured by a bespoke resort property located within the Golden Gate National Recreation Area. Transaction included exposure to unique issues as the property involved a ground lease with the National Park Service.
- Represented an international investment bank in connection with the origination and securitization of a \$650M financing secured by a three building Tech Campus in Sunnyvale, California. Transaction included a senior and mezzanine component and significant leasing issues.
- Represented an international investment bank in connection with a \$38M financing of a residential property in Portland, Oregon.