



## Rhys W. Hefta

### Partner

Seattle

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## OVERVIEW

Rhys Hefta is a partner in the firm's Real Estate practice. He advises clients on purchases, sales and financing of real estate assets, including office, hospitality, retail, multifamily and senior housing properties. His finance experience includes a wide range of financing structures, including commercial mortgage backed securities, senior and subordinate notes, second mortgage and mezzanine debt and preferred equity. He has represented commercial real estate lenders ranging from Wall Street investment banks, governmental agencies, life insurance companies, foreign lending institutions and their domestic branches and other institutional lenders in all aspects of loan originations, structuring, purchases and sales, securitization and syndications, as well as workouts and restructurings. He has experience in both construction and permanent financing as well as distressed debt financing.

Rhys has represented clients in sophisticated joint venture transactions. He also has experience in commercial leasing, as well as representing owners in the negotiation of asset and property management agreements and franchise agreements.

## PROFESSIONAL BACKGROUND

After several years of developing his practice in New York with another leading international law firm, Mr. Hefta joined the Seattle office of K&L Gates in 2010.

## ACHIEVEMENTS

- Recognized in *The Best Lawyers in America*® for Real Estate Law, 2023 and 2024
- Recognized by *Chambers USA* for Real Estate in Washington, 2022 and 2023
- Named to the Washington Super Lawyers Rising Stars list, 2016

## PROFESSIONAL / CIVIC ACTIVITIES

- Fellow, American College of Real Estate Lawyers

- WSBA Real Property Probate and Trust Quarterly Newsletter, Editor (2015-16)
- Real Property Council member of the WSBA Real Property, Probate and Trust Section Executive Committee

## SPEAKING ENGAGEMENTS

- Major Components of a Washington Loan - WSBA CLE - *Annual Real Property Spring CLE: A Practice Guide to Real Estate Lending in Washington*, April 24, 2020
- Co-chair of WSBA CLE – *Annual Fall Real Property Seminar*, December 7, 2017
- Co-chair of WSBA CLE – *Rapidly Developing Changes in Real Estate Litigation*, April 7, 2017
- Co-chair of WSBA CLE - *Ethical Issues in the Practice of Real Property Law*, December 16, 2016

## EDUCATION

- J.D., Columbia Law School, 2005 (*Harlan Fiske Stone Scholar, Executive Editor, Columbia Journal of Environmental Law* )
- B.A., University of Washington, 2001 (*cum laude*)

## ADMISSIONS

- Bar of Washington

## THOUGHT LEADERSHIP POWERED BY HUB

- April 2021, April 2021 Accolades
- 24 June 2020, Keeping "PACE" in Commercial Real Estate Improvements: A Primer on the New Washington Commercial Property Assessed Clean Energy and Resiliency (C-PACER) Program

## OTHER PUBLICATIONS

- Update for Washington State Property Owners: The New Commercial Property Assessed Clean Energy and Resiliency (C-PACER) Program, *Probate and Property*, March/April 2021
- Real Property Practice Tip: Don't Let your Client Overpay Real Estate Excise Tax when Conveying Improved Ground Leased Property, *WSBA Real Property Probate & Trust*, Spring 2015
- Collateral Agents in a Post-BAIN World: A Brief Exploration of the Common Law of Agency, *WSBA Real Property Probate & Trust*, Summer 2013
- Real Property Practice Tip: Reviewing Real Estate Loan Documents for Washington Law Compliance, *WSBA Real Property Probate & Trust*, Fall 2012

- Roommates (the potential use of joint ventures as an alternative to traditional seller financing), *The Deal; Judgment Call*, March 8, 2010 (primary author)
- The Joint Ventures as an Alternative Source of Capital, *New York Law Journal*, January 12, 2009 (co-author)

## NEWS & EVENTS

- 1 June 2023, K&L Gates Receives Firm, Individual Rankings in 2023 *Chambers USA* Guide
- 18 August 2022, More Than 350 K&L Gates Lawyers Named Among 2023 Best Lawyers in America, Ones to Watch
- 1 June 2022, K&L Gates Receives Firm, Individual Rankings in 2022 *Chambers USA* Guide

## AREAS OF FOCUS

- Real Estate
- Commercial Ownership, Leasing, and Management
- Distressed Real Estate
- Mergers and Acquisitions
- Private Equity Transactions
- Real Estate Acquisitions and Dispositions
- Real Estate Development and Construction
- Real Estate Finance
- Real Estate Joint Ventures

## INDUSTRIES

- Financial Services
- Private Equity

## REPRESENTATIVE EXPERIENCE

- Represented the borrower in the US\$58 million permanent financing of the residential portion of a mixed-use project in the Capitol Hill neighborhood of Seattle, WA.
- Advised the lender in the US\$40 million financing of a hotel in the Capitol View neighborhood of Nashville, Tennessee.

- Advised the lender in connection with the US\$82.5 million mortgage financing of a portfolio of five industrial and logistics properties in Ohio, Indiana, and Kentucky.
- Represented an owner and operator of senior housing facilities in the nearly US\$120 million permanent financing of a portfolio of three senior housing facilities in California.
- Advised a business technology and consulting firm in connection with a 110,000+ square foot headquarters lease in Seattle, WA.
- Represented a national life insurance company as the lender in the US\$60 million construction financing for a warehouse/logistics facility in Miami-Dade County, FL.
- Represented a national life insurance company in the nearly US\$120 million permanent financing of a shopping center in Kirkland, WA.
- Represented a national life insurance company in the US\$124 million permanent financing of an outdoor lifestyle shopping center in Oxnard, CA.
- Represented lender in US\$226 million financing of a portfolio of 13 industrial and logistics properties in six states. The loan was also cross-defaulted and cross-collateralized with a prior US\$110 million loan secured by 12 properties in eight states.
- Advised a life insurance company in the US\$400 million financing of a trophy office building in Seattle, WA.
- Represented a life insurance company in the US\$100 million financing of a 5-star luxury hotel in Newport Beach, CA.
- Represented a lender in a deed-in-lieu of foreclosure transaction for a portfolio of 26 properties located in three states.
- Represented a major life insurance company in the US\$350 million financing of a major regional shopping center in Bellevue, WA, and subsequent loan modifications.
- Represented a Chinese institutional investor in connection with real estate diligence and operating lease negotiations for a US\$900+ million investment in a joint venture acquiring a portfolio of 39 skilled nursing and assisted living facilities located in 11 states.
- Represented the lender in the project financing of a battery energy storage facility in Ontario, Canada.
- Represented a distressed debt and equity investment fund in the acquisition and restructuring of numerous real estate loans, as well as the acquisition and financing of distressed assets.
- Represented a registered investment manager in the obtaining of lines of credit secured by portfolios of mortgage loans and REO properties owned by its managed funds.
- Represented institutional lenders in Sharia-compliant financings, including a US\$130 million financing of an office building in downtown Seattle, WA and an US\$87 million financing of a credit-tenant office building in Houston, TX.

- Represented a number of Seattle-area start-up ventures in leases of office space, including the Bellevue, WA headquarters sublease for a fast-growing wellness technology start-up.
- Advised a life insurance company in the US\$35 million financing of a newly-constructed multi-family project in the Boston, MA area.
- Represented a non-profit corporation in a note offering secured by a pledge of the equity interest in its headquarters building. Thereafter, advised the client in the US\$30 million sale of the same building.
- Represented an assisted living developer in a joint venture for the development of a senior housing facility in Anthem, AZ.
- Represented a developer in a joint venture for the development of a senior housing facility in Auburn, WA.
- Represented a Seattle multi-family developer in the US\$28 million sale of a newly-constructed apartment building in Seattle, WA.
- Represented a Seattle-based consulting company in various matters relating to the lease for its Seattle headquarters, as well as leases and subleases for offices in 20 other major US markets.
- Represented a Seattle-based developer in the negotiation of joint venture agreements for the development of multi-family and senior housing projects in a suburban downtown redevelopment area.
- Represented a public entity in the sale of a development property for transit-oriented multi-family development in Tacoma, WA, together with related development agreements and restrictive covenants.
- Represented a life insurance company in the US\$46.5 million construction financing of a multi-family project in Charlotte, NC.
- Advised a life insurance company in the US\$93 million construction to permanent financing of a 350+ unit apartment project in downtown Seattle, and represented the same life insurance company in the subsequent sale of the project and assumption of the loan.
- Represented two major life insurance companies as co-lenders in the US\$600 million financing of an office building in San Francisco, CA.
- Ongoing representation of a multi-family value-add investment and management company in the purchase and financing of 11 apartment complexes in the Dallas, TX area totaling over US\$150 million, and related joint venture transactions.
- Represented a special loan servicer in a deed-in-lieu of foreclosure transaction for a shopping center in Los Angeles, CA.
- Represented an international investment fund manager in the acquisition and financing of a trophy Chicago Loop office tower.