



Alexander E. Kaplan

Partner

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OVERVIEW

Alex Kaplan is a partner in the firm's Real Estate practice. He represents real estate clients across an array of high-stakes transactions, including acquisitions, dispositions, joint ventures, financings, and ground leases. Alex has particular experience representing cross-border investors acquiring fee, equity, and mortgage and mezzanine debt interests in trophy office, industrial, multifamily, and retail properties throughout the United States, helping clients to navigate differences across legal regimes and investment environments to achieve optimal results. He has also advised clients in the acquisition, financing, and development of data center and logistics, sports, pharmaceutical, hospitality, health care, and self-storage facilities on real estate transactional needs unique to those sectors of the real estate markets, and in corporate governance matters in connection with real estate development and ownership.

PROFESSIONAL BACKGROUND

Prior to joining the firm, Alex advised on real estate and corporate transactions at another international law firm, where his practice also included counseling clients in the defense contracting, banking, and pharmaceutical industries on mergers and acquisitions.

PROFESSIONAL / CIVIC ACTIVITIES

- Urban Land Institute, NEXT
- District Architecture Center
- Greater Washington Board of Trade
- District of Columbia Building Industry Association, Membership Committee

SPEAKING ENGAGEMENTS

- Moderator, "Leadership Development in the Real Estate Industry," Urban Land Institute, March 2024
- 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

EDUCATION

- J.D., Yale Law School, 2013 (*Submissions Editor, Yale Journal on Regulation*)
- A.B., Dartmouth College, 2008 (*summa cum laude*)

ADMISSIONS

- Bar of District of Columbia
- Bar of Maryland
- Bar of New York
- Bar of Pennsylvania
- Bar of Virginia

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.
- 8 February 2024, Washington, D.C.'s Office of the Deputy Mayor for Planning and Economic Development Proposes Rules to Implement Downtown Real Property Tax Abatement Legislation
- 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

NEWS & EVENTS

- 1 March 2022, K&L Gates Names Nearly 40 New Partners, Of Counsel, and Government Affairs Advisors Across Firm
- 8 September 2021, K&L Gates Assists Sungwoo Hitech in Identifying, Selecting, and Securing Incentives for Tennessee Facility, Company's First U.S. Location
- 1 December 2020, K&L Gates Advises The Goldfield Corporation on Merger with First Reserve

MEDIA MENTIONS

- “Business News from the Fairfax County Economic Development Authority,” *Tysons Today*, 8 December 2023.

AREAS OF FOCUS

- Real Estate
- Distressed Real Estate
- Real Estate Acquisitions and Dispositions
- Real Estate Development and Construction
- Real Estate Finance
- Real Estate Joint Ventures

INDUSTRIES

- Consumer Products
- Proptech
- Resort, Hospitality, and Leisure
- Sports
- Technology

REPRESENTATIVE EXPERIENCE

- Represented a non-U.S. investor in its \$370 million acquisition of the commercial and retail portions of the Union development in Uptown Dallas and related \$222 million mortgage financing
- Represented a non-U.S. investor in its \$905 million sale of a seven-million square foot logistics portfolio located throughout the United States and leased to Fortune 500 companies
- Represented a non-U.S. investor in its \$480 million acquisition of a 49% interest in Midtown Center in Washington, D.C., the headquarters of Fannie Mae, from Carr Properties
- Represented a non-U.S. investor in its \$134 million acquisition of the Queen Kapiolani Hotel in Honolulu
- Represented a non-U.S. investor in its \$400 million acquisition of a 49% interest in 498 7th Avenue in New York City from J.P. Morgan
- Represented a non-U.S. investor in its acquisition of the Seaport and Normandy Hotels in New York City and Washington, D.C. for \$60 million and \$20 million, respectively

- Represented a non-U.S. investor in its \$87 million acquisition of a 95% interest in the medical office building located at 2115 Wisconsin Avenue in Washington, D.C.
- Represented a U.S. investor in its \$230 million acquisition of a multifamily portfolio located in Texas and Tennessee and related \$156 million mortgage financing
- Represented a non-U.S. investor in its \$327 million sale of the DreamWorks Animation Campus in Glendale, California to Brookfield Properties
- Represented a non-U.S. investor in its \$220 million acquisition of the Monterey Apartments located in Corona, California and related \$143 million mortgage financing
- Represented a non-U.S. investor in its \$96 million acquisition of a 95% interest in the office building located at One AT&T Plaza in Dallas and fully leased to AT&T
- Represented a non-U.S. investor in its \$55 million mortgage loan to the owner of an office building fully leased to Samsung located in Plano, Texas
- Represented a non-U.S. investor in its origination of a \$62 million mezzanine loan to the owner of the SOHO Hotel in Miami Beach
- Represented a non-U.S. investor in its origination of a \$100 million mezzanine loan to the leasehold owner of Union Station in Washington, D.C.
- Represented a non-U.S. investor in its \$100 million acquisition of a joint venture interest from MetLife to invest in multifamily, industrial, and office assets
- Represented a non-U.S. investor in its original of mezzanine loan totaling \$215 million in aggregate to Extell Properties, the owner of the multifamily properties located at 555 10th Avenue and 510 East 14th Street in New York City
- Represented a non-U.S. investor in its \$190 million acquisition of a mezzanine loan with respect to One Worldwide Plaza in New York City
- Represented a non-U.S. investor in its \$125 million acquisition of a mezzanine B note with respect to the hotel and retail property located at 20 Times Square
- Represented a New York private investment firm in its \$78 million acquisition of The Resort at Coco Beach in Puerto Rico