



Shara K. Pipitone

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Areas of Practice

Real Estate Law | Financing and Commercial Transactions | Commercial Lending | Commercial Leasing

Shara K. Pipitone is Counsel in the Real Estate of Practice Smith Gambrell Russell LLP.

Ms. Pipitone advises and represents developers and institutional lenders and investors in a wide range of commercial real estate matters, including, the acquisition, disposition, development, financing and lending of commercial real estate. She quarterbacks deals from the initial checklist kick-off to closing and post-closing obligations.

Ms. Pipitone has a strong background in advising developers in dirt projects from financing to review of due diligence materials. Her real estate experience also includes advising clients on joint venture formation. Prior to joining Smith Gambrell Russell LLP, she worked as in-house counsel for a real estate private equity fund in Boca Raton, Florida.

Ms. Pipitone received her Juris Doctor, cum laude, from the University of Florida Levin College of Law where she was a member of the Florida Law Review. She received her Bachelor of Arts, summa cum laude, from Tulane University, where she was Phi Beta Kappa and an Honor's Scholar in Communications.

Ms. Pipitone is admitted to the State Bar of Florida. She is an avid fan of the New York Mets and the University of Florida Gators.

Continued

Experience

- Advises on all aspects of investment deals in the alternative commercial real estate sector, including, without limitation student housing, senior housing, medical office, and self-storage across three types of funds: opportunistic equity, real estate debt and Freddie Mac B pieces and open-core equity.
- Guides development partners from initial letters of intent through closing to structure, negotiate and draft transactional documents for dirt and rehabilitation projects, including acquisitions and financing agreements, joint-venture agreements, general contractor and subsidiary agreements, property management agreements, and residential or commercial leases.
- Reviews and prepares high-level summaries of all due diligence summaries for large portfolio acquisitions.
- Negotiates and prepares preferred equity investment documents and/or loan documents in the form of mezzanine debt or note on note financing for development and rehabilitation projects in the alternative commercial real estate sector.
- Negotiates and drafts financing agreements for complex transactions, including, loan agreements, guaranties and indemnities, security instruments, promissory notes, participation agreements, pledge agreements. Significant experience closing multiple layers of debt financing from public and private sources and equity investments from low-income housing tax credit syndicators.
- Representation of developers in all legal aspects of ground up development from acquisition through financing and development for office buildings, multi-family residential properties and mixed-use projects nationally.

Admissions

Florida

Memberships

Real Property, Probate & Trust Section of the Florida Bar