



JANSEN GUNTHER

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SHAREHOLDER

Jansen Gunther is a member of the firm's Real Estate section. He represents developers, owners, investors, and REITS in all aspects of commercial real estate transactions. This includes buy and sale transactions, financing, development and construction, joint venturing, and leasing of nationwide hospitality, industrial, office, retail, residential, and mixed-used properties. In addition, he represents lenders in documenting mortgage loans, developers in land use and construction, and regularly advises institutional landowners including nationally recognized retail centers, agribusinesses, commercial lessors, and developers regarding various operational issues. Jansen specializes in representing sellers and buyers in the sale and acquisition of large-scale real estate assets.

EXPERIENCE

Representative Real Estate Acquisitions and Sales

- Buyer's counsel to a real estate investment company in all legal aspects of acquiring nationwide hospitality, office, retail, industrial, residential tower, and multi-family projects valued in billions of dollars.
- Buyer's counsel in a series of industrial sale-and-lease back transactions for portfolio transactions valued in excess of \$150 million.
- Buyer's counsel to a real estate developer in the sale of seven multi-family projects valued in excess of \$350 million.
- Seller's counsel in the sale of raw land entitled for industrial, hospitality, residential, and mixed-used developments, both locally and nationwide; representations involve closing of phased takedowns and adapting contractual obligations to shifts in long-term development needs.

Real Estate Development and Landholding Representation

- Represents owner of City Creek Center in Salt Lake City, Utah (a 20-acre, downtown retail, office, residential project) in various matters involving ownership, operation, and ongoing development of the center.
- Developer's counsel of a hospitality resort and condominium time-share project in Moab, Utah.
- Developer's counsel in large-scale developments such as a 25-story downtown commercial office tower in Salt Lake City, Utah.
- Developer's counsel in a large mixed-use retail center in Mesa, Arizona.
- Developer representation includes forming condominium projects; working with city planners, surveyors, and opposing parties in securing entitlements and parcel configurations to facilitate construction; and negotiating covenants, conditions, restrictions, construction contracts, and reciprocal easements to facilitate project development and operation.
- Represents developers, agribusinesses, and real estate investment companies in drafting, updating, and managing extensive repository of clients' form contracts.

Real Estate Financing

- Borrower's counsel to a developer in negotiating and closing construction loans valued in excess of \$75 million with primary and mezzanine lenders for hospitality and multi-family projects.
- Counsel to financially distressed client in a financial workout. Representation included drafting forbearance agreements with primary lenders, securing financing with secondary lenders, and negotiating workouts with lien claimants.
- Act as counsel for lenders and borrowers in real estate financing, negotiating loan documents and loan opinions.

EDUCATION

University of Virginia School of Law, J.D., 2012

Brigham Young University, B.A., Political Science, 2008

ADMISSIONS & AFFILIATIONS

Bar Admissions: Utah, 2014; New York, 2013

PRACTICE AREAS

PURCHASE AND SALE AGREEMENTS
 CONSTRUCTION
 REAL ESTATE FINANCING
 PROJECT DEVELOPMENT AND AGREEMENTS
 COMMERCIAL LEASING
 CONDOMINIUM AND HOA ASSOCIATIONS
 LAND USE AND ZONING

LANGUAGES

DUTCH
 SRANAN TONGO