



Jeffrey J. Stahl

Partner

55 West Monroe, Suite 1200
Chicago, IL 60603
Phone: 312.377.7882
jstahl@stahlcowen.com

Overview

Jeff Stahl takes his clients' success personally. Responsive and practical, he helps the companies he represents – commercial real estate developers and investors, real estate investment trusts, business buyers and sellers, financial institutions, and more – identify and execute creative solutions to the problems that keep them from achieving their goals. For example, he recently brought together two of the firm's clients – a Chicago area REIT and an Australian Pension Fund, – to create a partnership designed to generate a pipeline of development and construction deals of grocery-anchored shopping centers located along the southeastern seaboard.

He has helped clients acquire nearly every type of commercial property on the market: major flag hotels, retail developments ranging from single-tenant triple-net to grocery-anchored strips to power centers to malls, office buildings, warehouse and industrial space, self-storage and tech buildings, apartment complexes, entertainment destinations (including land-based and dockside casinos), and a wide variety of mixed-use properties.

Jeff has particular strengths advising developers of both commercial projects and residential subdivisions on the entitlement and construction of these assets. His clients rely on his practical advice, street smarts, and business and industry insight to guide their efforts and help them define short- and long-term objectives. They know that he listens to their needs, speaks their language, and – as a former general counsel to a Chicago bank and commercial property owner – understands exactly what it's like to be in their shoes. They ask him to help guide their business and strategic planning initiatives, and join their boards of directors and trustees.

Jeff assists his clients with the financing of their deals, including equity, mezzanine and straight debt, construction and permanent loans, equity and debt raises, tenants-in-common and like-kind



exchange vehicles, and alternative entity structures. In one recent transaction, Jeff assisted a publicly traded client in acquiring an \$80+ million Kentucky shopping center built on municipally owned, ground-leased land funded with bond financing, in a two-phase transaction.

In addition to his work assisting borrowers, Jeff draws upon his in-house experience to negotiate and document loans for lenders as well as debt and equity funds. In one particularly complex transaction, he helped a lender establish revolving real estate credit facilities that allowed a collateral base of changing real estate to serve as a security for an open end line of credit. This product was negotiated and closed with four separate borrowers, with lines ranging from \$20,000,000 to \$60,000,000.

Jeff is a licensed real estate broker in Illinois. He is a 2010 – 2018 Illinois Super Lawyer, a Chambers USA 2009 and 2010 designee, an Illinois Leading Lawyer for 2012 – 2018, and was named one of the top 100 Real Estate Lawyers in Illinois by Leading Lawyers Network.

He serves on the Board of Trustees of Lewis University.

Practices

- Business Organizations and Transactions
- Business Planning and Counseling
- Corporate Finance and Securities
- Mergers, Acquisitions and Dispositions
- Real Estate
- Real Estate Acquisition and Disposition
- Construction Projects
- Land Use and Entitlement
- Real Estate Finance
- Leasing

Industries

- Banking and Finance
- Manufacturing
- Private Equity, Venture Capital & Investments
- Real Estate
- Title Insurance

Admissions

Bar Admissions

- Illinois (1985)
- Texas (1983)



Education

- Southern Methodist University – J.D., 1983
- University of Notre Dame – B.B.A., 1980