



# Sandra Buchko

She | Her | Hers

*Partner*

*Washington DC*

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## Education

- Campbell University, Norman Adrian Wiggins School of Law, JD
- University of Virginia, McIntire School of Commerce, Summer Business Institute for Post Graduate Studies in Business
- University of Virginia, BA
- Vanderbilt University in France, Summer French Literature and Conversation Program

## Practices & Industries

- Corporate
- Hotels, Hospitality & Food Service
- Real Estate

## Admitted to Practice

- District of Columbia
- Virginia

## Court Admissions

- US District Court for the Eastern District of Virginia

## Biography

Sandra's corporate background, large law firm experience, and 13 years as a regional leasing director in the outlet and mall industry give her a unique understanding of her clients' goals. She represents entrepreneurial landlords and tenants, major real estate developers, institutions, and REITs in retail, office, hotel, land, and general real estate transactions, including landlord and tenant leasing matters, acquisitions and dispositions of commercial properties, hospitality, financing, and related corporate matters.

Sandra advises public and private for-profit and not-for-profit clients on office and retail, bank, hotel, assisted living, multifamily, and charter school real estate acquisition and disposition transactions. She represents clients on a wide range of single asset and portfolio acquisitions and dispositions that have included multi-state hotel and assisted living portfolios, urban and suburban office buildings, bank and retail pad sites, strip and enclosed mall shopping centers, and charter schools. Sandra also represents clients in like-kind exchanges and financing matters related to real estate assets, including multifamily, office, and retail centers.

With extensive experience representing national and international shopping center developers and tenants in leasing transactions, Sandra has also represented one of the largest equity firms in office leasing matters. Additionally, she has represented both landlords and tenants in leasing transactions related to properties located within the United States, Canada, China, and Romania.

## Bar Associations

- District of Columbia Bar Association
- Virginia Bar Association

## Selected Memberships & Affiliations

- Barclay Damon's Women's Forum
- NAIOP Northern Virginia, Awards Committee Member
- Virginia Board of Governors, Real Property Section, Area Representative

## Representative Experience

- Represented clients on a multistate hotel portfolio and in office and multifamily acquisitions and dispositions ranging from \$1 million to \$100 million in an individual asset valuation.
- Represented clients in financing transactions ranging in loan amounts of \$2 million to \$48 million.
- Represented automotive dealerships in financing transactions for business and real estate assets.
- Represented national shopping center developers, assisted living and office owners and other clients in the acquisition and disposition of real estate assets.
- Represented a client in the purchase of a \$44.5 million office and multifamily project in Towson, Maryland, and the related \$35.5 million loan transaction.
- Represented a client in the purchase of a \$10 million hotel in Bloomington, Indiana, and the related \$7.5 million loan transaction.
- Represented a client, as the borrower, in a construction loan transaction totaling \$18.75 million for a hotel in Sonoma County, California.
- Represented a client in the purchase of a boutique hotel in Georgetown, Washington DC.
- Advised national and single-asset hospitality clients on leasing and operational matters.
- Drafted and negotiated retail leases for the Mills Corporation, Westfield, restaurants, banks, and various other landlord and tenant clients.
- Represented the FDIC in numerous settlement negotiations related to contract compliance issues.
- Represented clients in multifamily financing and other real estate matters.
- Represented clients in tax assessment appeals.
- Represented national restaurant chains and other clients in land use matters.

## Prior Experience

- Asmar, Schor & McKenna, PLLC, Partner
- FDIC, Counsel
- Westfield, Senior Negotiator
- Arent Fox, Associate
- Pillsbury Winthrop Shaw Pittman, Associate
- North Carolina Court of Appeals, Honorable John M. Tyson, Summer Clerk

## Selected Community Activities

- Building Hope, Board Member and Investment Committee Member

## Selected Honors

- FDIC, Star Award, 2014–2016; Mission Achievement Award, 2014; Negotiation of the Second Largest Post Payment Review Settlement in the History of the FDIC, 2012
- Westfield, Performance Award, Largest Number of Leases Negotiated and Signed Within a Fiscal Quarter, 2011; Largest Number of Leases Negotiated and Signed Within a One-Month Period, 2011; Largest Amount of Square Footage in Leases Negotiated and Signed Within a Fiscal Quarter, 2011

## Selected Media

- Must Know Minute, “What Is Percentage Rent and Why Is It Beneficial?”
- “Commercial Leasing Issues: Understanding Net Versus Gross Lease”
- “Understanding Operating Expense Gross Ups in Commercial Leases”
- American Lawyer Media, Commercial Leasing Law & Strategy Newsletter, “It’s a Tenant’s Market: How to Negotiate and Navigate the Leasing Process”
- GlobeSt.com, “Understanding Percentage Retail Rent”