



Gregory A. Vallin

Shareholder

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Denver, Colorado

Greg Vallin represents national, regional and local clients in real estate development, aiding them in the legal development process from the ground up with in-depth industry experience. His practice also includes acquisitions, dispositions, leasing and land preservation.

Greg's work encompasses an impressive swath of high profile development projects throughout the Front Range, including (i) representation of Sterling Ranch in the development of the Sterling Ranch Master Planned Community and the recent sale of 800 residential lots to five national homebuilders in a unique, complicated, simultaneously closed transaction; (ii) representation of McWhinney in the development of both the Lakes at Centerra Master Planned Community and the North Park Master Planned Community, and the ongoing sale of superpads and residential lots to multiple national and regional homebuilders; (iii) representation of Arvada Residential Partners in the acquisition, financing and development of the Candelas Master Planned Community and the ongoing sale of superpads and residential lots to multiple national and regional homebuilders; and (iv) representation of Starwood Ventures in the acquisition, financing and development of the mixed generation High Pointe Master Planned Community and ongoing sale of residential lots to multiple national and regional homebuilders.

Greg also represents The Lionstone Group in the development of the 294home mixed use development project at the former Green Gables Country Club location, which includes single family and apartment users, as well as a large retail component. He has represented many developers in the acquisition, development, sale and lease of thousands of square feet of shopping center, warehouse, flexible office/warehouse and commercial space throughout the United States, including McWhinney, Corporate Express, Dividend Capital, Drake Real Estate Services, The Lionstone Group and Vista Ridge Investors.

Greg has also represented U.S. Home and now Lennar, the country's largest homebuilder, in over 300 matters involving the acquisition, development, financing and sale of many golf course and master planned communities throughout Colorado, including Heritage at Eagle Bend, Heritage at Todd Creek and SaddleRock, as well as structuring sophisticated land exchanges and land bank transactions, complex development agreements and development cost sharing mechanisms. He has also provided creative solutions for oil and gas, and water issues that increasingly impact development in the rocky mountain region.

Greg has represented the largest Apartment Real Estate Investment Trust in the country with the disposition of more than \$804,000,000 worth of large apartment projects located throughout the United States.

His work demonstrates a strong track record of working not only with large homebuilders and developers, but on innovative and inspired projects throughout Denver and the state, including representation of Rocky Mountain Public Broadcasting Network in a new media centered redevelopment project in downtown Denver.

As the former lead in-house real estate attorney for Boston Market and Einstein Brothers' Bagels, Greg has developed a specialty practice representing many national retail restaurant chains with the acquisition, development, leasing and financing of restaurant sites throughout the country, including Boston Market, Einstein Brothers' Bagels, Qdoba, Noodles & Company, the Keg, Houlihans Restaurant Company and PepperJax.

Greg's interest in preserving Colorado's most beautiful places has led him to be active in the land conservation community. He has represented land trusts and landowners in transactions involving the preservation of unique and scenic property through the use of conservation easements and other land preservation techniques. Greg negotiated and structured a complex land transaction to preserve the 6,000 acre Beaver Brook Watershed, in Evergreen, Colorado. Greg also negotiated and prepared the largest donated conservation easement in Colorado history. He has served as a board member and president of the Mountain Area Land Trust, and a board member and officer of the Colorado Coalition of Land Trusts, a statewide umbrella organization for land trusts and government open space programs.

Greg's interest in Colorado's ranching heritage has also led him to create a niche practice of representing buyers and sellers of large ranches in Colorado, particularly those properties with complex water and land conservation issues.

Practices

Real Estate, Acquisition Disposition, Condominium & Planned Community, Finance & Lending, Green Building,

Representative Matters

- Represented Lowe Enterprises Real Estate Group in a \$35M sales transaction that closed on May 11, 2018. Hines Acquisitions purchased approximately 2000 acres in Douglas County from Lowe for the development of a high-end residential master planned community on a spectacular piece of Front Range real estate with scenic vistas and easy access.
- Counseling a residential developer client in the development of a residential community, including structuring and negotiating the sales of residential lots to a variety of home builders.
- Represented the landowner in land use, financing and disposition of \$300M Gaylord Hotel Conference Center location and bond closing negotiations.
- Represented a real estate investment firm in the acquisition, mixed use development and resale of Ninth and Colorado Boulevard site, in Denver, Colorado.
- Represented a real estate investment firm in the acquisition, mixed use development and resale of Green Gables Country Club in Denver, Colorado.
- Represented a publicly-traded, Denver-based real estate investment trust in the negotiation, sale and closing of more than \$804 million in sales involving 64 apartment complexes located across the United States over a three year period..
- Represented an individual private investor in the acquisition of approximately 24 acres of real property located in Douglas County, Colorado. Brownstein handled the associated matters in connection with developing the property as an osteopathic college, including the negotiation of related contracts for the acquisition of additional adjacent property and the development, cost-sharing, tap purchase and infrastructure acquisition agreements between the investor, the seller and various metropolitan districts.
- Represented Lennar Colorado, LLC, a large Colorado developer, in a complex option to purchase and share in the construction and development of a private golf course community in Adams County, Colorado.
- Represented an individual purchaser in the acquisition of a 6,258-acre ranch with associated water, lease and easement rights and personal property in Jackson County, Colorado.
- Represented Lennar Colorado, LLC, a large Colorado developer, in connection with a transaction involving the sale of a portfolio property as well as the simultaneous acquisition of a similar portfolio of real property from another developer. This unique real estate acquisition and disposition matter involved two separate private asset-holding 'landbank' investment firms and the negotiation of construction agreements related to the completion of platting and infrastructure improvements to both portfolios, and the negotiation and

management of the corresponding option agreements.

Community

Board of Directors, Everitt Real Estate Center
President, Mountain Area Land Trust, Evergreen, Colo.
Board Member, Colorado Coalition of Land Trusts
Ski and Snowboard Volunteer with National Cancer Survivors Day (NCSD)

Publications & Presentations

- Development Diagnostic, July 2019
- How Can Developers Avoid Problems Before They Arise?, *Brownstein Client Alert*, February 15, 2019
- Residential Development in the World of the 'New Normal' Perspectives, Conference Co-chair and Speaker, Real Estate Finance & Development Conference: The World of the 'New Normal,' Colorado Law Institute CLE International, Denver, CO, May 6, 2013
- Colorado - A Leader in Wind Energy, *RenewableEnergyWorld.com*, September 2, 2010
- Addressing the Real Estate Needs of the Renewable Energy Industry, Presentation to NAIOP, August 18, 2010
- Colorado's Clean Energy Economy, Presentation to South Metro Chamber of Commerce, August 13, 2010
- The Power of Wind, Presentation to Colorado Bar Association, August 12, 2010
- Wind Farm Presentation, Presented to Corporate Counsel, May 20, 2010

Education

- J.D., 1989, University of Colorado Law School
- B.S., 1985, *summa cum laude*, University of Wisconsin-Whitewater, Phi Beta Kappa

Admissions

- Colorado
- U.S. District Court, District of Colorado

Recognition

Best Lawyers in America, 2018-2020

Membership

American Bar Association
Colorado Bar Association
Denver Bar Association