ArentFox Schiff LLP
Attorneys

Nicholas M. W. Hoffman

PARTNER

Nick counsels lenders and investors on complex real estate financings and investments.

Industries

Construction

Practices

Real Estate
— Equity & Joint Ventures
— Real Estate Development
— Real Estate Finance - Borrowers
— Real Estate Finance - Lenders
— Real Estate Workouts, Restructuring & Distressed Debt

Education

New York University School of Law, JD, 1998
University of Pennsylvania, MArch, 1994
University of Virginia, BA, 1990

Offices

New York

Phone

212.457.5455

Email

nicholas.hoffman@afslaw.com

Nick has more than 25 years of experience representing lenders and investors in sophisticated real estate finance matters, including structured and mezzanine loans, construction financing, note-on-note financing, preferred equity investments, and joint ventures. He has negotiated intercreditor, co-lender, and participation agreements in connection with over $2 billion of mezzanine loan sales and syndications of senior and subordinate debt tranches. Nick also advises clients on debt restructurings, workouts, and single-asset and portfolio acquisitions and dispositions. A component of his practice involves property assessed clean energy (PACE) financing, where he helps clients access cost-effective, revenue-neutral financing for energy-efficient improvements and renewable energy systems, including both new originations and debt restructurings using PACE financing to address capital stack deficiencies.

Nick counsels clients on sophisticated real estate finance matters, drawing on extensive experience structuring creative solutions for challenging transactions. His prior background as a senior executive in real estate development gives him a practical understanding of the market dynamics and business considerations that shape his clients' objectives. This dual perspective—combining legal expertise with hands-on industry knowledge—enables Nick to guide clients through intricate financing scenarios with efficiency and commercial insight.

Client Work

— Represented a regional bank as lender in connection with a $100 million secured revolving credit facility with a $75 million accordion feature to a joint venture between a private equity fund and a local developer/operator to provide short term bridge to agency financing to fund the acquisition of 'build to rent' developments.

— Represented a major international bank as mortgage lender in connection with the origination of a $93.5 million mortgage loan secured by a multi-family apartment complex in Reston, VA and negotiation of an intercreditor agreement and loan sale documents with respect to a $36.25 million mezzanine loan.

— Represented a public REIT as preferred equity investor in connection with a $35.6 million A/B preferred equity investment behind $133 million of agency financing from Freddie Mac backed by

a portfolio of twelve multi-family buildings located in the mid-Atlantic region.

- Represented a public REIT as mezzanine lender in connection with a $25 million mezzanine construction loan behind a $61 million mortgage construction loan provided by a private equity debt fund in connection with the rehabilitation and conversion of the historic CAA building in Chicago to a 240-room boutique hotel and which was financed in part with 26.9 million of historic tax credits.
- Represented a private equity fund as borrower in connection with a $650 million syndicated mortgage and mezzanine financing of a national portfolio of 53 hotels and the related restructuring of its joint venture arrangements with a national hotel owner-operator.
- Represented a private equity fund as borrower in connection with a $255 million financing involving 6 uncrossed mortgage loans and a $70 million umbrella mezzanine loan secured by a portfolio of 6 multi-family buildings and 2 related parking garages with a historic tax structure located in Jersey City, NJ.
- Represented a private real estate investment and management company as borrower in connection with a $97.6 million construction loan and a $24.4 million mezzanine construction loan to fund the redevelopment of a former Fortune 500 headquarters located in Dallas, Texas into a life science co-working center with shared laboratory and office space.
- Represented a consortium of mezzanine loan participants in connection with the work-out of the $1.66 billion of mortgage and mezzanine debt secured by Harry Macklowe's office portfolio.
- Represented a private equity fund as borrower in connection with the workout and restructuring of a $260 million mortgage loan and a $75 million mezzanine loan secured by an office complex in Atlanta, GA.

Publications, Presentations & Recognitions

Publications

- Co-author, "Will Changes to Allow Financing for New Construction and Ground Leases Restart C-PACE Financing in New York?", *The Practical Real Estate Lawyer*, May 2025.
- Co-author, "Will Changes in Program Guidelines to Allow Financing for New Construction and Ground Leases Restart PACE – C-PACE Financing in New York City?", *Real Estate Insights*, November 11, 2024.

Presentations

- "Panel Discussion: Navigating the $1.2 Trillion Debt Maturity Wave: Strategies and Opportunities for Lenders" iGlobal 27th Annual Real Estate Private Equity Summit, New York, March 2025.
- "Panel Session: The Risk-Reward Revolution: Mastering Mezzanine Financing in the New Era!" iGlobal 14th Annual Real Estate Mezzanine Finance Summit, New York, October 10, 2023.
- "Panel Discussion: Structure and Mezzanine Debt" iGlobal 13th Annual Real Estate Mezzanine Finance Summit, New York, October 10, 2023.
- "Analyzing Current Mezzanine Lending Market Fundamentals" iGlobal 12th Annual Real Estate Mezzanine Finance Summit, New York, May 4, 2022.
- "Loan Structuring in the Mezzanine Market – Wining Strategies for Originators" iGlobal 11th Annual Real Estate Mezzanine Finance Summit, New York, September 28, 2021.
- "Workouts in an Environment no one Saw Coming" iGlobal 10th Annual Real Estate Mezzanine Finance Summit, New York, July 9, 2020.

Life Beyond the Law

Outside of work, Nick is an avid skier, tennis player, and traveler and enjoys paddleboarding and spending time at home with his partner Caroline and their two daughters and chocolate labrador.

Bar Admissions

New York