

Mark E. Maltz

Partner/Co-Chair

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Areas of Focus

Real Estate | Commercial Leasing |
Construction and Development | Purchases,
Sales and Acquisitions

"I am a practical and strong negotiator, but with a positive, amicable approach to obtain the best results and a win-win situation. By understanding my client's needs and not negotiating simply to win the most points, I get better and quicker results for my clients, with both sides walking away from the transaction feeling good about the experience and the ensuing relationship."

Overview

Real Estate Practice co-chair Mark Maltz advises on all facets of complex commercial leasing arrangements, acquisitions, dispositions, financings and construction-related agreements. Representing building owners and tenants in the financial services, technology, professional services, private equity and communication industries, Mark counsels Fortune 100 companies, some of the country's biggest law firms, and single-office tenants. He also represents high net worth individuals in residential property transactions.

Year after year, Mark handles some of the largest lease transactions in New York and throughout the nation, structuring deals and negotiating terms that best position his clients for long-term success. His experience extends to leading-edge co-location and space-sharing member agreements, big-box retail leases, and headquarters office leases for industry leaders. Mark is uncommonly well versed in leasing intricacies and the business aspects of real estate deals, from pre-construction through development in connection with new construction deals, and at long-established buildings. He is also recognized for his experience in handling space needs of technology companies.

With a keen sense of what matters most for particular types of businesses, Mark stays focused on the big picture, deftly navigating issues, avoiding contention and finding efficient, optimal solutions. His exceptional reputation and effective working relationships on both sides of deals yield distinct advantages for his clients — and often quicker, successful transactions.

Representative Experience

- Counseled the world's leading music-streaming company in relocating its global headquarters to New York City. This transaction was one of the largest office leases in Manhattan completed in the year it was signed and involved over 400,000 square feet of office, performance and recording studio space.
- Counseled a prominent investment fund in connection with a production studio joint venture involving multiple leases and purchases of properties to expand its New York City footprint to service its client base of major media and digital content producers. Despite an expedited timeline, the transaction structure was fluid and the deal was completed on time.
- Advised a global tech giant in a number of lease transactions, including the leasing of the entire office portion of a building in New York City, in addition to an entire building to be developed in Maryland.
- Represented one of the world's largest communications companies in an office lease of 680,000 square feet and an expansion of 280,000 square feet. This was one of the largest office leases completed in Manhattan in the year it was signed.
- Represented a subsidiary of one of the world's largest communications groups in negotiating a lease of over 50% of a yet-to-be-constructed building in downtown Toronto to consolidate multiple offices in the Greater Toronto Area into one central location. The project was among the largest office leasing transactions in downtown Toronto that year.
- Represented a renowned global investment company with total assets of over \$200 billion in negotiating various leases involving its future corporate headquarters at Hudson Yards.
- Represented a law firm in negotiating the lease for their New York headquarters.
- Represented a major fashion industry conglomerate in leasing over 250,000 square feet in New York City for its new headquarters and to consolidate multiple brand user groups in the same building.
- Represented landlords in the leasing of newly constructed buildings in New York City, including Hudson Yards, over the past 5 years including individual leases of approximately 800,000 square feet, 600,000 square feet and 200,000 square feet.

Insights + Events

Press Mention

Global Legal Chronicle | Taconic Partners' Lease Agreement With Verizon
November 12, 2021

Checklist

The Often Overlooked Vacancy Clause in Property Insurance
May 4, 2021

Press Release

Davis+Gilbert Represents Tishman Speyer in Lease With Pfizer For 800,000 S.F. of Office Space in Hudson Yards
April 12, 2018

Press Release

Davis+Gilbert Handles Six of the Top 50 Manhattan Leases in First Half of 2017
September 6, 2017

Press Mention

Law360 | Cooley Taking 130K Square Feet at Hudson Yards in New York
July 31, 2017

Press Mention

CoStar | Office Lease up Spotify to Relocate, Expand HQ at Silverstein's 4WTC
February 21, 2017

Credentials

Education

American University (J.D., 1988)
University of Michigan (B.A., 1985)

Distinctions

- The Best Lawyers in America® 2013-2024, Real Estate Law
- *Chambers USA: America's Leading Lawyers for Business*® 2023, New York Real Estate: Mainly Dirt
- *The Legal 500 United States*® 2014-2016, Real Estate
- *New York Metro Super Lawyers*® 2008-2023, Real Estate

Bar Admissions

New York

Associations

Member, Davis+Gilbert Executive Committee

Member, Real Estate Board of New York