

People

Gregory G. Faltin

Partner, Real Estate

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vCard

With more than 25 years of experience, Greg Faltin advises developers, private equity funds, investors, lenders, and operating companies in complex commercial real estate and corporate transactions. He delivers practical, business-focused counsel designed to close transactions efficiently while managing risk and aligning legal strategy with clients' broader objectives.

Greg guides clients through the full real estate lifecycle, including acquisitions, dispositions, financing, leasing, and portfolio transactions. He represents public and private companies in the acquisition and disposition of office buildings, hotel properties, retail shopping centers, industrial assets, and manufactured home community portfolios. His experience includes negotiating and drafting purchase and sale agreements and commercial leases for office, retail, and industrial properties, as well as advising lenders and borrowers in commercial lending and construction financing matters. He also counsels clients on the real estate components of utility-scale solar and wind projects, overseeing due diligence, site control, and title and survey issues.

In addition, Greg supports corporate transactions by advising on the real estate aspects of mergers and acquisitions and counseling clients on entity formation, governance, and operating structures. He drafts and negotiates operating and property management agreements, along with a wide range of commercial contracts. Known for precise drafting and a solutions-oriented approach, Greg anticipates issues at the intersection of real estate and corporate strategy to help clients achieve their long-term business goals.

Areas of Experience

Real Estate
Commercial Leasing and Development
Energy and Infrastructure
Real Estate Acquisitions and Sales
Real Estate Financing
Renewable Energy and Electric Power

Education

J.D., Tulane University Law School, 2000, cum laude
B.S., University of New Hampshire, 1997, magna cum laude

Admissions

Bars

North Carolina
New Hampshire