

People



Alan S. Cohen

Co-Office Managing Partner

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vCard

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Alan Cohen serves as co-office managing partner of Akerman’s New York office. With more than 30 years of experience, Alan has handled virtually every type of commercial real estate transaction over the course of his career. He is a real estate strategist, providing clients with a comprehensive view of the entire real estate landscape, from structured finance to ground-up developments, complex joint ventures, and workouts and restructurings. He helps clients negotiate advantageous transactions, often involving multiple parties and multiple layers of the capital stack. More recently, he focuses his practice on real estate finance, including workouts and restructuring, senior living real estate, real estate development and real estate ventures and platforms.

Alan is well-known throughout the real estate sector as a dealmaker with a keen appreciation of both the business of real estate and his clients’ objectives. He adds value to his relationships through his extensive network of real estate contacts, his business acumen, and by connecting his clients to business opportunities.

Notable Work

Real Estate Finance: Representation of banks, mortgage REIT’s, investment and opportunity funds, other financial institutions, and borrowers in all aspects of real estate finance, whether in the form of mortgage or mezzanine loans or preferred equity investments. Alan has a particular sub-specialty in construction lending, because this is an area where he can apply his experience in handling complex development projects for developers and investors and navigating through multiple levels of debt and equity.

Workouts and Restructurings/Distressed Assets/Sales: Representation of lenders, borrowers, investors and servicers in the workout of nonperforming loans, foreclosures and acceptances of deeds in lieu of foreclosure — both in and out-of-court and in bankruptcy and through reorganizations — and dispositions of properties acquired in such transactions and proceedings. Such

Areas of Experience

Real Estate
 Real Estate Acquisitions and Sales
 Real Estate Financing
 Latin America and the Caribbean
 Healthcare Real Estate
 Senior Living and Care
 Hospitality
 Hospitality Acquisition and Development
 Land Use and Development
 Investment Management
 Qualified Opportunity Zones
 EB-5 Immigrant Investor Program
 Distressed Property
 Data Centers and Digital Infrastructure
 Project Finance and Development

Education

J.D., George Washington University Law School, 1986, *high honors, Order of the Coif*
 B.A., State University of New York at Albany, 1983, *summa cum laude*, Phi Beta Kappa

Admissions

Bars

New York

Related Content

Akerman Grows National Real Estate Practice with Finance Partner Naheem Harris in New York
 February 26, 2024

Akerman Sponsors UM Annual Real Estate Impact Conference
 February 23, 2024

Thomas Maira Joins Akerman as New York Real Estate Private Equity Chair
 October 09, 2023

work covers all asset classes, including retail, healthcare, hotels and resorts, offices, industrial, and mixed-use properties. Alan also represents clients in connection with distressed real estate assets and sales of mortgage and mezzanine loans.

Senior Living Facilities: Representation of lenders, investors, owners and operators in the acquisition, sale, transition, operation and financing of assisted living facilities, skilled nursing facilities, and continuing care facilities. These representations have included construction, bridge and permanent financings of senior living facilities, the workout and restructuring of such financings, and the preparation and negotiation of purchase and sale agreements, related operations transfer agreements, and management and service agreements, both on a one-off basis and portfolio transactions.

Development: Representation of owners and developers, institutional investors, and lenders in all stages of real property development for nearly all asset types. This has included the acquisition of real property and development rights, structuring complex joint venture and financing arrangements, and negotiating development, construction, management, and related agreements with trade professionals. More recently, this has included representation of developers and investors in Qualified Opportunity Zone projects and utilization of EB5 capital.

Published Work and Lectures

- *GlobeSt.com*, Featured, Q&A Article, “Examining Debt Solutions for the Hotel Landscape,” August 3, 2020
- [2019 Akerman U.S. Real Estate Sector Report](#), Contributor
- *Law360*, Quoted, “Hotels in Pandemic Freefall Struggle to Avoid Default,” June 12, 2020

Honors and Distinctions

- *The Best Lawyers in America*, 2024, Listed in New York for Real Estate Law
- *Super Lawyers Magazine*, 2009-2023, Listed in New York for Real Estate: Business