

# TRAILBLAZERS

## REAL ESTATE | CONSTRUCTION LAW

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#### **What was the genesis of the idea that has made you a trailblazer?**

While many real estate lawyers focus either on negotiating big transactions or advising developers on the condominium development process, I've been lucky enough to garner extensive experience on both fronts due to the expanse of Kramer Levin's real estate practice. This has served me well in developing a multidisciplinary approach that has helped us lead the way on an unusually wide variety of transactions nationwide, including some of New York's most complex and high profile condo projects. When the COVID-19 pandemic hit NYC, I was able to draw on my transactional background to implement a new platform that enabled our team to conduct closings remotely for condominium projects, which were traditionally conducted in-person prior to the pandemic.

#### **What sort of change has resulted from the concept?**

Remote closings for residential condominium projects upended the status quo in NYC real estate. Using this approach, and despite the challenges of the past year-plus, we were able to close \$1 billion in condo deals, spanning over 360 individual transactions in approximately 18 projects, from March 2020 to March 2021, which is expected to be far in excess of any other law firm in New York City. At the same time, we led negotiations of major commercial transactions in areas such as casinos, hospitality and retail space around the country.

#### **What bearing will this have on the future?**

As we transition to a post-pandemic market, the future is very hard to predict. In New York, the shift to remote work has changed the landscape, but the strength of the city as an international focal point for business, culture and tourism remains, and the value of working as groups in offices will not go away. Real estate attorneys will need to be both pragmatic and creative in structuring innovative deals to guide clients through this transformative period.