



Crystal G. Persaud

Partner

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Crystal advises clients across the full spectrum of real estate transactions, including acquisitions, dispositions, leasing, financing and complex portfolio deals. Known for her creative problem-solving and practical dealmaking, Crystal helps clients close transactions efficiently while safeguarding their business goals.

She has significant experience negotiating office, retail, industrial and ground leases, as well as representing lenders in high-value construction and commercial real estate financings.

Services

- Real Estate

Before Fox Rothschild

Before joining Fox Rothschild, Crystal was Senior Real Estate Counsel for a national indoor playground company. She previously practiced at national and international law firms and also was in-house counsel for a real estate investment trust.

Crystal interned with the Bronx County Supreme Court and the Bronx District Attorney's Office while earning her law degree.

Beyond Fox Rothschild

Crystal provides pro bono legal services to underserved communities in New York City through Open Hands Legal Services, where she is Vice Chair of the Board of Directors.

Bar Admissions

- New York
- New Jersey

Court Admissions

- U.S. District Court, District of New Jersey

Education

- Western Michigan University Thomas M. Cooley Law School (J.D., 2009)
- Belmont University (B.B.A., 2005)

Board of Directors

- Open Hands Legal Services, Inc., Vice-Chair

Representative Work

Leasing

- Represented an indoor children's playground in expanding from its first location in California to over 105 locations across 30 states.
- Represented a prominent global executive search firm in the negotiation of office space totaling 36,000 square feet in One Vanderbilt Avenue in Midtown Manhattan.
- Represented a ghost kitchen operator in lease negotiations for several locations in New York City.
- Represented a publicly traded specialty food distributor in the negotiation of dozens of leases for industrial, warehouse and office space across the United States.
- Represented an AMLaw100 law firm in the negotiation of office space and a lease expansion totaling 60,000 SF in the Flatiron District of New York City.
- Represented a New York-based full-service commercial bank in the negotiation of an office lease in Bothell, WA.
- On behalf of the landlord, assisted in drafting and negotiating retail leases with a grocery store and a high-end fast food restaurant located near Pittsburgh, PA.

Commercial Lending

- Represented the lender in a \$310.9 million construction loan with respect to two life sciences buildings totaling over 850,000 square feet to be constructed in Philadelphia.
- Represented the lender in a \$97 million construction loan to a joint venture with respect to the construction of six buildings comprising over 800,000 square feet of warehouse and office space in a major industrial development in Washington State.
- Represented the lender in a \$150 million senior mortgage loan secured by a historic San Francisco hotel.
- Assisted in negotiating a \$220 million construction loan on behalf of the lender that will finance the conversion of the upper floors of a landmark New York office tower into luxury condominiums.

Acquisitions and Sales

- Assisted in the completion of the back end of a Section 1031 tax-free exchange through the \$65 million acquisition of an office building located in New York City.
- Assisted in the purchase of premises located in Greenwich, CT, from the U.S. Postal Service for approximately \$15 million. After a short-term lease-back, the premises was converted to a retail space and leased to a high-end furniture retailer.

Commercial Mortgages

- Negotiated several refinancings ranging from \$91 million to \$100 million secured by properties including a Class A, pre-war trophy office building near Grand Central Terminal in Manhattan and a 282,433 square foot office building in Stamford, CT.
- Assisted in negotiating several subordinate mortgages ranging from approximately \$6.5 million to \$12 million, secured by Class A office buildings located in midtown Manhattan.
- Negotiated several refinancings of private residential buildings located in Rochester Hills, MI, and Des Plaines, IL, ranging from approximately \$28.5 million to \$40.5 million. The loans were sold to Fannie Mae upon closing.

IPO and REIT Consolidation

- Handled key elements of an IPO in the amount of \$929.5 million, and a REIT consolidation of a portfolio of 12 office properties and six standalone retail properties totaling approximately 8.4 million rentable square feet. Supervised and coordinated due diligence from September 2010 through October 2013. Drafted conveyancing instruments; requested and negotiated consent from mortgage lenders; drafted property management agreements.
- Supervised the purchase of the ground lease interest in two properties in the amount of \$734 million in cash, common stock and operating partnership units. The properties were the subject of extensive litigation, and thus, were not included in the October 2013 REIT consolidation. The REIT had the option to purchase once the litigation had been resolved.