



Nicholas M. W. Hoffman

Partner

New York

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PRACTICES Real Estate, Real Estate Finance, Private Credit Finance

Nick Hoffman is a market-savvy deal architect in the Real Estate Finance Practice Group known for structuring complex, multi-tiered financings that drive value for banks, private equity firms and other institutional investors. Nick has over twenty-five years of experience guiding clients through structured loans, mezzanine loans, construction financing, note on note financing, preferred equity investments and joint ventures.

Nick has negotiated intercreditor and participation agreements in connection with over \$2 billion of mezzanine loan sales and syndications of “a-notes” and “b-notes.” Nick also counsels clients in connection with debt restructurings, work-outs and single asset and portfolio acquisitions and dispositions.

Nick also devotes a portion of his practice to property assessed clean energy (PACE) financing, helping clients access cost-effective, revenue-neutral financing for energy-efficient improvements and renewable energy systems, which are repaid through assessments on the property. Nick has helped clients navigate both new PACE originations as well as debt restructurings using PACE financing to plug deficiencies in the capital stack.

Nick is a frequent speaker at the annual NY iGlobal Summits, which have been bringing together institutional investors, asset managers, and private equity leaders for almost 30 years, and has been a guest lecturer at the prestigious Shack Institute of Real Estate at New York University.

Before joining the firm, Nick was a senior executive with the Ruben Companies, a Manhattan based developer, and was involved in all aspects of the management and development of its office and residential portfolio in New York, Washington, D.C. and Boston.

Nick's extensive experience and specialized knowledge in real estate finance make him a valuable partner for clients seeking innovative solutions in complex financing scenarios. His background as a senior executive in real estate development further enriches his perspective, enabling him to guide clients effectively through the intricacies of the market.

QUALIFICATIONS

EDUCATION

- Master of Architecture, Certificate in Historic Preservation, University of Pennsylvania, 1994
- J.D., New York University School of Law, 1998, *magna cum laude*; Order of the Coif
- Certificate, Real Estate Finance and Investment, New York University Shack Institute of Real Estate, 2012
- B.A., University of Virginia, 1990

ADMISSIONS

- New York
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PUBLICATIONS AND SPEAKING ENGAGEMENTS

Publications

- “Will Changes to Allow Financing for New Construction and Ground Leases Restart C-PACE Financing in New York?” co-author, *The Practical Real Estate Lawyer*, May 2025
- “Will Changes in Program Guidelines to Allow Financing for New Construction and Ground Leases Restart PACE – C-PACE Financing in New York City?” co-author, *Real Estate Insights*, November 11, 2024

Speaking Engagements

- “Panel Discussion: Navigating the \$1.2 Trillion Debt Maturity Wave: Strategies and Opportunities for Lenders” iGlobal 27th Annual Real Estate Private Equity Summit, March 2025, New York
 - “Panel Session: The Risk-Reward Revolution: Mastering Mezzanine Financing in the New Era!” iGlobal 14th Annual Real Estate Mezzanine Finance Summit, October 10, 2023, New York
 - “Panel Discussion: Structure and Mezzanine Debt” iGlobal 13th Annual Real Estate Mezzanine Finance Summit, October 10, 2023, New York
 - “Analyzing Current Mezzanine Lending Market Fundamentals” iGlobal 12th Annual Real Estate Mezzanine Finance Summit, May 4, 2022, New York
 - “Loan Structuring in the Mezzanine Market – Wining Strategies for Originators” iGlobal 11th Annual Real Estate Mezzanine Finance Summit, September 28, 2021, New York
 - “Workouts in an Environment no one Saw Coming” iGlobal 10th Annual Real Estate Mezzanine Finance Summit, July 9, 2020, New York
 - “Loan Structuring in the Mezzanine Market: Trends and Challenges” iGlobal 9th Annual Real Estate Mezzanine Finance Summit, May 7, 2019, New York
 - “Analyzing Risk Exposure in a Tense Market”, iGlobal Forum 8th Annual Real Estate Mezzanine Financing Summit, June 7, 2018, New York
 - “Documentation & Deal Structuring Today to Offer Greater Protection in Workouts Tomorrow”, IMN Borrower & Investor Forum on Real Estate Mezzanine Financing & Subordinated Debt, November 11, 2015, New York
 - “Preferred Equity vs. Mezzanine Finance: Which Way to Go on a Deal in Today’s Climate?” IMN Borrower & Investor Forum on Real Estate Mezzanine Financing & Subordinated Debt, November 10, 2014, New York
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SELECTED CLIENT REPRESENTATIONS

- Represented a regional bank as lender in connection with a \$100 million secured revolving credit facility with a \$75 million accordion feature to a joint venture between a private equity fund and a

local developer/operator to provide short term bridge to agency financing to fund the acquisition of 'build to rent' developments.

- Represented a major international bank as mortgage lender in connection with the origination of a \$93.5 million mortgage loan secured by a multi-family apartment complex in Reston, VA and negotiation of an intercreditor agreement and loan sale documents with respect to a \$36.25 million mezzanine loan.
- Represented a public REIT as preferred equity investor in connection with a \$35.6 million A/B preferred equity investment behind \$133 million of agency financing from Freddie Mac backed by a portfolio of twelve multi-family buildings located in the mid-Atlantic region.
- Represented a public REIT as mezzanine lender in connection with a \$25 million mezzanine construction loan behind a \$61 million mortgage construction loan provided by a private equity debt fund in connection with the rehabilitation and conversion of the historic CAA building in Chicago to a 240-room boutique hotel and which was financed in part with 26.9 million of historic tax credits.
- Represented a private equity fund as borrower in connection with a \$650 million syndicated mortgage and mezzanine financing of a national portfolio of 53 hotels and the related restructuring of its joint venture arrangements with a national hotel owner-operator.
- Represented a private equity fund as borrower in connection with a \$255 million financing involving 6 uncrossed mortgage loans and a \$70 million umbrella mezzanine loan secured by a portfolio of 6 multi-family buildings and 2 related parking garages with a historic tax structure located in Jersey City, NJ.
- Represented a private real estate investment and management company as borrower in connection with a \$97.6 million construction loan and a \$24.4 million mezzanine construction loan to fund the redevelopment of a former Fortune 500 headquarters located in Dallas, Texas into a life science co-working center with shared laboratory and office space.
- Represented a consortium of mezzanine loan participants in connection with the work-out of the \$1.66 billion of mortgage and mezzanine debt secured by Harry Macklowe's office portfolio.
- Represented a private equity fund as borrower in connection with the workout and restructuring of a \$260 million mortgage loan and a \$75 million mezzanine loan secured by an office complex in Atlanta, GA.