



## Samuel M. Spiritos

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Potomac, MD 20854

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A pragmatic, efficient and client-oriented attorney and a nationally recognized transactional real estate attorney, Sam Spiritos is currently the Chair of the Real Estate Department.

Mr. Spiritos' practice consists of commercial and multiple-lot residential real estate transactions. Mr. Spiritos has successfully structured, negotiated, documented and closed all types of real estate transactions, including the acquisition, development, leasing, financing and refinancing of large mixed-use projects, retail projects, shopping centers, multi-story office buildings, multi-family residential complexes, hotel and recreational complexes, including real estate and loan portfolio acquisitions. His involvement commences with the due diligence, the negotiation of the purchase contract, preparation of development agreements and cross easement agreements, and continues through the construction, development/redevelopment, architectural and engineering process, the leasing process and the financing process, including the loan application, review and modification of the loan commitment letter, preparation and review of the final loan documentation, and concludes with the closing of the transaction, including analysis of issues relating to the issuance of title insurance.

Mr. Spiritos' finance practice consists of commercial loan transactions, particularly acquisitions and development financings, asset based lending, health care financings, construction and permanent loans, retail, office and hotel development and financing, and workouts.

### PRACTICE AREAS

Commercial Real Estate  
Closings

Condominium and  
Homeowner's  
Associations

Distressed Assets

Financing

Foreclosure

Hospitality Law

Real Estate

### EDUCATION

University at Buffalo Law  
School, Buffalo, New  
York, 1987, J

.D., *Honors*: Cum Laude Law  
Review: Buffalo Law  
Review, Senior Editor,  
1986 - 1987

State University of New  
York at Buffalo, 1988,  
M.B.A.

The Wharton School of  
Management of the  
University of  
Pennsylvania, 1984, B.S.

Samuel M. Spiritos (Continued)

In addition to being chairman of the Firm's Real Estate Department, Mr. Spiritos also is Chairman of the Firm's Hospitality Practice Group, and is involved in all aspects of hospitality law, including deal structuring, purchase and sale contracts, franchise agreements, management agreements, financings (representing creditors and owners), joint ventures, construction and development. Mr. Spiritos is an active member of the American Bar Association Hospitality Committee; and he has spoken nationally on hospitality related issues, including the UCLA Hotel Conference (Negotiating Hotel Acquisition Agreements) and The Lodging Conference (Negotiating Franchise Agreements).

#### **NEWS**

Shulman Rogers will have strong presence at MD Chamber of Commerce Hall of Fame dinner

Shulman Rogers Has Thirteen Attorneys Named to the 2009 Super Lawyers Listing for Washington, D.C.

#### **SEMINARS & SPEAKING ENGAGEMENTS**

Negotiating Hotel Acquisition Agreements, UCLA Hotel Conference

The Lodging Conference, Negotiating Franchise Agreements

#### **PROFESSIONAL & COMMUNITY AFFILIATIONS**

American Bar Association, Member, Hospitality Committee

#### **BAR & COURT ADMISSIONS**

District of Columbia

Maryland

New York

Virginia