

Samuel M. Spiritos

Shareholder

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Sam Spiritos' clients recognize him as a sophisticated transactional attorney, a trusted business advisor and an effective negotiator who truly understands their business needs. Over the course of his thirty-plus year career of successful deal-making, Sam has developed a masterful legal ability and strong relationships with many key players in the [real estate markets](#) in DC, Maryland, Northern Virginia and throughout the country. He draws upon this experience (which includes training at a "big law" firm), along with his education credentials, to provide efficient legal services and strategic guidance that enables his clients to succeed and grow.

"Working with Sam Spiritos and the real estate attorneys at Shulman Rogers is like having an in-house legal team. I know they have other clients – but I always feel like I am their top priority. They have been instrumental in helping us with strategic acquisitions around the country and providing support throughout the life cycle of our various real estate assets. As a young and growing company ... we rely on the folks at Shulman Rogers to help us manage risk and spot the opportunities that will contribute to our continued growth."

— Elliott Estes, Woodmont Lodging



Bar & Court Admissions

District of Columbia

Maryland

New York

Virginia

Education

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

University at Buffalo School of Law, J.D., 1987, *Cum Laude*, Buffalo Law Review, Senior Editor, 1986 – 1987

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

“We call him when we need a high degree of sophistication, knowledge of and relationships within the greater D.C. real estate market. He’s one of the most connected people in the field, and his willingness to make introductions to other players along with his skills, have always benefited me. He takes my business so seriously, one might think it was his own.”

— Steve Cumbie, NVCommercial, Inc.

A nationally-recognized authority on [hospitality-related issues](#), Sam chairs the firm’s [Hospitality Practice](#), focusing on deal structuring, purchase and sale contracts, franchise agreements, management agreements, financings (representing creditors and owners), joint ventures, construction and development. Clients including international hotel operators, boutique hotel groups, casino and gaming operators and private clubs benefit from Sam’s unique skill set, his strong business sense and the 360 perspective he brings to every transaction.

Sam has proudly served as the Managing Shareholder of Shulman Rogers since 2013 and has deftly navigated the firm through many changes, including the unprecedented and unforeseeable challenges brought about by the COVID-19 pandemic. He has been named to The Daily Record’s Power 100 List since 2022, celebrating influential individuals shaping Maryland’s culture, lifestyle, civic dialogue and economic success. His leadership position has afforded him the opportunity to develop relationships with business leaders and elected officials, and he appreciates that he can extend those relationships and make valuable connections for his clients.

In addition to being Managing Shareholder, Sam actively advises clients in [commercial real estate transactions](#) involving all asset classes. In this role, he serves many of the preeminent players in some of the largest and most complex acquisition and development projects in the DC Metro Area and nationwide. In the [financing arena](#), Sam represents lenders and borrowers in commercial loan transactions, particularly acquisitions and development financings, asset-based lending, health care financings, construction and permanent loans, retail, office and hotel development and financings, and workouts.

Clients consistently express their appreciation to Sam for his pragmatic and on-point legal advice, and business sense and for the meaningful connections to deals, investors, lenders and other opportunities that he generates for them.

“I trust and value his judgment as a lawyer and a business advisor. He’s also the best at thinking ahead in terms of who I need to meet.”

–Charles Gravely, Zuckerman Gravely

“Sam is always looking to introduce us to development or acquisition opportunities, and we have capitalized on Sam’s relationships.”

–Cameron Pratt, Foulger-Pratt Companies

Recognized for his thought leadership in the [hospitality industry](#), Sam is frequently invited to speak at industry events including the [Georgetown University Hotel and Lodging Summit](#) (Purchase and Sale of Pandemic – Distressed Hospitality Assets), [ALIS Hotel Conference](#) (Negotiating Hotel Acquisition Agreements) and [The Lodging Conference](#) (Negotiating Franchise Agreements

and Debt Markets: Refinancing, Acquisition and Construction Loans).

Results

OFFICE

- Acquisitions, Financing and Leasing, Square 85 Assemblage, 1900, 1920, L Street and 1020 19th St., N.W., 311,062 sq/ft buildings, Prime Class A redevelopment site
- Acquisition, Financing and Leasing, 1400 Eye Street, N.W., 175,000 sq/ft office building subject to WMATA ground lease
- Acquisition, Financing and Leasing, 1625 K Street, N.W., 121,000 sq/ft office building
- Acquisition, Financing, Leasing and Disposition, 1350 Eye Street, N.W., 381,000 sq/ft office building

MULTIFAMILY

- Acquisition and Financing, 493 units – Fairfield Crossing Apts., 7703 Lee Highway, Falls Church
- Acquisition, Financing and Development, Luxury Condominium Building, 4990 Fairmont in Bethesda
- Negotiation of a \$76,000,000 two-tiered loan for the acquisition of newly subdivided land and the development and construction of a 624-bed student housing building with ground-level retail known as Midtown Row, located adjacent to the College of William and Mary in Williamsburg, Virginia

HOTEL

- Hotel Joint Venture and Mixed Use Development, City Market at O, 880 P Street, N.W., 182 room hotel in 1,000,000 sq/ft

- Hotel Development and Financing, Homewood Suites, Dulles International Airport, 2185 Fox Mill Road, Herndon
- Acquisition and Financing, Gaithersburg Hilton, 620 Perry Parkway, Gaithersburg
- Lord Baltimore Hotel, 20 W Baltimore St. in Baltimore, Maryland
- Acquisition, Financing, Management Agreement and Franchise Agreement for a Marriott-flagged 96-room hotel in North Charleston, South Carolina
- Acquisition, Financing, Management Agreement and Franchise Agreement for a newly constructed 96-room Fairfield Inn and Suites in downtown Pittsburgh, Pennsylvania
- Acquisition, Financing, Management Agreements, Franchise Agreements and ultimate Disposition of a Spring Hill Suites and a Home2 Suites located adjacent to each other in Winston-Salem, North Carolina
- Negotiation of Ground Lease Financing for capital from Twain Financial Partners for the renovation and repositioning of a 388-room Sheraton located in Brookfield, Wisconsin

DEVELOPMENT

- Acquisition, Financing and Development, Tysons Central – Silver Line, Rt. 7 and Rt. 123, 1,500,000 sq/ft mixed use project, Apartments, office, hotel and retail
- Acquisition, Financing and Development, Rutherford Crossing, 151 Market Street, Winchester, 400,000 + sq/ft shopping center
- Acquisition of DC office building intended for residential conversion, 1201 Connecticut Avenue in Washington, DC
- Acquisition and financing, 1801 E. Main Street in Richmond, Virginia
- Acquisition and financing of retail building to be converted to residential units using timber

construction, 29-33 Crown Street in New Haven, Connecticut

- Acquisition, Financing, and Development, “The Swift” in Petworth, Washington, D.C., 62,400 sq/ft grocery store, 220 multi-family units
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RETAIL

- Acquisition and Financing, BJ’s Wholesale Club, 6607 Wilson Blvd., Falls Church
- Purchase and CMBS loan assumption of The Shops at Greenwood Village, a 209,953 sq/ft shopping center located in Greenwood Village, Colorado
- Purchase, Financing and Redevelopment of a 249,895 sq/ft neighborhood shopping center located in Williamsburg, Virginia
- Ground Lease Purchase and Financing of Cromwell Fields, a 233,885 sq/ft shopping center located in Glen Burnie, Maryland
- \$24,000,000 CMBS Refinance of Heritage Square, a 188,000 sq/ft regional retail center located in Granger, Indiana
- Purchase and CMBS loan assumption of Hollinswood Shopping Center, a 112,581 sq/ft shopping center located in Baltimore, Maryland
- \$55,000,000 Life Company Refinance of Potomac Place, a 79,438 sq/ft shopping center in Potomac, Maryland

INDUSTRIAL

- Acquisition, financing and leasing single tenant industrial, 3-5 Opportunity Way in Newburyport, Massachusetts
 - Acquisition and financing single tenant industrial, 5834 Richard Street in Jacksonville, Florida
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Recognition

- The Daily Record's Power 100 List, 2022-2024
- The Best Lawyers in America, 2008-2025
- Joseph Wharton Award Honoring Leading Wharton Alums, 2023
- Maryland Bar Foundation, Fellow
- Martindale-Hubbell AV Preeminent Rating

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