

Douglas K. Hirsch

Retired

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Shareholder Emeritus

Doug Hirsch built a career defined by long-standing client relationships and a reputation for effective, efficient negotiation. Many of his clients entrusted him with their real estate leasing needs for more than 30 years, a testament to his ability to get deals done while protecting client interests. He was widely respected for his professionalism, calm demeanor and skill in working productively with opposing parties, qualities that consistently earned repeat engagements and referrals.

Throughout his practice, Doug was known for his ability to explain complex lease provisions and their real-world implications in clear, practical terms. His work focused on office, retail and industrial leasing, as well as complex commercial real estate transactions. He advised clients on land acquisitions, ground leases, sale-leaseback transactions and construction contracts, along with management and brokerage agreements.

Doug's leadership and expertise were recognized through his appointment as head of Shulman Rogers' Commercial Leasing Practice Group and his service on the firm's Board of Directors. In addition to his client work, he regularly led educational seminars for the real estate broker community, sharing practical insight drawn from decades of experience in the field.



BAR & COURT ADMISSIONS

District of Columbia
Maryland

EDUCATION

The George Washington
University Law School, J.D.,
1984, *with Honors*
University of Virginia, B.A.,
1981, *with High Honors*, Phi
Beta Kappa

Results

- Represented a tenant in leasing 253,000 square feet of office space in two buildings
- Represented a retailer in leasing 50 locations
- Represented a government contractor in leasing 145,000 square feet of space in Hanover, Maryland
- Represented owner of a building in leasing office space in a building that was not yet constructed
- Represented a national law firm in connection with new lease for 69,000 square feet of space in Washington, D.C.
- Represented owner of a 4 building complex containing over 900,000 square feet of space
- Represented owner in leasing/selling a portfolio of “Big Box” stores to grocery stores, home furnishing stores and other retail tenants
- Represented property owner in negotiating long term ground lease with a recognized local developer
- Represented tenant in leasing 320,000 square feet of space in Washington, D.C.
- Represented owner of multi-building medical complex in leasing medical offices
- Represented franchisee of national restaurant chain in leasing numerous restaurant locations

Recognition

- Martindale–Hubbell AV Preeminent Rating