

Wayne B. Heicklen

Partner



New York, NY



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Partner Wayne Heicklen is a member of Pryor Cashman's Real Estate Development, Real Estate Finance, and Real Estate Sales + Acquisitions Practices; he is also a member of the Real Estate, Corporate, and Banking + Finance Groups.

His dynamic national practice encompasses real estate, corporate law, finance, and general business transactions. Wayne advises institutional and private investors, including some of the biggest players in New York real estate.

Major financial institutions, real estate owners and developers, and large investors look to Wayne for counsel in a wide variety of real estate matters, including development, sales and acquisitions, ground, retail and office leasing, joint ventures, financing, and the private placement and syndication of real estate investment properties. He facilitates sophisticated commercial and residential real estate deals involving:

- Office buildings
- Regional shopping centers
- Inner city and suburban garages
- Hotels and restaurants
- Colleges
- Multifamily residential complexes
- Commercial and residential condominiums and cooperatives
- Mixed-use projects
- Warehouse and industrial sites

From negotiating with investors and property owners and closing strategic deals, to advising on restructuring and financing of portfolios, Wayne represents owners throughout every phase of a project, striving to maximize the potential of their real estate holdings. He played a lead role in several high-profile Manhattan projects, including:

- Ground leasing a major development site on the former Prince Lumber Company facility on Ninth Avenue in the Meatpacking District to Vornado Realty Trust
- The acquisition of excess zoning rights for the development of numerous projects adjacent to the High Line public park in West Chelsea
- Restructuring and recapitalizing Quik Park Garage Companies' portfolio of more than 100 owned, leased and managed properties
- The sale of a multifamily residential building encumbered by a ground lease by an affiliate of Atlantic Development

Wayne collaborates with colleagues across the firm to offer counsel on the real estate aspects related to clients' business transactions as well as on matters involving the restructure and workout of commercial mortgage and mezzanine loans on distressed properties.

Providing Experienced Counsel to Restaurant and Hotel Clients

Wayne's transactional and real estate savvy helps clients hospitality and restaurant clients strategically expand their operations. Wayne brings deep experience in structuring, negotiating, and drafting complex joint venture agreements among real estate owners and their financing sources, including private, individual, and institutional equity and debt. He is also instrumental in matching operating companies with sources of capital.

Services

- Leasing
- Real Estate Sales + Acquisitions
- Real Estate Finance
- Real Estate Development
- Real Estate
- Hotel + Hospitality

Education

- Syracuse University College of Law (J.D., 1982)
- Queens College of the City University of New York (B.S., 1980)

Recognition

- Named a leading attorney in Real Estate law by *Best Lawyers in America* (2012-26)
- Named to the *Super Lawyers – New York Metro* list in Real Estate law (2010-25)
- Named in *Real Estate Weekly's* published listing of "2008 All Stars"

Admissions

- New York, 1983

Professional Affiliations

- New York State Bar Association