

Real Estate Team of the Year

WINNER

MISHCON DE REYA

Nick Doffman

Incredible financial performance and some first-rate mandates

Mishcon de Reya's property team had a first-rate year, managing to grow its fee income by more than 40%. In a difficult market, the real estate team now contributes more than 25% of the firm's turnover, hauling in over £15m in 2011. While other firms have been scaling back their real estate practices, Mishcons has been on a hiring spree, bringing in six new partners since September 2009, bringing its total number of property partners to 18.

In 2011 the firm's five largest real estate transactions were valued at over £1.2bn. One of the standout deals was securing the lead role in representing Capco on its development of Earls Court and Olympia. The scheme is one of London's largest developments and will include 7,500 new homes and 2 million sq ft of commercial and retail space. The City firm also secured a key role representing Delancey and Qatari Diar on the real estate aspects of their £557m purchase and management of the Olympic Village.

Mishcon's impressive financial performance in property coupled with its investment in new hires and some top-notch client wins mean that the firm's real estate department is at the top of its game.

HIGHLY COMMENDED

DLA PIPER

Howard Bassford

DLA has advised Halton Borough Council on its £500m Mersey Gateway bridge building project during some difficult times. The firm was first instructed on the infrastructure project in 2008 and has helped steer it through the planning process, compulsory purchase orders, and a public inquiry.

FRESHFIELDS BRUCKHAUS DERINGER

Chris Morris; Alexander Watt

Freshfields had a tough job on its hands when new client Almacantar decided to purchase the Centre Point tower. Over a six-week period the Freshfields team had to pick its way through complex sale and purchase agreements of the listed building.

HERBERT SMITH

Ian Cox

Ian Cox's team at Herbert Smith acted for The Blackstone Group on its acquisition of the 1.9 million



(L-R) Mishcon de Reya's Philip Freedman, Nick Doffman and Susan Freeman, with Jones Lang LaSalle director Mark Bourne

sq ft Chiswick Park. The complex deal saw staff from the real estate, construction, planning and securitisation teams advising on the structuring of £360m worth of debt for the deal.

K&L GATES

Wayne Smith

K&L Gates advised client Henderson Global Investors through the challenging purchase of one of the City of London's largest development sites, the Leadenhall Triangle. The complex deal involved multiple parties in several jurisdictions and included the purchase of distressed assets.

SJ BERWIN

Edward Page; Anthony Shatz

SJ Berwin's team is well known for its property debt financing expertise and this year saw those skills put to the test. The team acted on a complex real estate debt workout transaction, advising a joint venture on the purchase of 160,000 sq ft development offices at 6 Bevis Marks.

TRIVERS SMITH

Julian Bass

Travers Smith's team advised the Peel Group on a massive real estate M&A deal, the sale of the 1.5 million sq ft Trafford Centre to Capital Shopping Centres. The deal was the largest-ever single UK property transaction.

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Congratulations to Mishcon de Reya, winner of Real Estate Team of the Year

