

**"Adapting to Market Conditions: Joint-Venture Considerations for the Institutional Real Estate Investor and its Legal Counsel," The Metropolitan Corporate Counsel, May 2012**

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In an environment where real estate buyers are increasingly confronted by a market that is either focused on a particular asset type, or geographic area, or some other widely accepted trend or type, many buyers are discovering that they must look beyond their normal "comfort zone" in order to identify, negotiate and close their next deal.

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