



# Keli Colby

*Partner*

*Washington DC*

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## Education

- American University, Washington College of Law, JD
- Sweet Briar College, BA, *Magna Cum Laude*

## Practices & Industries

- Real Estate
- Corporate

## Admitted to Practice

- District of Columbia
- Virginia

## Biography

As a former vice president and counsel with one of the largest publicly traded national REITs, Keli has an insider's perspective on the business needs of her real estate clients.

With a depth of knowledge gained from working on thousands of real estate deals over her 30-plus-years of getting deals done efficiently and in alignment with her clients' business goals.

Keli's work in Washington DC and nationally includes acquisitions and dispositions, development projects, joint ventures, leasing, ground leasing, and financing. She adeptly manages deals involving a variety of asset types, including office, retail, apartment, hotel, and workforce housing.

For one client, Keli assisted in all legal aspects of its 170-bed workforce housing project in Bozeman, Montana, from the ground up to the opening of the project in 2024. Her work included drafting and negotiating complex joint venture documents for the ownership of the project, the contract to purchase the land, the construction contract, the development management agreement and other service contracts, and master leases. She also assisted with the construction financing for the project in the amount of \$34.2 million.

## Bar Associations

- District of Columbia Bar Association
- Virginia Bar Association

## Selected Memberships & Affiliations

- Barclay Damon's Women's Forum
- CREW DC, CREW EDU Committee, Former Member
- CREW Network, Communications and Editorial Committee, Former Member

## Representative Experience

### Represented clients in the following transactions:

- \$12,350,000 sale of a community shopping center in Charlotte, North Carolina.
- \$29,345,000 financing of a multifamily apartment building in Takoma Park, Maryland.
- \$34.1 million sale of a multifamily apartment building in Baltimore, Maryland.
- \$19 million financing of a flex space complex in Annapolis, Maryland.
- Acquisition of a ground lease interest for the development of a hotel on land owned by the Salt River Pima-Maricopa Indian Community in Arizona.
- \$14.5 million financing of an office and retail building in Washington DC.
- Acquisition and financing of land in Fort Myers, Florida, for the development of a hotel.
- Development of a hotel in Bozeman, Montana, including drafting and negotiating complex joint venture documents for the ownership of the hotel, \$25.8 million construction financing, the construction contract, and various service contracts.
- Acquisition of land in Bozeman, Montana, including the joint venture documents, for the development of a mixed-use project.
- Sale and leaseback of three medical buildings and related joint venture documents in Minnesota.
- Multiple joint ventures for an equity fund to bring investors into various projects.
- Various office, flex space, and retail leases both as in-house and outside counsel, including with major law firms, GSA, technological companies, and national retailers.
- As in-house counsel supervised the acquisition, disposition, and financing of a wide range of asset types including office, mixed-use, flex-space, and residential and prepared construction contracts, development management agreements, and other service contracts.

## Prior Experience

- Shapiro, Lifschitz & Schram, Attorney
- Ballard Spahr LLP, Of Counsel
- Boston Properties, Vice President and Counsel

## Selected Community Activities

- WGIRLS Inc., Former Volunteer
- First Church of Christ, Georgetown, Homeless Services, Former Coordinator and Volunteer
- Boys & Girls Clubs of Greater Washington, Annual Real Estate Lunch, Former Board Member
- The Legal Aid Society, Former Volunteer Attorney
- Legal Services of Northern Virginia, Former Volunteer Attorney