



JAMES B. CONNOR

Shareholder

Gallagher & Kennedy
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My Practice

TAX LAW

REAL ESTATE

CONSTRUCTION - Construction Transactions

BUSINESS LAW & TRANSACTIONS

PROFESSIONAL SUMMARY

Jim practices corporate finance and real estate law, representing local and national real estate developers, lenders and investors with commercial real estate matters including apartments, industrial, office and retail projects, master planned communities and shopping centers. Jim has negotiated leases with national retail tenants, assisted borrower clients with securitized loans and synthetic leases, drafted various joint venture agreements and both closed and enforced secured loans in real and personal property collateral security. With 30 years of experience, Jim is well-versed in all corporate finance and real estate matters, having dealt extensively with a wide variety of legal issues.

REPRESENTATIVE EXPERIENCE

- Representing a developer-client in the sale of a 190,000 square foot power center to publicly traded REIT. The sale involved earnout provisions, unique title insurance problems and fewer than 30 days to close.
- Representing an investor client in the acquisition of a speculative 54-acre commercial site. Due diligence issues included complex structure for utility infrastructure and zoning matters.
- Representing a national RV park investor in 54 separate acquisitions in Arizona, Florida, Texas and California; funding source included Wall Street investment bank. Each deal included profits participations, out of state due diligence and review of various local regulatory requirements.
- Representing a regional, residential community developer in its acquisition, development and sale of tracts to homebuilders in 640-acre master planned community.

EDUCATION

University of San Diego
LL.M., 1982

Arizona State University
J.D., 1980

Rice University
M.Acctg., 1977

Rice University
B.A., 1976

BAR & COURT ADMISSIONS

- Arizona, 1980
- California (inactive), 1982
- U.S. Court of Appeals, Ninth Circuit, 1980
- U.S. District Court, District of Arizona, 1980

ASSOCIATIONS & MEMBERSHIPS

- State Bar of Arizona, Member
- All Saints Episcopal Church, Member
- All Saints Episcopal Day School, Former Board of Trustees Member
- Paradise Valley Country Club, Member
- The Luke's Men, Former President

HONORS & AWARDS

- AV Preeminent Peer Review Rating, Martindale-Hubbell
- *Best Lawyers in America*®, Real Estate Law, 2006-2024
- Arizona's Finest Lawyers, 2011
- Excellence in Accounting, Haskins & Sells Award, 1976

PUBLISHED WORKS

- Here are the Challenges in Repurposing Commercial Projects, *AzBigMedia.com*, February 6, 2018
- Challenges in Repurposing Commercial Projects, *In Business Magazine*, July 1, 2017
- The Most Common Mixed-Use Issues, *AZRE*, September 1, 2014