



MONICA B. CUNILL

REAL ESTATE
PARTNER

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PRACTICE AREAS

- Real Estate
- Financing
- Workouts
- Servicing

EDUCATION

- Nova Southeastern University, J.D., magna cum laude, 1995
- Florida International University, B.B.A., 1991
- Miami-Dade College, A.A., Business Administration, 1989

BAR ADMISSIONS

- Florida (1995)

PROFESSIONAL ASSOCIATIONS

- Cuban American Bar Association (CABA), Member
- CABA, Pro Bono Project, Inc. Board of Directors, 2013 - 2018
- Commercial Real Estate Women (CREW) Miami Chapter, Member
- CREW Miami Chapter, Chair of Membership Committee, 2014

LANGUAGES

- Spanish

Ms. Cunill represents clients in the acquisition, disposition, financing and leasing of various types of commercial real estate projects including retail centers, office buildings, multi-family projects, self-storage facilities, industrial properties, hospitality projects and mixed-use projects. She also has significant experience representing servicers (including the largest special servicer in the country) of CMBS loans with respect to, loan assumptions and interest transfers, loan and judgment sales, bankruptcy claim sales, REO sales, loan modifications and forbearances, discounted payoffs, partial releases and deeds in lieu of foreclosure, as well as representing financial institutions and other lenders with respect to the origination of commercial real estate loans and construction loans.

Ms. Cunill is actively involved with, and committed to, our local community. She is an active member of the Cuban American Bar Association (CABA), has served on various CABA committees throughout the years and was previously awarded with CABA's Outstanding Member Award. She was the recipient of the John Edward Smith Child Advocacy Award. She is also a member in the Miami Chapter of Commercial Real Estate Women (CREW) and was the recipient of the CREW Networking Deal of the Year award in 2014. She was appointed to the board of CABA Pro Bono, Inc. in 2013 and continued to serve as a board member through 2018.

PUBLICATIONS & SPEAKING ENGAGEMENTS

- Presenter, "Top Issues in CRE Contracts and Loan Application Process," 2015
- Co-Presenter, "Loan Assumptions Seminar," 2015
- Co-Presenter, "Special Servicing Seminar," 2013
- Co-Presenter, "Loan Assumptions 101 Seminar," 2013
- Presenter, "SPE Entities and Transfer Provisions," 2013
- Co-Presenter, "All Things Leasing Seminar," 2013
- Co-Author, "Loan Purchase Offers Commercial Real Estate Investment Opportunities," New Miami Blog, 2012
- Co-Author, "Investment Analysis Buying Into Distress: Don't discount due diligence when purchasing troubled loans," Commercial Investment Real Estate, 2010
- Co-Author, News Alert: "Dealing With Your CRE Portfolio," ABA Banking Journal, 2009

AWARDS & RECOGNITION

- Commercial Real Estate Women (CREW) Networking Deal of the Year Award, 2014
- Cuban American Bar Association (CABA) Outstanding Member Award, 2008
- John Edward Smith Child Advocacy Award, 2005.

ACQUISITION, FINANCING, AND DISPOSITIONS

- Represented international company in the purchase of a hotel in downtown Miami. The assemblage of the property required acquisition of 2/3 of a downtown city block from several different owners and multiple ground lessees, negotiation with a labor union and termination of tenant leases, as well as the acquisition of the operating hotel.
- Represented developer with respect to purchase and financing of commercial property in Coral Gables for potential re-development.
- Represented national and international clients in purchase and sale of numerous lots in Wynwood and Design District area of Miami.
- Represented international client with the \$57,000,000 sale of mixed commercial use property located in downtown Miami across the Adrienne Arsht Center for the Performing Arts and between the Brickell corridor and the Design District.

LOAN ORIGINATIONS

- Represented investment banks in connection with hundreds of commercial mortgage loan originations throughout the United States.
- Represented numerous financial institutions and other lenders with respect to origination of, or participation in, commercial real estate loans throughout the United States, including construction loans.

WORKOUTS AND SERVICING OF COMMERCIAL MORTGAGE-BACKED SECURITIES (CMBS) LOANS

- Represented servicers (including the largest special servicer in the country) of commercial mortgage-backed securities (CMBS) loans in a variety of complex matters involving performing and non-performing loans, which special servicer serviced over 100 pools of loans, totaling more than \$150 billion in principal and relating to real property interests throughout the United States.

LEASING TRANSACTIONS

- Represented several office building owners in office leasing transactions throughout Florida.

SALE OF LOANS

- Represented clients in connection with the sale of loans with an aggregate approximate balance of \$3 billion, the largest of which had a balance of \$192,000,000.
- Represented client in connection with the sale of a defaulted mortgage loan with an approximate principal balance of \$36,000,000. The collateral for the loan was a multifamily project located in the Bronx, New York, and the sale was accomplished through a transfer of the membership interest in the entity that owned and held the loan.

PURCHASE OF LOANS

- Represented clients in the purchase of loans secured by commercial real estate throughout the United States.