



Jeffrey M. Smith

Partner

Houston

+1 713-651-2727

Jeff concentrates his practice on complex commercial real estate transactions related to the acquisition, development, and disposition of industrial, multi-family, office, retail, and hospitality properties.

Jeff represents a wide array of developers, private equity funds, investors, and large corporations in complex real estate transactions. His extensive real estate experience includes an emphasis on the representation of landlords and tenants in office, industrial and retail leasing, acquisitions and dispositions of commercial properties, including industrial facilities, apartment complexes, and large ranches for commercial operations, and the representation of equity investors in joint ventures.

He has also represented receivers in commercial real estate matters and lenders in secured commercial lending transactions ranging from construction to permanent financing workouts, foreclosures, troubled asset disposition, and note purchase and sale transactions.

Key Matters

Some of the experience represented below may have been handled at a previous firm.

- Representing a national real estate and development firm in connection with its equity investments in multi-family and hospitality developments.
- Representing a large, international private equity firm in their leasing matters throughout the United States and internationally.
- Representing a real estate developer in the acquisition, development, leasing, and disposition of industrial properties.
- Represent a theme park operator in connection with the lease for its headquarters relocation.
- Represent a wastewater treatment and disposal company in connection with the acquisition of ranches comprising 122,000 acres.
- Represent an oil and gas exploration company in the acquisition of an office building.
- Counseling a national retailer in the negotiation of anchor tenant leases and related transactions throughout the United States.
- Counseling a property management company as receiver of commercial properties, including sale of 550,000-square foot mixed-use development.
- Representing a real estate developer in the leasing of a 625,000-square foot retail shopping center.
- Advising a residential real estate developer in acquisition and financing of land for development.
- Representing lenders in connection with the purchase and sale of distressed assets with a focus on loan portfolio purchases and REO properties acquired through foreclosure.

Recent Experience

Winston Represented DNOW Inc. in its Acquisition of Whitco Supply

Sale of International Cellulose Corporation Assets to Saint-Gobain

RIJE Auto Group Sale of a San Antonio Honda Dealership to Lithia Motors

Mission Critical Electronics LLC, Acquires DuraComm Corp.'s Power Products and Systems Division

Lily's Confectionery Brand Sale to The Hershey Co.

Kainos Capital's Ferraro Fine Foods Sale to Kelso & Co.

VMG Partners' Minority Investment [solidcore]

Charger Investment Partners' Acquisition of Beans & Brews Coffeehouse

FORM.com's Acquisition of GoSpotCheck

Kainos Capital's Acquisition of Nutrisystem

Recognitions

- *Best Lawyers*®, Banking and Finance Law (2015–2024)
 - *Best Lawyers*®, Real Estate Law (2022-2024)
 - *The Legal 500 US*, “key lawyer,” Real Estate (2023)
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Activities

- Fellow, Texas Bar Foundation
 - Board Member, Theatre Under the Stars (TUTS)
 - Board Member, The Lighthouse of Houston
 - Member, State Bar of Texas
 - Member, Houston Bar Association
 - Member, University of Notre Dame Alumni Association – Houston
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Credentials

EDUCATION

Jeff received his B.A., *magna cum laude*, in 1997 from the University of Notre Dame. He obtained his J.D., *summa cum laude*, in 2003 from the University of Illinois College of Law, where he served as Symposium Editor of the *University of Illinois Law Review*, was inducted into the Order of the Coif, and was honored with a Rickert Award.

ADMISSIONS

- Texas

Related Insights & News

Publications

- Presenter, “Real Estate Law” – Presentation to Corporate Counsel Externship Program, SMU Dedman School of Law, October 2021
- Presenter, “Emerging Trends in the Single-Family Sector” – Presentation on trends and unique issues that arise in the single-family build-to-rent and iBuyer spaces made to the Houston Real Estate Lawyers’ Council, June 2021
- Publication, “Office/Retail FAQ’s (COVID-19),” – Publication for Winston & Strawn COVID-19 Task Force related to common questions from tenants arising from COVID-19 pandemic, March 2020
- Presenter, “U.S. Real Estate” – Presentation providing a primer on basic principles in United States real estate transactions presented to Chinese companies, October 2017
- Contributor, “Loan Workouts” presented at South Texas College of Law Annual Real Estate Law Conference, June 2009
- Contributor, “Foreclosure Issues of 2007 – In a Difficult Economy” presented at University of Houston Law School Advanced Real Estate Court, November 2007

- Publication, “The Prospects for Continued Protection for Professionals Under the NLRA: Reaction to the Kentucky River Decision and the Expanding Notion of the Supervisor,” University of Illinois Law Review, Volume 2003, Number 2

RECOGNITIONS

Winston Attorneys Recognized in *The Best Lawyers in America*® 2024

AUGUST 17, 2023

RECOGNITIONS

Winston & Strawn Recognized in *The Legal 500 U.S.* 2023

JUNE 7, 2023

RECOGNITIONS

Winston & Strawn Attorneys Recognized in *The Best Lawyers in America*® 2023

AUGUST 18, 2022

RECOGNITIONS

Winston & Strawn Attorneys Recognized in *The Best Lawyers in America*® 2022

AUGUST 19, 2021

IN THE MEDIA

Winston’s Involvement in Silva International Sale Featured in *Texas Lawbook*

SEPTEMBER 14, 2020

RECOGNITIONS

Winston & Strawn Attorneys Recognized in *The Best Lawyers in America*® 2021

AUGUST 20, 2020

NEWS

Winston & Strawn Advised Quest Nutrition in its Sale to Atkins Nutritionals, Inc., a Portfolio Company of The Simply Good Foods Company

AUGUST 21, 2019

RECOGNITIONS

Winston & Strawn Lawyers Recognized in *The Best Lawyers in America*® 2020

AUGUST 15, 2019

RECOGNITIONS

Winston & Strawn Recognized in *The Legal 500 U.S.* 2019

IN THE MEDIA

Winston’s Involvement in American Dehydrated Foods/International Dehydrated Foods Sale Featured in *Texas Lawbook*

FEBRUARY 6, 2019

IN THE MEDIA

Winston’s Involvement in Kainos’ Florida Food Sale to MidOcean Partners Featured in *Texas Lawbook*

SEPTEMBER 18, 2018

RECOGNITIONS

101 Winston Lawyers Listed in *The Best Lawyers in America*® 2019

AUGUST 15, 2018

Capabilities

- Finance
- Private Equity
- Real Estate
- Transactions
- Financial Services