ArentFox Schiff LLP
Attorneys

Juliet Varvarian Voses

COUNSEL

Juliet is a member of the firm’s Real Estate Practice Group.



Practices

Real Estate
— Acquisitions & Dispositions
— Real Estate Development
— Real Estate Finance - Lenders
— Real Estate Leasing
— REITs

Languages

Armenian

Education

St. John’s University, JD, cum laude, 1999
New York University, BA, magna cum laude, 1995

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New York

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Juliet’s practice focuses on acquisitions, dispositions, leasing/subleasing, financing, and redevelopment of commercial properties throughout the US. Juliet counsels clients on all phases of transactions, from letter of intent to closing, including deal structuring, due diligence (title, survey, land use, site, and environmental assessments), drafting, and negotiation.

Before joining ArentFox Schiff, Juliet served as Assistant General Counsel and Assistant Corporate Secretary for an NYSE-listed REIT. As head of real estate transactions she worked closely with the C-suite and business team to identify, assess, and mitigate risk, while ensuring alignment with business goals.

Client Work

- Drafted and negotiated redevelopment leases to repurpose former gas station properties into higher and better uses, such as urgent care centers, quick service restaurants, oil change facilities, banks, and residential projects. Partnered with environmental team to address environmental issues and mitigate risks associated with historic gas station uses.
- Directed a transformative nationwide disposition program, divesting over 300 gas station and terminal properties through an accelerated sealed-bid auction process following a major tenant bankruptcy, strategically maximizing recovery value.
- Led acquisition-leaseback and sale-leaseback acquisitions (with secured and unsecured financing options) and NNN fee acquisitions of properties under existing leases for various asset classes, including convenience and gas service stations, car washes, tire and battery facilities, oil change facilities, and drive-thru retail food and coffee stores.
- Managed dispositions of individual sites to third parties, including the recapture or severance of properties from long term unitary leases; collaborated with the environmental team to develop deed covenants program, enhancing marketability and enabling premium sales of legacy gas station properties to developers of residential projects.
- Participated in the representation of Mandarin Oriental Hotel Group in the acquisition and construction loan financing for AOL Time Warner Center at Columbus Circle.
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Represented borrowers, including the National Soccer Hall of Fame, in financing matters.

- Drafted and negotiated commercial leases and subleases for retail and office space.
- Drafted and negotiated acquisition and related closing documents, reviewed title documents and conducted closings for commercial real estate purchases and sales.
- Drafted and negotiated purchase and sale documents and conducted closings for high-end residential transactions, including the purchase of diplomatic residences for the Republic of France.
- Conducted due diligence for various transactions, including the acquisition of a nationwide cement and aggregate company.

Bar Admissions

New York

New Jersey