



Jacob W. Reby

Senior Counsel

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Jacob Reby advises clients on complex real estate, corporate, and financing transactions, bringing decades of experience and a practical, detail-oriented approach to structuring and closing high-value deals.

Jake concentrates his practice in structuring, negotiating, drafting, and closing a wide variety of real estate, corporate, and financing transactions. He represents developers, owners, users, institutions, and lenders involved in office, retail, hospitality, residential, energy, health care, multi-family, industrial plant, shopping center, and redevelopment projects. His work includes site selection and zoning, incentives, land acquisition, infrastructure and building construction, sales and leasing, construction and permanent financing, and restructuring and workouts.

Jake has served as outside general counsel to several companies and has successfully closed more than 100 corporate purchase and sale transactions. He is the author of a four-volume treatise, *Banking and Lending Institution Forms*, which has been the top-selling bank forms book in the country for more than 20 years.

He is one of only four lawyers in Missouri elected as a Fellow of both the American College of Real Estate Lawyers and the American College of Mortgage Attorneys. Jake is AV® Preeminent™ Peer Review Rated by Martindale-Hubbell, has been selected by his peers for inclusion in *Best Lawyers®* (2007–2026) and *Missouri & Kansas Super Lawyers®* (2005–2023), and is recognized in *The International Who's Who of Real Estate Lawyers* (2011–2020). He is a frequent speaker and author for bar associations and industry groups.

Education

- New York University School of Law (LL.M. in Corporation Law)
- Saint Louis University School of Law (J.D.)
 - *Saint Louis University Law Journal*
 - Phi Delta Phi legal fraternity, outstanding graduate
 - Murphy Inn Chapter, President

Services

- Real Estate
- Banking & Financial

- Washington University in St. Louis (B.S.B.A.)
 - Accounting

Professional Affiliations

- Fellow, American College of Real Estate Lawyers
 - Leasing Committee
 - Hotels, Resorts and Hospitality Industry Committee
- Fellow, American College of Mortgage Attorneys
 - Past President
 - Membership Committee
 - Opinions Committee
- Director, The PrivateBank (2000-2014)
- Advisory Director, Mark Twain Bank (1985-1991)
- Arbitrator, American Arbitration Association (1986-2003)
- Committee Council, Missouri Corporation Law and Business Organizations Committee (1977-1980, 1987-1989)

Admissions

- Missouri Bar

Charitable & Civic Involvement

- Director and past President, Ozark Regional Land Trust (2008-2017)
- Director and Executive Committee, Contemporary Art Museum St. Louis (2007-present)
- Director, Rung Foundation, Inc. (2019-present)
- Chairman, Clayton Public Art Advisory Commission (2014-present)
- Jewish Federation of St. Louis (Director and President of Leadership Development Council, 1978-1980; Co-President of Cardozo Society, 2007-2009)
- Charter Class, Parkway Alumni Association Hall of Fame
- Chairman and Director, Saint Louis Art Fair (1993-2007)
- Chairman and Director, Saint Louis Jazz Festival (2000-2007)
- Governor, Westwood Country Club (2005-2007)
- Director, The Big Read (2006-2007)
- Director, Clayton Child Center and Clayton Academy (1984-2003)
- Vice Chairman and Director, AMC Cancer Research Center Foundation (1995-2000)
- President and Director, Clayton Chamber of Commerce (1979-1997)
- President and Director, Laumeier Sculpture Park (1988-1995)
- President and Director, Clayton Athletic Association (1986-1988)

Representative Transactions

Jake has worked on deals concerning the following:

- Represented a large multinational industrial technology company in negotiating its world headquarters lease and entitlements
- Represented the seller in disposition of a multistate shopping center portfolio
- Represented a pension fund in the purchase of a power center
- Represented a national service company as tenant in numerous office building leases
- Represented a franchisee in multiple lease transactions
- Represented a multinational feed ingredients company in a build-to-suit lease transaction of its LEED Platinum world headquarters
- Represented national big-box users in numerous power center leases, construction and development agreements and REAs
- Represented a borrower in connection with mortgage financing of its national credit tenant lease portfolio
- Represented a portfolio owner in multiple CMBS financings
- Represented a lender in a construction and acquisition loan of a large office building
- Represented a manufacturing company in a multiyear line of credit, term loan and real estate financing
- Represented a buyer in the purchase of assets of a national fitness equipment manufacturing company
- Represented the seller of a plastics molding company in the sale of assets to a private equity fund
- Represented a safety equipment manufacturer in the sale of its assets to a strategic buyer
- Represented a buyer in the purchase of a forest products plant and related real estate
- Represented a national bank in the disposition of numerous bank branches
- Represented a national company in the lease of an inland port facility
- Represented the seller of a limestone kiln and stone packaging business to a strategic buyer
- Represented a service company tenant in a lease modification workout agreement for its corporate headquarters
- Represented a retail tenant before a city in rezoning of property and conditional use permit
- Represented a developer in zoning and conditional use permit for student housing projects
- Represented an owner in the development, construction, financing, leasing and operations of a 10,200 seat multi-sports arena
- Served as Missouri counsel and issued legal opinions for numerous real estate and

corporate transactions throughout Missouri

Mergers & Acquisitions

Jake advises both public and private companies on mergers, asset and stock acquisitions and sales, consolidations, reorganizations, recapitalizations, and similar transactions. He has counseled both buyers and sellers in M&A transactions spanning numerous industries including agriculture, manufacturing, technology, banking, consumer goods, and service industries. Jake has extensive experience assisting companies acquiring assets in distressed situations, and he works closely with our restructuring and workout group in such transactions.

Industry Recognition

American College of Real Estate Lawyers (ACREL)

Admitted by invitation only after a rigorous screening process, Jake is one of only a handful of ACREL's distinguished lawyers have been elected to fellowship for their outstanding legal ability, experience, and high standards of professional and ethical conduct in the practice of real estate law. The American College of Real Estate Lawyers is the premier organization of U.S. real estate lawyers.

American College of Mortgage Attorneys (ACMA)

Another exclusive organization with arduous membership qualifications, ACMA's members are among best of the best in the mortgage law industry and continue to give back to the industry. Not only a Fellow of this prestigious organization, Jake is the Missouri State Chair and serves on the Board of Regents.

The PrivateBank

Jake serves as the Advisory Director for The PrivateBank, in which he is available to offer his extensive experience in commercial real estate law. The PrivateBank delivers compelling banking solutions for its clients throughout the Midwest.

Publications

September 24, 2021

Current State of Capital Markets and Economic Outlook

American College of Mortgage Attorneys (ACMA) Annual Meeting (panel leader)

Spring 2017

Rise of The Machines: Electronic Signatures and Paperless Closings

The Abstract

December 2016

Rise of the Machines: Electronic Signatures and Paperless Closings

Fall 2016

Circuits Remain Split on Application of ECOA to Spousal Guarantors

The Abstract

March 28, 2016

The Rights of Artists Under The Visual Artists Rights Act of 1990

St. Louis Volunteer Lawyers and Accountants for the Arts

March 23, 2016

Conservation Easements: Strategies for Lawyers' Land-Owning Clients

Moneta Group

October 2015

Ethical Issues in Reporting Purchase Prices

American College of Mortgage Attorneys Annual Meeting

1991-2015

Banking and Lending Institution Forms

LexisNexis, Sheshunoff

Fall 2015

Who Controls the Ghost Subdivision? The Missouri Supreme Court Addresses the Competing Rights of Homeowners and a Foreclosing Bank in a Failed Residential Development

The Abstract

January 2015

The Visual Artists Rights Act of 1990 and Its Impact on the Real Estate Owner

The Practical Real Estate Lawyer

October 2014

The Visual Artists Rights Act of 1990 and Its Impact on the Real Estate Owner

American College of Real Estate Lawyers Annual Meeting

2007 - 2014

2007 - 2014 National Mortgage Law Summary (Missouri Section)

American College of Mortgage Attorneys

October 2011

Residential Developer Default from a City's Perspective

American College of Mortgage Attorneys Annual Meeting

October 2011

Ethical Issues In Reporting Purchase Prices

American College of Real Estate Lawyers Annual Meeting

November 2009

Green Requirements for Restaurants

The Practical Real Estate Lawyer, ALI-ABA, Vol. 23, No. 6

October 2009

Green Restaurant Association and LEED Certification Requirements for Restaurants That You Need to Know

International Council of Shopping Centers Law Conference

2009

Commercial Leasing In Troubled Times: Forms, Checklists, and Advice

ALI-ABA

March 2008

Green Buildings - Achievability and Sustainability

American College of Real Estate Lawyers Spring Meeting

March 2008

How Buildings Work

American College of Real Estate Lawyers Spring Meeting

July 2007

Tower Crane License Agreements (with Form)

The Practical Real Estate Lawyer, American Law Institute, American Bar Association, 23, No. 4

January 2005

Negotiating Takeover and Self-Help Rights in Shopping Center Construction Projects

The Practical Real Estate Lawyer, American Law Institute - American Bar Association, 21, No. 1

October 2004

Negotiating Takeover and Self Help Rights Up Front

International Council of Shopping Centers Law Conference

October 2003

The Unique Deal - 2003

American College of Real Estate Lawyers Annual Meeting

October 2002

Rights of First Refusal and Rights of First Offer

International Council of Shopping Centers Law Conference

1994 - 1998

Construction and Development Forms

Arlington, A.S. Pratt & Songs

1997

Acquiring or Selling the Closely-Held Business

University of Missouri School of Law

1983 - 1993

Modern Construction and Development Forms

Boston: Warren, Gorham & Lamont

1981 - 1992

Modern Banking Forms

Boston: Warren, Gorham & Lamont

1979 - 1992

Modern Real Estate and Mortgage Forms

Boston: Warren, Gorham & Lamont