



## Gennaro M. DeSantis

### Director

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Gennaro works with his clients to help them navigate real estate and development transactions. His clients range from one of the fastest growing senior housing developers and operators in the country to individuals developing hotels, self-storage facilities, retail developments, and commercial properties to individuals simply investing in commercial real estate.

Gennaro has experience acting as outside general counsel for real estate investment, development, and management companies. In this capacity, he assists his clients in all aspects of transactional matters, including multi-million dollar real estate and corporate transactions. He has experience representing clients in development, financing, acquisition, disposition, and day-to-day management and operations. He also has a niche in representing technology and start-up companies in all aspects of business development, including entity formation, real estate purchases, lease negotiations, financing, business plan preparation, due diligence, business expansion, site development, acquisitions, trademark and copyright protection, licensing, and permitting.

Prior to joining Fairfield and Woods, Gennaro owned his own firm for over 12 years. Prior to that, he was a partner at a Colorado-based real estate firm and he also spent time in-house as the CEO and General Counsel of an international trading company. He draws on his combined legal, business, and entrepreneurial experience to effectively and innovatively address his clients' needs.

### Education

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University of Denver Sturm College of Law, J.D., 1997

Middle Tennessee State University, Recording Industry Management, B.S. , *cum laude*, 1994

### Bar Admissions

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Colorado

## Practice Areas

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Real Estate  
Construction and Land Development  
Purchase and Sale, Leasing, and Due Diligence  
Corporate  
Mergers and Acquisitions  
Entrepreneurs and Closely Held Businesses

## Sectors

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Residential, Commercial, Industrial, and Mixed-Use Development  
Start-Ups and Entrepreneurial Law

## Community Involvement

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Medicine Horse Program, Board of Directors, 2017-present