



Richard L. Pensinger

Partner

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OVERVIEW

Rick Pensinger is a partner in the firm's Real Estate practice. He represents clients in the acquisition, sale, and leasing of commercial real estate, particularly in the wireless telecommunications, healthcare, automotive, and restaurant industries. For more than two decades, Rick has represented a leading wireless telecommunications provider in the development, leasing, acquisition, and disposition of network real estate assets throughout the United States. This representation has included numerous complex, large-scale wireless market acquisitions, as well as the negotiation of distributed antenna system (DAS) agreements involving significant public venues.

ACHIEVEMENTS

- Recognized by *The Best Lawyers in America*[®] for Real Estate Law in Nashville, TN, 2021-2026

PROFESSIONAL / CIVIC ACTIVITIES

- Tennessee Bar Association
- Nashville Bar Association
- American Bar Association

EDUCATION

- J.D., Vanderbilt Law School, 1997
- B.A., Duke University, 1994 (*cum laude*)

ADMISSIONS

- Bar of Tennessee

NEWS & EVENTS

- 18 August 2022, More Than 350 K&L Gates Lawyers Named Among 2023 Best Lawyers in America, Ones to Watch
- 10 February 2022, K&L Gates Deepens Real Estate Group With Addition of Nashville Trio

AREAS OF FOCUS

- Real Estate

INDUSTRIES

- Technology
- Telecommunication Infrastructure

REPRESENTATIVE EXPERIENCE

- Represented a leading wireless telecommunications provider in the real estate aspects of a \$45.7 million acquisition transaction involving 96 wireless telecommunications sites in Missouri.
- Represented a leading wireless telecommunications provider in the real estate aspects of a \$380 million acquisition transaction involving approximately 400 wireless telecommunications sites together with associated office and retail properties in Kentucky.
- Represented a leading wireless telecommunications provider in the real estate aspects of a \$120 million divestiture transaction involving approximately 1,500 wireless telecommunications towers in 21 states.
- Represented a leading wireless telecommunications provider in the real estate aspects of a \$210 million acquisition transaction involving approximately 140 wireless telecommunications sites in Ohio and Kentucky.
- Represented a leading wireless telecommunications provider in the real estate aspects of a \$240 million acquisition transaction involving approximately 250 wireless telecommunications sites together with associated retail properties in Louisiana and Mississippi.
- Represented a leading wireless telecommunications provider in the real estate aspects of a \$2.35 billion divestiture transaction involving approximately 2,000 wireless telecommunications sites together with associated office and retail properties in eighteen (18) states.
- Represented a leading wireless telecommunications provider in the real estate aspects of a \$223 million divestiture transaction involving approximately 680 wireless telecommunications sites together with associated office and retail properties in Georgia, Idaho, Illinois, North Carolina, Ohio and South Carolina.

- Represented a leading wireless telecommunications provider in the real estate aspects of a \$2.67 billion merger involving approximately 1,200 wireless telecommunications sites together with associated office and retail properties in fifteen (15) states.
- Represented a leading wireless telecommunications provider in the real estate aspects of a \$400 million acquisition transaction involving approximately 2,400 wireless telecommunications sites in fourteen (14) western states.
- Represented a leading wireless telecommunications provider in the real estate aspects of a \$750 million acquisition transaction involving approximately 350 wireless telecommunications sites together with associated office and retail properties in thirteen (13) northeastern and mid-Atlantic states.