



Charles F. Martin, III

Partner

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Charles F. Martin, III is a nationally recognized, Chambers ranked, transactional commercial real estate attorney with approximately 25 years of experience guiding clients through complex, high-stakes real estate matters. Known for his pragmatic approach and ability to drive deals forward, Charles has built a national reputation as a trusted advisor to institutional investors, real estate developers, real estate funds, REITs, municipalities, and lenders across the country. Charles is frequently called upon to lead multidisciplinary teams on marquee transactions and serves as outside general counsel to several long-standing clients.

He serves on the firm's Managing Committee, where he plays a key role in shaping strategic growth initiatives, including the expansion of the firm's real estate footprint in South Florida and the New York Metro area.

Dealmaker Across Asset Classes + Geographies

Charles's practice spans the full lifecycle of commercial real estate transactions, with recent work including:

- **Redevelopment of urban infill sites** in Miami-Dade and Broward Counties, including mixed-use projects involving complex land use, environmental, and finance components.
- **Acquisition and disposition of office towers and retail centers** in Manhattan, Brooklyn, and Stamford, often involving multi-party negotiations, joint ventures, and tax structuring.
- **Representation of lenders and borrowers** in securitized and balance sheet financings, including Freddie Mac and CMBS transactions, with active involvement in underwriting and diligence across both regions.
- **Leasing counsel for national landlords and tenants**, including ground leases, retail rollouts, and industrial leases across North America, with a concentration of activity in New York City, Westchester County, NY, Fairfield County, CT and South Florida.

Practice Focus

Development

Charles advises developers, funds and municipalities on all aspects of commercial real estate development, including land use, environmental, construction, tax, and public finance.

Sales + Acquisitions

Charles represents buyers and sellers in high-value transactions across the U.S., including recent deals in New York City and South Florida, where he has helped clients navigate title, zoning, and regulatory complexities.

Financing Transactions

Charles is deeply experienced in real estate finance, representing both institutional lenders and borrowers. His work includes drafting and negotiating loan documents, managing diligence, and advising on securitization and syndication strategies.

Leasing

He counsels landlords and tenants in retail, office, restaurant, and industrial leasing. Recent matters include counsel-level leasing roles in NYC and advisory work for developers expanding into South Florida's booming commercial corridors.

Leadership + Strategic Growth

Charles is instrumental in driving the firm's growth strategy in South Florida, where he is helping to build a robust pipeline of work in Miami, Fort Lauderdale, and West Palm Beach. His efforts are aligned with the region's economic expansion and increasing demand for sophisticated legal counsel in real estate development, finance, and leasing.

He also maintains a strong presence in the New York Metro market, where he has led numerous transactions involving institutional clients, private equity sponsors, and public entities. His dual-market fluency allows him to seamlessly advise clients operating across both regions.

Services

- Real Estate + Development
- Affordable Housing + Finance
- Brownfields + Redevelopment
- General Corporate Services
- International
- Landlord + Tenant Leasing
- Real Estate Acquisitions, Dispositions + Development

Industries

- Real Estate Developers + Owners
- Coastal + Offshore Resources

Education

- University of Connecticut School of Law (Juris Doctor)
- Fairfield University (Bachelors, *cum laude*)
 - B.A., Economics

Admissions

- State of Connecticut
- State of New York
- State of Florida

Recognitions

Ranked in *Chambers USA: America's Leading Lawyers for Business* in the State of Connecticut in the area of Real Estate for 2025, 2024 and 2023

Selected by his peers for inclusion in *The Best Lawyers in America*® in the area of Real Estate Law since 2023

Listed in the 2021 "300 Top Lawyers in Fairfield County" in the area of Real Estate published by *Greenwich Magazine*

Listed as a Rising Star in the New York Metro *Super Lawyers*® list from 2009 to 2016

Connecticut Law Tribune, recognized in 2013 *New Leaders in the Law Yearbook*

Fairfield County Business Journal, 2012 "40 Under 40" Inductee

Leadership + Memberships

NAIOP South Florida Chapter

Board Member

Fairfield County Commercial Brokers Network

Secretary (2008 - Present)

Fairfield County Bar Association

Board Member (2013 - 2017)

Urban Land Institute

Treasurer and Executive Board Member (2010 - 2012)

New Covenant Center

Former Advisory Council

Stamford Partnership

Former Board Member

Fairfield University

Former Board Member, Pre-Law Advisory Council