

Raymond D. Seiler

Partner | Vice Group Leader, Health Care



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Practices/Industries

- Real Estate
- Health Care
- Long-Term Care
- Energy, Natural Resources & Utilities

Education

Ohio University
(B.B.A., *cum laude*, 2008)
The Ohio State University
Moritz College of Law
(J.D., 2011)

Overview

Ray is the Vice Group Leader of Ulmer & Berne's Health Care Practice Group. He is an experienced real estate attorney who represents individuals, small and midsize businesses, private equity firms, and financial institutions in all phases of commercial real estate leasing, acquisition, disposition, management, development, and financing. Ray also assists skilled nursing and assisted living facility owners and operators with the real estate aspects of acquisitions, divestitures, and leases of long-term care facilities. In addition to his real estate knowledge, Ray also has extensive experience representing mineral owners, as well as oil and gas exploration and production companies, in the negotiation of oil and gas leases and the analysis of mineral title issues. Ray uses his unique background to help clients confront and resolve complex real estate issues and help them achieve their goals. Recognized for his professional achievements, Ray has been named as an Ohio Super Lawyers Rising Star.

Experience

- Provides counsel to owners and operators of skilled nursing and long-term care facilities with all aspects of complex real estate acquisitions, divestitures, and leases.
- Assists with multiple phases of long-term care facility acquisitions, including drafting purchase agreements, performing due diligence, assisting with loan and equity financing, and working with sellers, lenders, investors, and title companies to successfully close transactions.
- Serves as counsel for both long-term care facility owners and operators in connection with the negotiation of nursing facility leases.
- Provides counsel regarding compliance with HUD requirements for financing of long-term care facilities.
- Serves as local counsel for borrowers and lenders in connection with commercial real estate financing transactions.
- Represented a publicly traded real estate investment trust in leasing transactions throughout the United States.
- Represented a real estate investment company in connection with joint ventures and syndications to acquire multi-family and senior living facilities in various states.
- Represented a privately-held company in connection with the management of a retail real estate portfolio.
- Represented sellers and buyers in numerous 1031 tax deferred exchanges.
- Represented a non-profit organization and its subsidiaries in a successful application for federal group tax exemption.
- Represented landlords and tenants in various commercial leasing transactions.
- Represented the seller in the sale and leaseback of a commercial real estate portfolio to a real estate investment trust.

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Experience (Cont)

- Represented dentists regarding entity structuring and commercial real estate transactions.
- Represented a mezzanine lender in numerous sponsor-backed asset acquisitions.
- Advised landowners in energy related land use issues, including matters related to ownership and leasehold rights in minerals.
- Represented financial institutions in connection with commercial loans and other financing transactions.
- Represented clients in all phases of commercial real estate leasing, acquisition, and management, including lease and purchase contract negotiation, title commitment and survey review, and guidance of the transaction to a successful and timely closing.

Involvement

Professional Affiliations

- Ohio State Bar Association
- Cleveland Metropolitan Bar Association
- Cleveland Metropolitan Bar Association Leadership Academy (*Class of 2020-2021*)
- International Council of Shopping Centers

Community Involvement

- Pathway Caring for Children (*Board of Directors*)

Firm Involvement

- Vice Group Leader, Health Care

Honors & Distinctions

- Named to the Ohio Super Lawyers Rising Stars list (2019-2022)
- Named to the Best Lawyers: Ones to Watch, Real Estate Law (2022)

Admissions

- State of Ohio