

THE RECORDER

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LEGAL AWARDS
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REAL ESTATE LAWYER OF THE YEAR WINNER: Farshad Morè, Gibson, Dunn & Crutcher



Courtesy photo

**Farshad Morè, with Gibson,
Dunn & Crutcher.**

Farshad Morè is a partner with Gibson, Dunn & Crutcher.

What's your proudest professional achievement of the past year and why?

My proudest achievement in navigating some of these large transactions is offering the opportunity to have some of our practice's senior associates lead the charge. I've been practicing for 21 years, and most of my foundational achievements have been directly related to the opportunities that my mentors gave me over the years. Being able to afford these same opportunities to colleagues who are newer to the field is something I'm particularly passionate about. Seeing the potential in my colleagues—cultivating it in places where they may not yet see it themselves—makes me very proud.

What advice would you give to new attorneys specializing in real estate law?

In the grand scheme of things, never stop thinking about your clients' business goals. In many areas of our work, lawyers can lose track of advising and guarding against associated risks, which can often challenge these goals. The best way to counsel and advise your clients is by keeping these goals in mind and framing your advice around them. Be your client's counselor and adviser – not just another lawyer.

How is the practice of real estate law changing?

The more sophisticated clients are seeking counselors and advisers, looking for practitioners who can find them holistic solutions for their goals. Whether it's how to get a deal when there's a competitive process, structuring a deal with competing interests or beyond—it has become more and more about a counseling relationship than just a drafting and negotiating relationship. I see this more and more. As the market for sophisticated, high-end transactional counsel becomes more central, there are fewer firms that can handle this relationship dynamic. The biggest differentiator between these types of firms is the ability of lawyers to really help find innovative solutions within the context of a deal.