

MVP: Gibson Dunn's Farshad E. Morè

By **Georgia Kromrei**

Law360 (October 30, 2024, 12:02 PM EDT) -- Farshad E. Morè, a partner in Gibson Dunn & Crutcher's Century City office and member of the firm's real estate department, advised longtime client KKR on two record-breaking multifamily and student housing transactions, earning him a spot as one of the 2024 Law360 Real Estate MVPs.

His biggest accomplishment:

Morè was lead counsel for KKR for its \$1.65 billion acquisition of a multistage, 19-property student housing portfolio from BREIT, the largest single transaction the private equity firm has done in the student housing space.

Two months later, he reprised his role as lead counsel representing KKR in its \$2.1 billion purchase from Quarterra of an 18-property high-end multifamily portfolio. Spanning 5,200 apartment units across the country, the acquisition was KKR's largest-ever multifamily portfolio purchase.

"The transaction itself was highly competitive," said Morè, speaking about the student housing portfolio transaction. "There were unique challenges in terms of making sure that we safeguarded things that our client really cared about, without compromising their competitiveness in a multibidder, multipotential purchaser transaction. It's [about] balancing business and legal concerns and being mindful of a client's ultimate business goals, while also ensuring that they are not taking undue or unnecessary risks."

His biggest challenge:

As a transaction attorney, Morè's practice is affected by the overall commercial real estate market, which has been somewhat unpredictable in recent years due to changes in how people use buildings post-pandemic and persistently high interest rates.

"It wasn't just this past year, but the markets have been somewhat uncertain, somewhat volatile," he said.



More's biggest challenge is "trying to maintain a level of engagement when things are going up and down and, candidly, balancing that with the other piece of my life that is really important to me, which is my family."

Why he's a real estate attorney:

More didn't set out to be an attorney, but a few words from his grandmother changed his trajectory.

"My grandma told me, as a kid, that I'd make a good lawyer," he said.

Early on, More did a summer internship at Gibson Dunn, which made clear to him he didn't want to be a litigator, but he still hadn't found his niche. He did a short stint as a corporate securities lawyer when he started at the firm in fall 2003. A few months in, he met Jesse Sharf, cochair of Gibson Dunn's real estate department, whom More calls his "biggest influence." More immediately hit it off with Sharf, who suggested he try real estate.

"I, candidly, had no idea what real estate lawyers do," said More. "Sharf wrote me into a deal or two, and I found the pace of deals, clients and personalities interesting."

His advice for junior attorneys:

"Always, always, always do your best work, regardless of how big or little a task may seem, and never take anything personally," More said.

It's also important to have a sense of humor, which he said is different from "don't be serious."

A self-deprecating sense of humor helps put other people at ease, More said, which works in a fast-paced transactional practice, where there is a large interest at stake in negotiations, hours are long, and fatigue can be a challenge.

"One of the things I like about having a transactional practice is that you can represent different sides that, in certain instances, have diverging interests, but you ultimately have a common goal, which is to transact," said More. "Trying to achieve that goal in a setting that is overly confrontational rarely serves either client's interest — and it just puts you in a bad mood."

--As told to Georgia Kromrei. Editing by Adam LoBelia.

Law360's MVPs are attorneys who have distinguished themselves from their peers over the past year through high-stakes litigation, record-breaking deals and complex global matters. A team of Law360 editors selected the 2024 MVP winners after reviewing nearly 900 submissions.