



SEATTLE

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F 206.749.1942

gary.fluhrer@foster.com

SERVICES

- Real Estate
- Commercial & Real Estate Finance (Co-Chair)
- Business
- Financial Institutions
- Hospitality (Co-Chair)



PRACTICE OVERVIEW

Gary is a member of the firm’s Real Estate practice and has more than 40 years of experience representing local, national, and international investors and developers doing business in the Northwest. His practice focuses on the development, leasing, financing, acquisition, and disposition of projects, portfolio and multistate acquisitions, and workouts of distressed projects.

He has worked with a variety of developers and investors, including commercial and residential developers, clients in the hospitality, industrial, and healthcare industries. Gary has also worked on loan restructurings in Washington, Oregon, Alaska, Hawaii, Texas, and California.

Gary was recently singled out by the highly regarded *Chambers USA* legal directory, which annually interviews firm clients. In addition to a top-ranking of Foster Pepper’s Real Estate practice, *Chambers* noted Gary as “one of the deans of the real estate Bar” with clients describing him as “extremely smart and totally dedicated to client service.”

RECOGNITION

- *The Best Lawyers in America*® Real Estate Law, 1995-2019
- Washington Super Lawyers list, 1999-2018
- *Chambers USA* Leading Individual, Real Estate Law, 2005-2018
- Best in the Business: Leading Lawyers in the Puget Sound Region, *Seattle Business* magazine, Real Estate, 2013
- Top 100 Lawyers, *Washington Law & Politics*, 2006
- University of Washington Law Review, Editor-in-Chief, 1973-1974
- + Martindale-Hubbell AV Rating

Gary E. Fluhrer

MEMBER

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ACTIVITIES

- Cornish College of the Arts, Board of Trustees
- American College of Real Estate Lawyers
 - + Member, 1993-Present
 - + Investment Entity Committee
 - + Various committees
- Pacific Real Estate Institute, Past President and Trustee
- American Bar Association
 - + Business Law Section, Member
 - + Real Property, Probate and Trust Law Section, Member
- Washington State Bar Association
 - + Business Law Section, Member
 - + Real Property, Probate and Trust Law Section, Member
- King County Bar Association, Real Property, Probate and Trust Law Section, Member
- Washington Athletic Club
- Sand Point Country Club

PUBLICATIONS

- “Liquidated Damages in Washington State,” Co-author, ACREL News & Notes, November 2018
- [“Regional Real Estate Practice Guide: Washington,”](#) Author, Chambers USA: Regional Real Estate guide, 2018
- “Non-Recourse Carveout Guaranties in Commercial Loans: Drafting Tips to Avoid Unintended Liabilities,” Co-Author, ALI Presentation, February 2013
- “How ‘Non-Recourse’ is Your Loan?” Co-Author, The ACREL Papers, October 2012
- “Observations on the Current U.S. Commercial Real Estate Market,” Author, International Bar Association, October 2010
- “The Changing World of Real Estate Equity Investment,” Co-Author, The ACREL Papers, March 2008
- “Multi-Party Limited Liability Company Operating Agreement,” Co-Author, The ACREL Papers, March 2004
- “Until the Tax Lawyer Arrives: Understanding Tax Provisions in LLC Agreements,” Co-Author, The ACREL Papers, March 2004
- “Pre-foreclosure Counseling and Workouts,” Author, Washington State Bar Association, July 2003
- “Current Real Estate Financing Issues,” Author, Washington State Bar Association, December 2001
- “Limited Liability Companies – Management Structures and Selected Issues in Using LLCs,” Co-Author, The ACREL Papers, October 2000
- “The LLC Vehicle – Is There Ever a Reason Not to Use It?” Co-Author, The ACREL Papers, April 2000
- “Washington Partnership Law and Practice Handbook,” Contributing Author, 1993 Revision
- “Practical Considerations for Workouts,” Author, Washington State Bar Association, February 1989
- “Nuisance Actions Against Municipal Airports,” 48 Washington Law Review 904, 1974

PRESENTATIONS

- [“Recent Developments in Lending,”](#) Speaker, Foster Pepper 2017 Real Estate/Land Use Briefing: Essential Industry Updates, November 2017
- [“Legislative and Case Law Update,”](#) Speaker, Foster Pepper 2016 Real Estate/Land Use Briefing: Essential Industry Updates, November 2016

Gary E. Fluhrer MEMBER

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- "[Current Trends in Financing](#)," Speaker, Foster Pepper 2015 Land Use/Real Estate Briefing: Essential Industry Updates, October 2015
- [Foster Pepper 2014 Land Use/Real Estate Briefing: New Regulatory Developments and their Impact on the Future of Land Use and Real Estate](#), Speaker, November 2014
 - + "Current Trends in Joint Ventures and Equity Financing"
 - + "Commercial Real Estate Lending and Guaranties"
- "Personal Guaranties — Recent Developments in Post-Foreclosure Liability," Speaker, WSBA: 2014 Real Property, Probate and Trust Midyear Meeting and Conference, June 2014
- "Guaranties, Non-Judicial Foreclosures, Carve-Outs and Post-Foreclosure Liability," Speaker, Washington State Bar Association, 20th Annual Fall Real Estate Conference, December 2013
- "Carveout Guaranties in Commercial Loans: Drafting Tips to Avoid Unintended Liabilities," Speaker, ALI Presentation, February 2013
- "Real Estate Secured Loans and Remedies," Washington State Bar Associate CLE, January 2010
- "Commercial Credit Workouts Forum (In-House Government)," Washington Bankers Association, April 2009
- "Buying & Selling Hotels," Law Seminars International, August 2008

EXPERIENCE

- Foster Pepper PLLC, Member, 1979-Present
- The Boeing Company, Engineer, 1969-1971

BAR ADMISSIONS

- Washington

EDUCATION

- J.D., University of Washington School of Law
- B.S., Iowa State University, Aerospace Engineering