

Charles H. Royce

Partner

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OVERVIEW

Charles “Chuck” Royce is a partner and practice group coordinator for the firm's Real Estate practice. Chuck represents clients in the areas of commercial real estate transactions and leasing. His practice includes representing property owners, investors, developers, lenders, and borrowers in the acquisition and disposition of commercial and public properties, drafting and negotiating purchase and sale agreements, and preparing covenants, easements, and financing documents. He has experience acquiring large tracts of land for development of data centers and energy projects, as well as negotiating and documenting joint venture agreements. Chuck also has experience in all aspects of commercial leasing, including office, retail, and industrial leasing and related documentation on behalf of landlords and tenants.

Chuck is a LEED Accredited Professional (LEED-AP), a distinction he earned through the Green Building Certification Institute. As a LEED-AP, he has a thorough understanding of green building practices and principles.

ACHIEVEMENTS

- Recognized by *The Best Lawyers in America*® in Seattle, WA, 2021-2027
  - Banking and Finance Law
  - Real Estate Law
- Recognized by *Chambers USA* for Real Estate in Washington, 2020-2026
- Recognized by *The Best Lawyers in America*® as “Lawyer of the Year” for Banking and Finance Law in Seattle, WA, 2026
- Recognized by *The Best Lawyers in America*® as “Lawyer of the Year” for Real Estate Law in Seattle, WA, 2026
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- Named to the Washington Rising Stars list, 2007-2009

PROFESSIONAL / CIVIC ACTIVITIES

- Member, Urban Land Institute
- Board of Directors, Make-A-Wish Alaska and Washington
- Member, Washington State Bar Association, Real Property, Probate and Trust Section

SPEAKING ENGAGEMENTS

- "Advanced Commercial Real Estate Purchases & Sales: The Dance of Negotiation," Law Seminars International, co-panelist, July 2024
- "Negotiating Survival Clauses and Holdback Provisions in Commercial Real Estate Sales Transactions: Avoiding Pitfalls of Merger Doctrine at Closing and Beyond," *Strafford webinar*, co-presenter, February 2024
- "Representations and Warranties in Commercial Real Estate Sales Contracts: Buyer and Seller Perspectives," *Strafford webinar*, co-presenter, February 2023
- "Negotiating Survival Clauses and Holdback Provisions in Commercial Real Estate Sales Transactions," *Strafford webinar*, co-presenter, August 2022
- "Representations and Warranties in Commercial Real Estate Sales Contracts: Buyer and Seller Perspectives," *Strafford webinar*, co-presenter, June 2022
- "Representations and Warranties in Commercial Real Estate Sales Contracts: Buyer and Seller Perspectives," *Strafford webinar*, co-presenter, February 2022
- *Law Seminars International (LSI) 2021 Advanced Real Estate Purchases & Sales*, interactive Zoom broadcast, faculty member, April 2021
- "Current Sticking Points in Negotiating Reps and Warranties," *LSI Commercial Real Estate Purchase and Sale Conference*, April 2017
- Real Estate Case Law and Legislation Update," Washington State Bar Association, *Real Property, Probate and Trust Section Midyear*, co-presenter with Brian Lewis, June 2011
- "Mistakes to Avoid in Tenant Improvement Work Letters," continuing legal education seminar, December 2010
- Program Chair, "Real Estate Boot Camp," Washington State Bar Association, June 2009
- "Purchase and Sale Agreements," Washington State Bar Association, *Construction Law Section Midyear*, June 2008

EDUCATION

- J.D., Seattle University School of Law, 1998

- B.A., University of Washington, 1992 *Political Science*

ADMISSIONS

- Bar of Washington

THOUGHT LEADERSHIP *POWERED BY HUB*

- 3 June 2021 , Conversations About Race: Kevin Jennings

OTHER PUBLICATIONS

- Washington Chapter, State-by-State Guide to Commercial Real Estate Leases, Mark A. Senn ed., *Aspen Publishers* 3d ed. 2012

NEWS & EVENTS

- 12 October 2026, K&L Gates Advises Milliman, Inc. on US$340 Million Sale of Retirement Administration Business to Empower
- 4 June 2026, K&L Gates Receives Nearly 235 Firm, Individual Rankings in 2026 *Chambers USA* Guide
- 21 August 2025, More Than 350 K&L Gates Lawyers Recognized Among 2026 Best Lawyers in America, Ones to Watch
- 5 June 2025, K&L Gates Receives More Than 240 Firm, Individual Rankings in 2025 *Chambers USA* Guide
- 6 June 2024, K&L Gates Receives More Than 200 Firm, Individual Rankings in 2024 *Chambers USA* Guide
- 1 June 2023, K&L Gates Receives Firm, Individual Rankings in 2023 *Chambers USA* Guide
- 18 August 2022, More Than 350 K&L Gates Lawyers Named Among 2023 Best Lawyers in America, Ones to Watch
- 1 June 2022, K&L Gates Receives Firm, Individual Rankings in 2022 *Chambers USA* Guide
- 19 August 2021, Nearly 300 K&L Gates Lawyers Named Among 2022 Best Lawyers in America, Ones to Watch
- 25 May 2021, K&L Gates Real Estate Practice, Lawyers Named Among Leaders in 2021 Chambers USA Guide
- 23 April 2020, K&L Gates, Lawyers Recognized in 2020 Chambers USA Guide
- 24 October 2019, K&L Gates Advises Global Infrastructure Partners on Paine Field Passenger Terminal Investment

OTHER MEDIA MENTIONS

- Quoted, “Seattle office building managers prepare for workers return, new safety measures,” *Puget Sound Business Journal,* August 2020

AREAS OF FOCUS

- Real Estate
- Real Estate Finance

INDUSTRIES

- Consumer Goods and Services
- Energy
- Food, Beverage, and Agribusiness
- Technology

EMERGING ISSUES

- Data Centers and Energy Intensive Infrastructure

REPRESENTATIVE EXPERIENCE

- Representation of a public pension fund in a US$580 million investment in the redevelopment of a ground lease parcel in downtown Seattle into a 58 story, 700,000 sf mixed-use tower.
- Representation of investment and pension funds, as landlords and national tenants, in negotiations and preparation of more than 500 leases for office, industrial, and retail premises.
- Representation of client in acquisition of more than US$1 billion in vacant land for data center development, including due diligence, entitlement work, and negotiation of utility infrastructure agreements.
- Representation of a client in the US$105.5 million sale and leaseback of a corporate campus.
- Representation of a national bank in multiple commercial financings in excess of US$100 million.
- Representation of software and gaming companies as tenants in multiple lease negotiations for premises in excess of 500,000 rsf.
- Representation of public entities, including school districts, port districts, and transit agencies, in property acquisitions/dispositions, easement negotiations, and condemnation matters.
- Representation of a lender in the purchase of a multistate commercial loan portfolio.

- Representation of a technology company in a US$200 million acquisition of a data center leasehold estate.
- Representation of an owner of a historic arts theatre in Seattle, Washington, in the commercial condominiumization of the building, the restructuring of financing, and in lease negotiations with a prospective tenant.
- Representation of a Seattle, Washington-based multifamily developer in construction financing for projects totaling over US$200 million.
- Representation of the seller of a luxury branded hotel in Seattle, Washington, and associated parking garage.
- Representation of a life insurance company in the financing of a multistate property portfolio.
- Representation of a client in the purchase and leasing of warehouse and distribution facilities throughout Washington state.
- Representation of an owner of 210 leased retail properties located in 40 states in numerous leasing, easement, and construction issues.