Holland & Hart



PRACTICES

Real Estate
Leasing
Real Estate Finance
Zoning and Land Use
Master Planned Communities
Resorts and Hospitality
Affordable and Multifamily Housing
Cross-Border Transactions

INDUSTRIES

Financial Institutions
Renewable Energy and Storage
Construction and Development
Food, Beverage, and Consumer Products
Healthcare

EDUCATION

University of Toledo, J.D., 1999
Moot Court, Environmental Law, Team Finalist

University of Cincinnati, B.A., Political Science, 1996

BAR ADMISSIONS

Ohio
Utah

COURT ADMISSIONS

U.S. District Court for the Northern District of Ohio
U.S. District Court for the Southern District of Ohio

Kathryn J. Carlisle-Kesling

Partner

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Kate brings over two decades of industry experience to assist developers, builders, finance partners, and title companies with real estate and construction projects, workouts and foreclosures.

Kate counsels developers, buyers, sellers, finance partners, local government partners, and builders on complex real estate, capital stack, loan workout, energy and infrastructure, and development deals. A nationally recognized authority on CPACE financing—representing sponsors and capital providers alike—she brings a rare combination of transactional depth, dispute resolution practice, and creative problem-solving to every engagement.

Kate steers clients through the full development lifecycle: planning, structuring, entitlements, land use, due diligence, financing, acquisition, development, construction, leasing, and operations. Her experience spans across regions and involves hospitality and resort projects, multifamily and affordable housing, energy and infrastructure, mixed-use development, condominium and master-planned communities, regional shopping centers, healthcare facilities, industrial and business parks, office buildings, ranch and farm acquisitions, and single-family portfolios. She also leads teams on new market tax credit transactions, private equity deals, and represents landlords and tenants across energy, office, industrial, and retail sectors.

Licensed in Utah and Ohio, Kate is as committed to her community as she is to her clients—serving on the Wasatch Community Gardens board and as Salt Lake City's representative to the Cultural Core Budget Committee, appointed by Mayor Erin Mendenhall and the City Council.

EXPERIENCE

Real Estate, Land Use, and Leasing

- Negotiate complex term sheets and purchase and sale agreements
- Due diligence
- Draft development agreements
- Draft association documents subdivisions/covenants/restrictions/easements
- Conditional use permitting
- Subdivisions and amendments

- Site planning and design reviews
- Rezoning petitions
- Administrative Interpretations
- Development incentives
- Draft and review complex industrial, ground, energy infrastructure, office, and retail leases, and related lease documents

Real Estate Finance

- Complex capital stacks
- Conventional real estate financing
- Issuance of real estate finance legal opinions in Utah and Ohio
- CPACE financing
- New Market Tax Credit financing
- Workouts, distress readiness, and foreclosures

International Real Estate Services and Cross Border Transactions

- Sales
- Corporate transactions
- Diligence and compliance

Energy and Infrastructure Real Estate

- Site Control, Surface Use, Ground Leases and Options
- Easements, rights of way, and ancillary project agreements
- Due diligence for acquisitions and sales
- Title insurance policies for utility-scale energy projects

CLIENT RESULTS

Represent a private equity client as local counsel on a high value investment transaction involving real estate due diligence, site control and supporting one of Utah's largest energy and infrastructure projects.

Real estate counsel for major financial institution providing construction financing for multiple mixed use, retail, entertainment, and office uses.

Represent CPACE finance partner on projects a combined total of hundreds of millions of deployed capital for energy efficiency and resiliencey improvements, involving various product types (industrial, multi family, mixed use, and hospitality and resort) in Idaho, Utah, Nevada, New Mexico, Alaska, and Colorado.

Represent CPACE sponsor/borrower on multi-milion dollar deployed capital for energy efficiency improvements involving resort and hospitality and industrial in Utah.

Lead real estate counsel to a multi-billion dollar institutional CRE lender and private debt investment manager in multiple foreclosures in Utah

involving mixed use and multifamily properties.

Lead real estate counsel to a commercial bank lender in a foreclosure in Utah involving office.

Lead counsel for multiple land developers in the preparation of plats, development agreements, covenants, conditions and restrictions, easements, design guidelines, sale of lots.

Lead real estate counsel on the sale and leasing related to an international portfolio of real estate, spanning 18 countries (and 4 continents).

Regularly assists clients with the acquisition, sale, development, financing, and leasing of commercial, residential, and mixed-use developments and hospitality and resorts.

Representation of Conrad & Bischoff Inc. and its related companies in its acquisition by Parkland Corporation, through its wholly owned U.S. subsidiary Parkland USA.

Lead counsel in Utah related to a large compliance project involving residential leasing, property management licensing, federal and Utah consumer laws.

Lead counsel in Utah involving the sale of a large luxury residential property in one of our ski resorts in Utah.

Lead team involving multiple portfolios of leases for restaurant and office locations.

Lead counsel in the sale of a complex property involving real estate improved with storage units, in Utah.

Lead counsel on the acquisition of land for one of Dayton, Ohio's most modern and innovative medical facilities.

Assisted in representation for a major financial institution providing loan financing on multiple properties in Utah and surrounding states.

Assisted with representation of an approximately 13,000 acre site owner, with the master planned community, development agreement, open space easements, and other aspects of the project.

Lead counsel to multiple clients to develop form lot sales agreements, ground leases, options to lease, mechanic's lien waivers.

Performed due diligence review for real estate, loan documents, and negotiated title insurance/loan policies for a finance transaction involving over 20 petroleum service stations, located in the mid-western United States.

Performed due diligence review for multiple geothermal, solar, and battery storage project sites in Utah.

Assisted with representation in the sale of Destination Homes' single family residential and town home divisions.

Co-lead with representing a multi-national client with a lease negotiation involving in excess of 105,000 rentable square feet.

Before joining Holland & Hart, some of the matters Kate worked on include:

- 20 year-representation of one of Ohio's largest independently owned title agents, involved in title/escrow issues/reviews/closings, claim resolution, preparation of conveyance documents. Co-authored “Best Practice” policies (including security and IT/cyber policies) and assisted client to become one of the first ALTA Best Practice certified agents (by a third-party auditor), in Ohio.
- Lead counsel for a major financial institution in the review of hundreds of leases, licenses, easements, service agreements, and right of way agreements for bank branches and ATM locations.

BLOG POSTS

"Growing the Capital Stack: How New Market Tax Credits Are Transforming Underserved, Rural, and Indigenous Communities," *The Pulse*, August 10, 2026

"Sharp Rise in HOA Foreclosures," *The Pulse*, August 07, 2026

"Higher Financing Limits and Resiliency and Embodied Carbon Improvements: Colorado C-PACE Program Expands," *The Pulse*, July 29, 2026

"Using Retroactive C-PACE to Refinance Existing Debt in Utah," *The Pulse*, July 21, 2026

"Unlocking Housing Supply in America," *The Pulse*, July 20, 2026

SPEAKING ENGAGEMENTS

"Distressed Commercial Real Estate, Collection, and Workout Strategies," *ULI Utah*, September 23, 2025

"Easements and Boundary Disputes," *NBI*, 2024

"Estate Planning with Real Estate and the Corporate Transparency Act," *Salt Lake Estate Planners Fall Forum*, November 2023

"Real Estate: The Current State of the Leasing Market," *Holland & Hart In-House Counsel Seminar*, June 2023

"How to Get a Seat at the Table and Stay There (on Business Networking)," *Utah Women in Banking Conference*, April 2023

"Lease Language," *Collier's Utah*, November 2022

"Deal and Negotiation Seminar," *CREW Utah*, November 2022

"Finding Your Seat at the Table... and Then Staying There," *2022 Women & Business Conference, 46th Annual Salt Lake Chamber Women's Center of Utah Athena Awards*, November 2022

"Title in Real Estate Transactions - Title Company, Buyer, Seller Perspectives," *National Business Institute (NBI)*, November 2022

RECOGNITION

- *The Best Lawyers in America*®, Real Estate Law, 2021-2027
- *Utah Business Magazine*, Utah Legal Elite, Real Estate, 2020-2021
- Martindale-Hubbell®, Client Champion Silver, 2019
- Super Lawyers Rising Star, Real Estate, 2013

PROFESSIONAL AND CIVIC AFFILIATIONS

- Utah State Bar Association, Member
- Women Lawyers of Utah, Member
- Ohio State Bar Association, Member
- Utah Urban Land Institute (ULI), Member and Chair of Programs Committee
- National Women's Affordable Housing Network (WAHN), Member
- Women's Energy Network, Utah Chapter, Member
- American Bar Association, Real Property, Trust, and Estate Law Section, Member
- CREW Utah, Member
- ICSC, Member
- Salt Lake City Representative, to the Cultural Core, Budget Committee
    - Appointed by Salt Lake City Mayor, Erin Mendenhall and the Salt Lake City Council
- Wasatch Community Gardens, Board Member
- Ohio State Bar Association, Committee on Re-writing Ohio Standards of Title Examination, Prior Member
- Salt Lake Community College, Planned Giving Advisory Council, Prior Member
- TEENS, Inc., Prior Board Member