



Elizabeth H. Kiernat

Attorney

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PRACTICE AREAS: Real Estate Finance, Real Estate, Financial Services, Estate Planning and Wealth Preservation

As a lead lawyer on Moss & Barnett's real estate finance team, Betsy is part of a professional cadre focused on representing lenders nationwide who originate and then sell mortgage loans to Freddie Mac and Fannie Mae. Betsy utilizes her 20 years of experience representing lenders nationwide who originate and then sell mortgage loans to Freddie Mac, which loans are then further sold and securitized in the marketplace. Her practice focuses on lender representation in the origination, closing, sale, pooling, and servicing of loans under Freddie Mac's multifamily real estate programs.

Betsy's experience includes multifamily housing, manufactured housing, affordable housing, condominiums, multi-property pooled transactions, and securitized assumptions and transfers of interest. She provides lenders with guidance and management for the development, negotiation, and documentation of standard loans and unusual apartment financing, including transactions involving 1031 exchanges, ground leased properties, tenant in common structures, and mixed used projects.

Betsy is a zealous and decisive advocate for her clients. They appreciate Betsy's extensive familiarity with Freddie Mac's multifamily products, and they depend on her to manage their transactions from start to finish while proactively addressing the legal, procedural, and business issues impacting each client. With her significant multifamily lending experience, Betsy brings a special confidence and insight to address the unique challenges in today's financial marketplace.

Betsy also works with buyers and sellers in all phases of the purchase and sale of commercial and residential real estate – from negotiations to due diligence, document preparation, and closing. When representing landlords and tenants, Betsy negotiates and prepares retail, office, industrial, and warehouse space leases.

Experience

- Served as lead lawyer in closing hundreds of Freddie Mac multifamily loans across the country involving billions of dollars on behalf of our various mortgage lending clients.

- Served as lead lawyer for Freddie Mac pooled transactions in excess of \$400 million secured by 21 multifamily properties in seven different states.
- Served as lead lawyer in closing numerous Fannie Mae loans across the country on behalf of various mortgage lending clients.
- Served as lead lawyer in representing buyers and sellers in the acquisition and sale of commercial, industrial, retail, and office properties.

Education

University of Minnesota Law School, Minneapolis, J.D.

St. Olaf College, Northfield, B.A.; *cum laude*

Admissions

Minnesota

Honors & Recognitions

Moss & Barnett Paul Van Valkenburg Service Award (2013)

Minnesota Rising Stars (2008)

News

Midwest Real Estate News Lists Moss & Barnett Among Top Law Firms for 2023
Midwest Real Estate News, 12.27.2023

Alert: *Moratzka* Decides Century-Old Plat not Subject to Marketable Title Act
Moss & Barnett Advocate (Spring/Summer 2023 edition), 08.15.2023

Alert: The Uniform Electronic Wills Act
Moss & Barnett Advocate (Spring/Summer 2023 edition), 08.15.2023

Making the Season Bright for Families of the Nonprofit "Breaking Free" (2022)
Moss & Barnett Advocate (Winter 2023 edition), 03.21.2023

Midwest Real Estate News Lists Moss & Barnett Among Top Law Firms for 2022
Midwest Real Estate News, 01.05.2023

Elizabeth ("Betsy") Kiernat Selected to *Twin Cities Business* Notable Women in Banking & Finance (2022)
Twin Cities Business (April edition), 04.13.2022

Making the Season Bright for Families of the Nonprofit "Breaking Free"
12.15.2021

Midwest Real Estate News Lists Moss & Barnett Among Top Law Firms for 2021
Midwest Real Estate News, 12.01.2021

Midwest Real Estate News Lists Moss & Barnett Among Top Law Firms for 2020
Midwest Real Estate News, 10.01.2020

Moss & Barnett Spirit of Giving – Breaking Free I 2019
Moss & Barnett Advocate (Fall 2019 edition), 12.16.2019

Midwest Real Estate News Lists Moss & Barnett Among Top Law Firms for 2019
Midwest Real Estate News, 09.19.2019

Midwest Real Estate News Lists Moss & Barnett Among Top Law Firms for 2018
09.18.2018

Alert: Minnesota Supreme Court Case May Change Taxation of Minnesota Trusts
08.22.2018

Moss & Barnett Spirit of Giving – Breaking Free (2017)
03.27.2018

Estate Tax Alert – Tax Cuts and Jobs Act
12.22.2017

Moss & Barnett Spirit of Giving
04.06.2017

New Service Team Focuses on Multifamily Housing and Commercial Real Estate Finance
03.20.2017

Proposed Changes to IRS Regulations May Limit or Eliminate Valuation Discounts for Family-Owned Businesses
09.26.2016

Betsy Kiernat Named 2013 Paul Van Valkenburg Service Award Recipient
04.11.2014

Publications

Estate Planning Alert: Minnesota Gift/Estate Tax
03.24.2014

The Return of Seller Financing: Contacts for Deed as an Option in Today's Struggling Real Estate Market

Fall 2009 Firm Newsletter, 10.01.2009

Professional Associations

Minnesota State Bar Association

Hennepin County Bar Association

Mortgage Bankers Association (MBA)

Board Memberships

Adjunct Board of Directors, Moss & Barnett (2008)

Community Involvement

Co-team manager, Hopkins Park Girls Hockey

Classroom ambassador, Breck School

Multiple Sclerosis Society, Magic Pennies Team Fundraiser

Donor Committee and Development Committee, Struthers Parkinson's Center

Polar Bear Campaign Committee, Como Zoo

Table host, Annual Fundraiser, Wilder Foundation

Class agent, Reunion Committee, St. Olaf College

Class agent, St. Paul Academy and Summit School