



## Sally A. Hasenfratz

Director

Sally Hasenfratz is a Director in the firm. She is a veteran real estate and transactional attorney with over 30 years of experience.

### Contact

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### Oklahoma City

405.235.4100 Main  
405.552.2431 Direct  
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### Practice Areas

- Auto Dealerships
- Construction Law
- Estate Planning
- Mergers and Acquisitions
- Real Estate Transactions
- Tax Law

### Education

- University of Oklahoma (B.B.A., with Honors, 1983; J.D., 1986)
- Southern Methodist University (LL.M., Taxation, 1987)

### Admissions

- 1986, Oklahoma
- 1987, U.S. District Court, Western District of Oklahoma
- 1987, U.S. Tax Court

### Biography

Sally A. Hasenfratz is a Director and a veteran real estate and transactional attorney with over 35 years of experience. She is a member of the Firm's Real Estate Practice Group and has a full spectrum of experience in all areas of real estate law, including commercial leasing and sales, all phases of development, public/private transactions, tax increment financing transactions, and construction law. Sally is also a member of the Firm's Tax and Family Wealth and Business Succession Practice Groups, and she represents individuals and both privately held and public companies in a wide range of transactional matters.

Sally brings to her transactional practice an LL.M. degree in taxation, which allows her to strategize with her clients from a broad view of their projects, helping them to plan, structure and execute each piece of the deal to maximize business objectives.

Sally is a frequent lecturer for continuing legal education in matters of real estate and estate planning. She has also lectured on alternative energy topics, such as wind leasing, for The University of Oklahoma College of Law and Oklahoma City Community College. Prior to entering private practice, she clerked for the late Justice Marion P. Opala of the Oklahoma Supreme Court.

Born in Perry, Oklahoma, and raised in Kingfisher, Oklahoma, she lives in Crown Heights—one of Oklahoma City's most celebrated historic districts.

### Professional Organizations

- Oklahoma Bar Association
- Oklahoma County Bar Association
- American Bar Association
- American College of Real Estate Lawyers
- CREW Network, Inc. (Commercial Real Estate Women)
- Co-Founder, Past President, and Director of CREW-OKC, Inc.
- Urban Land Institute
- Commercial Real Estate Council

### Experience

- Commercial real estate development of public-private projects and tax increment

financing transactions, including Bricktown, Maywood Park and University North Park

- Successful transaction of complex, high-profile real estate projects, including office buildings and office parks, shopping centers, urban living complexes, mixed-use condominiums, hotels, multi-family housing and restaurants
- Full-spectrum experience in all phases of real estate development, including acquisitions, financing, sales, land planning, construction, leasing and management of real estate projects
- Significant experience with mergers & acquisitions of all types
- Broad range of family wealth and business succession planning
- Niche areas of expertise include historic tax credit transactions, renewable energy development—most notably negotiation of wind energy leases—as well as portfolio sales of life settlement policies with volume in excess of \$700 million

## Recognition

- Martindale-Hubbell AV® Preeminent™ (2012-present)
- Fellow of American College of Real Estate Lawyers (2019-present)
- Best Lawyers®: Lawyer of the Year in OKC – Land Use and Zoning Law (2014, 2016, 2020, 2023)
- Best Lawyers®: Lawyer of the Year in OKC – Real Estate Law (2022)
- Best Lawyers®: Lawyer of the Year in OKC – Mergers and Acquisitions Law (2021)
- Best Lawyers®: Lawyer of the Year in OKC – Commercial Transactions / UCC Law (2018)
- Best Lawyers®: Lawyer of the Year in OKC – Construction Law (2015, 2017)
- Best Lawyers®: Real Estate Law (2011-present)
- Best Lawyers®: Construction Law (2009-present)
- Best Lawyers®: Land Use and Zoning Law (2011-present)
- Best Lawyers®: Commercial Transactions / UCC Law (2016-present)
- Best Lawyers®: Mergers and Acquisitions (2021-present)
- Best Lawyers®: Trusts and Estates (2021-present)
- Super Lawyers by Thomson Reuters: (2006-present)
- Super Lawyers by Thomson Reuters: “Top 25 Women Lawyers” (2006-2012, 2017-present)
- Super Lawyers by Thomson Reuters: “Top 50 Lawyers in the State of Oklahoma” (2018)
- Received The Journal Record’s Leadership in Law Award (2008)
- Chambers & Partners: Real Estate (2019-present)
- Chambers & Partners USA Band 1 Notable Practitioner (2018), Band 2 Notable Practitioner (2010-2017, 2019, 2022-2023)
- Chambers USA: “Sally Hasenfratz is endorsed as a ‘class act to work with’ and someone who ‘makes you feel that you’re going to get through this!’ Her roster of work includes matters connected with properties such as shopping centers and condominiums, in addition to her skills in the tax law and financing areas. She is highly regarded by her peers, who comment that she ‘is a practical lawyer who strikes the right balance between detail and efficiency. Her taxation expertise is very helpful to clients in executing complex real estate deals.’”
- 405 Magazine Top Attorney in Real Estate (2020-present)

## Community

- Downtown Oklahoma City Partnership (Board Member)
- Oklahoma AIDS Care Fund (Board Member)
- Twin Hills Golf and Country Club, Inc. (Board Member)
- Ballet Oklahoma (Previous Board Member)
- Oklahoma City Beautiful (Previous Board Member)