

Mary S. Axelrad

Senior Counsel

Mary Axelrad focuses her legal practice on financial services and real estate. She represents private and institutional lenders in complex transactions involving both real estate and asset-based loans. Mary's practice also includes restructuring and workouts.

Within her real estate practice, Mary works with clients involved in acquisitions, dispositions, lease negotiations, landlord-tenant relations, construction, multifamily projects and boundary disputes. Her clientele includes financial institutions, private lenders, developers, investors, small businesses, non-profit entities and high-net-worth individuals.

Mary frequently lectures at continuing legal education seminars sponsored by the State Bar of Texas and by the University of Texas. She previously served on the board of directors for CREW Houston (Commercial Real Estate Women) and has twice served on the board of directors for the Texas Association of Bank Counsel.

Dedicated to community service, Mary is the current board chair for The Women's Home, a non-profit organization which focuses on building communities to help women in crisis regain control of their lives. The Women's Home also provides transitional housing for women with substance abuse or mental health issues. Mary also serves on the board of trustees for The Women's Resource of Greater Houston, which helps women and girls make choices toward becoming independent, productive and financially stable.

Experience

- Representation as counsel for a privately-held real estate investment firm in the development and sale of commercial property (including retail) in Fort Bend County.
- Representation as counsel for a privately-held real estate investment firm in connection with its acquisitions of two separate business



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Industries
Real Estate

Practices
Banking & Finance
Real Estate

Education
J.D., South Texas College of Law
Houston (1988)
B.A., Colorado College (1980)

Bar Admissions
Texas

Languages
Spanish - Fluent

condominium developments in Travis County.

- Representation as counsel for a privately-held real estate investment firm in connection with the negotiation of both the original construction loan and subsequent refinance of a mixed-use high rise in Harris County.
- Representation of a financial institution in various construction loans in varying amounts up to \$47,000,000 and in various commercial and industrial loans in varying amounts up to \$70,000,000.
- Representation of a middle market private lender in various real estate related (non-construction) loans.
- Representation of a financial institution in connection with a \$43,000,000 loan facility secured by 23 properties in multiple jurisdictions.
- Representation of small business owners in connection with the sale of their businesses and associated real estate.
- Representation of a developer in the acquisition and subsequent development of several hundred acres in Galveston County.
- Representation of a purchaser in connection with purchase of a portfolio of multi-family properties in multiple counties.
- Representation as local counsel for purposes of providing mortgage opinion letters.

Press Releases

- “Twenty-Nine Gray Reed Attorneys Named 2018 Top Lawyers in Houston” (December 3, 2018)
- “Gray Reed Member Mary S. Axelrad Selected by the Supreme Court of Texas to Three-Year Term on Professional Ethics Committee for the State Bar” (October 13, 2014)

- “Gray Reed Deepens Expertise in Banking and Employment Law with Addition of New Attorneys” (July 25, 2014)

Speeches and Presentations

- “Show Me the Money”, State Bar of Texas 12th Annual Advanced Real Estate Strategies 2018 Course (December 13, 2018)
- “Mortgage Lending Ethics”, Panelist, University of Texas 52nd Annual Mortgage Lending and Servicing Institute (September 14, 2018)
- “Ethics and Pitfalls”, State Bar of Texas Advanced Real Estate Strategies (December 8, 2017)
- “A Checklist for Commercial Loans”, The University of Texas School of Law 51st Annual William W. Gibson, Jr. Mortgage Lending Institute (September 28, 2017)
- “A Checklist for Closing that Troublesome Loan”, Advanced Real Estate Drafting Course - State Bar of Texas (March 23, 2017)
- “Review of Ethical Issues Involving Real Estate Transactions”, Houston Real Estate Lawyer’s Council (January 2017)
- “Watching Your Deal Crumble”, State Bar of Texas 9th Annual Advanced Real Estate Strategies Course (December 2015)
- “How to Negotiate with Your Lender”, State Bar of Texas 36th Annual Advanced Real Estate Law Course (July 2014)
- “How to Negotiate with Your Lender”, South Texas College of Law 29th Annual Real Estate Conference (June 2014)
- “Responding to Subpoenas, Garnishments and Other Demands for Customer Information”, Texas Association of Bank Counsel Convention (October 2013)
- “How to Document Your Settlement or Workout”, State Bar of

Texas CLE Program (February 2013)

- “Title Commitments – 101”, Bankers’ Boot Camp sponsored by Risk Management Association – Gulf Coast Chapter (November 2011)
- “Production of Bank of Records by Subpoena or Otherwise”, Texas Association of Bank Counsel 34th Annual Convention (October 2010)
- “UCC-Article 9 – Ten Major Areas of Focus for the General Practitioner”, University of Houston CLE Program (March 2006)
- “Revised Article 9”, University of Houston CLE Program (March 2003)
- “Responding to Subpoenas, Garnishments and Other Demands for Customer Information”, Texas Association of Bank Counsel Convention (October 1997)

Honors

- Selected by her peers for inclusion in Woodward/White, Inc.’s *The Best Lawyers in America* in the fields of Real Estate Law and Banking & Finance Law (2012 – 2020)
- Named a *Houstonia Magazine* Top Lawyer in Houston (2018 - 2019)

Organizational Involvement

Professional Involvement, Memberships & Affiliations

- American College of Real Estate Lawyers
- Houston Bar Association
- Texas Bar Association
- Continuing Life Fellow, Houston Bar Foundation

- Sustaining Life Fellow, Texas Bar Foundation
- State Bar of Texas Real Estate Forms Committee

Community Involvement, Memberships & Affiliations

- St. Luke's United Methodist Church
- Board of Directors, The Women's Home
- Board of Trustees, The Women's Resource of Greater Houston