



Gayle

Gayle L. Mercier
Partner

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St. Louis
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MY SERVICES

Agriculture
Cannabis
Financial Services
Food
Real Estate

EDUCATION

Saint Louis University School of Law, J.D., *cum laude*, 1999
University of Missouri-Columbia, B.S.P.A., *magna cum laude*, 1993

ADMISSIONS

Illinois
Missouri

One of the uniquely rewarding things about real estate law is seeing (driving by or even staying in) the brick-and-mortar “fruits” of your labor.

overview

Gayle Mercier is an accomplished commercial real estate and finance lawyer assisting clients across the country with development projects, loans and tax credits, leasing, acquisitions and sales.

Real estate developers and financial institutions, including both bank and non-bank institutional lenders and corporate clients, rely on Gayle for some of their most complex transactions. Frequently, these deals involve financing arrangements such as low-income housing tax credits, tax increment financing, brownfield tax credits, new market tax credits and historic tax credits. She has also handled a number of deals financing student housing.

Gayle has developed a particular focus in commercial real estate leasing for clients in the health care, hospitality, retail and industrial spaces, among others. Her confident yet collaborative negotiation style gets clients the spaces they need and on terms they can successfully work with.

Co-Chair of the firm's Real Estate group, Gayle also co-leads the firm's Cannabis practice. Seeing a natural affinity between the two spaces (“We are dirt lawyers, and cannabis needs dirt to grow”), Gayle provides sophisticated counsel on the myriad of real estate issues faced by clients in this unique and disruptive industry.

Clients in both spaces appreciate Gayle's responsiveness, attention to detail and the practicality of her counsel.

affiliations

- Commercial Real Estate Women of Saint Louis
- Missouri Bar Association
- Bar Association of Metropolitan St. Louis

recognitions

- Listed in "Chambers USA" for Real Estate in Missouri; St. Louis & Surrounds (by Chambers & Partners), 2023-2024
- Listed in "The Best Lawyers in America", 2016-2025 (by BL Rankings)
- FOCUS St. Louis, Leadership St. Louis, 2019-2020 class

in my free time

In addition to spending time with my husband, kids, and family, I enjoy running and working out, and I'm training for my first marathon. I also love to read - typically romance like Colleen Hoover's novels or thrillers like James Patterson's.