

## RAYMOND KANE



Director

**Kane Russell  
Coleman Logan PC**  
Dallas, Texas

### Raymond J. Kane: Structuring real estate to endure beyond the closing

Some professionals measure success by closings. Raymond J. Kane measures it by endurance. Across more than four decades in commercial real estate law, Kane has built a reputation for structuring projects, relationships and institutions that are designed to last — not just through a deal cycle, but through decades of ownership, market disruption and generational change.

Kane is a founding director of Kane Russell Coleman Logan PC, where he concentrates his practice on real estate, lending, corporate and federal taxation matters with a particular emphasis on leasing and construction across all phases of commercial development. His work spans office, industrial, mixed-use, retail and hospitality projects, as well as complex ownership structures, distressed assets and long-term governance frameworks.

“Ray is a highly regarded Texas attorney known for his leadership and strategic counsel in complex real estate, lending, corporate, and federal tax matters,” his nomination noted.

Kane’s relationship with land began before law school. His earliest professional experience as an oil and gas landman sparked a fascination with land, title and ownership that would define his career.

“My original experience as an oil and gas landman formed the basis for my fascination with land and title to real property,” Kane said. “Combined with my years working as a commercial real estate attorney, I have been blessed to be able to work on land and development projects for over 45 years.”

What Kane enjoys most about the business is not a single transaction, but the full lifecycle of a project from inception through maturity.

“While I have enjoyed the wide variety of legal work that I see day in and day out, the most enjoyable aspect of my career has been starting a project from scratch,” Kane said. “Beginning with the initial land planning, negotiating the entitlements, guiding the due diligence and property acquisition process and drafting and structuring all relevant agreements .... and most of all, negotiating a portfolio of long-term lease agreements which are both financeable and marketable, some of which will survive me by decades!”

That long view has been shaped by hard-earned experience. Kane practiced through the savings and loan crisis of the 1980s, multiple boom-and-bust cycles and the disruption that followed COVID. Those periods reinforced a core set of principles that now anchor his work.

“My keys for success in this business were hard-learned,” Kane said. “Always know the ‘rules of engagement’ and stay within the law, and follow the rules which govern your real estate activities; when you make a commitment always produce what you promised; and never turn your back on a friend or other relationship.”

In 1992, Kane and his partners founded Kane Russell Coleman Logan PC, committing to build a Texas-based and Texas-owned law firm capable of providing sophisticated legal services at mid-market rates. As the firm enters its 35th year, Kane remains proud of competing against national mega-firms while maintaining local roots.

Beyond his legal practice, Kane is a frequent speaker on real estate law, has served as an adjunct professor at Southern Methodist University and remains deeply engaged in civic leadership. One of his most meaningful personal projects involved the development of an in-channel mitigation bank restoring miles of Texas streams and hundreds of acres of land.

“That project will likely survive my eventual demise,” Kane said, “but the chance to restore an entire watershed has been a true blessing.”

For Kane, the ultimate measure of success is not how quickly a deal closes, but how well it holds together over time. In a business often driven by urgency, his career stands as a reminder that the most enduring work is built with patience, principle and respect for the long arc.

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