

## Real Estate

# Practical business sense for real estate deals



**Nelson Mullins' Real Estate Team takes an integrated approach to help clients get their deals done the right way.**

- We help companies buy, sell, lease, develop, manage, and finance real estate, including large portfolio transactions.
- Our clients include developers, banks and other lenders, private investment funds, REITs, national and regional retailers and restaurant groups, national franchise businesses, as well as publicly and privately held companies with real estate assets throughout the United States.
- Client services range from national counsel roles on large portfolio transactions to development counsel to recurring and large volume commercial leasing work for both landlords and tenants to real estate and bankruptcy litigation and loan workouts.

### **National and lead counsel roles for large-scale matters**

- National counsel for acquisition and restructuring of multiple distressed-debt loan portfolios
- Real estate diligence counsel for 120+ properties in national retail sale-leaseback transaction
- Lead lease review counsel for acquisition of multi-state GSA asset pool
- Lead diligence review counsel for portfolio of 60 loans secured by real estate across the country
- Closing counsel for 120+ assets held on master repo lending lines
- National leasing work for several franchises and national retail tenant
- Counsel for dozens of real estate developer clients – buy, develop, finance, manage and sell commercial, multifamily, hospitality, assisted living, mixed use and other asset classes
- Loan originations, securitizations, and master repurchase agreements for national financial institutions and institutional lenders

### **Real Estate strengths**

Construction and  
Construction  
Transactions

Opportunity Zones

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## **Our clients span the real estate business spectrum**

- Local, national, and international banks, financial institutions and private lenders
  - Real estate developers, asset managers and advisors
  - Deal sponsors, syndicators, and promoters
  - Institutional and entrepreneurial investors
  - REITs, private equity funds, issuers, and underwriters
  - National and regional retailers and restaurants
  - General and specialty contractors, subcontractors, and others in the construction industry sector
  - Timber and forest products industry clients, including agribusinesses, farm credit banks, mills, and manufacturers
  - Clients across various industry sectors including healthcare, retail, restaurants, resorts and master planned communities, hospitality and leisure, and more
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## **Interdisciplinary team and collaborative approach**

- 75+ attorneys in the Nelson Mullins' real estate group
  - Regional and national deal work performed by attorneys across Firm offices
  - Our attorney team includes attorneys who have served as in-house counsel for real estate development and finance companies and general contractors
  - Access to broader Nelson Mullins platform for integrated approach to transactions, including for environmental, insurance, banking and financial services, litigation, e-discovery and information governance, bankruptcy and restructuring, government relations, and tax
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## **Experience guiding clients on diverse asset class and property types**

- Energy facilities
- Healthcare, hospital, assisted living
- Hospitality
- Manufacturing facilities
- Mixed use
- Multifamily
- Public and commercial buildings
- Residential structures, including condominiums
- Resorts and planned communities
- Restaurant and other franchise businesses
- Roads, bridges and tunnels
- Shopping centers, office, industrial parks, mixed use projects
- Transportation and garage facilities

- Water distribution systems and treatment facilities

**From inception to execution, balanced perspectives to navigate challenges**

- Understanding of the real estate business environment
- Developing creative solutions to fix problems
- Experience with large volume deal flow and related time pressures
- Identifying and advising on business risks
- Counseling on regulatory and compliance issues
- Implementing measures to address cost sensitivities and desire for budget predictability

## Why Nelson Mullins?

- Practical business mindset and experience
- Multi-disciplinary team
- Cost efficiency and budget predictability through flat/capped legal fee engagement structures
- Deep knowledge of our local markets
- Long-standing industry relationships with developers, retailers, brokers, and lenders

The Nelson Mullins real estate team has the experience, deep bench, and industry relationships to help facilitate and close real estate transactions.