



## Leasing

Williams Mullen has tremendous depth and experience handling both complex and simple leases, including office, industrial, flex, retail and mixed-use. We represent both landlords and tenants throughout the U.S., ranging from small retail and office tenants to national REITs. Our practice is versatile and includes landlord representation, tenant representation, build-to suit transactions, ground leases and sale-leasebacks.

We provide full-service leasing representation to various types of owners ? broker/managers, private owners, banks, insurance companies, pension funds, REITs and private investment funds ? for entire office, industrial, mixed-use and retail projects. In addition to lease negotiation, we assist our clients with their design, development and management plans for the project, including the negotiation of commission, listing and management agreements, work letters and development agreements, construction and architect contracts and other agreements with lenders and other parties regarding collateral leasing issues.

We also represent law firms, accounting firms, private and public companies and other businesses in leases of all sizes. We have represented tenants in single transactions as well as portfolio-wide dealings. We have extensive experience with respect to all aspects of retail leasing, for both landlords and tenants, with particular emphasis on national roll-outs, shopping centers, malls, entertainment projects, ?big boxes? and in-line national tenants. Our practice also includes build-to-suit and design-build projects. We have worked with developers and tenants in connection with build-to-suit transactions involving office, retail and industrial properties. Our clients include regional, national and international developers and owners with real estate interests throughout the United States.

## Experience

- Represented developer in connection with the development and leasing of the nine-story, 300,000-square-foot corporate headquarters for a Fortune 500 company.
- Represent national electronics super-store in connection with its "big-box", in-line, build-to-suit and sale-leaseback transactions throughout the U.S.
- Assisted national developer with a mixed-use project comprised of 233,076 square feet of Class ?A? office space, 125-140 Class ?A? residential units and approximately 75,000 square feet of retail/restaurant space. Representation included the negotiation and preparation of a 145,000-square-foot build-to-suit office lease for a major national law firm.
- Represent national REIT in connection with the development and leasing of its office, industrial and

flex projects.

- Work with national tenant-in-common (TIC) sponsor in connection with the leasing of its office buildings in the mid-Atlantic region.
- Represented golf course owner/operator in connection with the sale-leaseback of a golf course portfolio in Virginia and Maryland.
- Representation of owner of one of the largest flex-space (office and warehouse) parks in Raleigh's Research Triangle in connection with the leasing of the project.
- Serve as outside real estate counsel for international car rental-company in connection with the leasing of commercial, retail and industrial real properties throughout the United States and Canada.

## Related News

- Veteran Banking and Real Estate Attorney John Faber Joins Williams Mullen
- How to Negotiate a Lease to Protect Your Business: Top 10 Tips for Retail Tenants
- Williams Mullen Welcomes Three Associates in Richmond
- Williams Mullen Bolsters Real Estate, Land Use Practices with Addition of Tom Johnson
- Sean Hicks Named Chair of the Richmond Bar Association's Real Estate Section
- Preston Lloyd Named to 2018 Class of Up & Coming Lawyers by Virginia Lawyers Weekly
- Alyssa Embree Profiled in Virginia Business Magazine's Legal Elite Issue
- Williams Mullen Adds Experienced Real Estate Attorney Lori Schweller in Charlottesville
- Virginia Business Highlights Lori Schweller's Arrival at Williams Mullen
- Legislation Signed in Response to Virginia Supreme Court's Game Place Decision
- Williams Mullen Strengthens Real Estate Practice with Addition of Steve Romine in Hampton Roads
- Cart Reilly Receives Norfolk & Portsmouth Bar Association's 2019 Walter E. Hoffman Award
- Tyler Rosá Named to CoVa BIZ's 2019 Millennials on the Move
- Williams Mullen Welcomes Three New Associates
- Williams Mullen Adds Associate to Real Estate Section
- Sean Hicks Named 'Young Lawyer of the Year' by The Bar Association of the City of Richmond
- Commercial Lease Enforcement in Virginia during the COVID-19 Pandemic
- Virginia Multifamily Landlord Lease Enforcement During COVID-19 Pandemic
- Williams Mullen Enhances Finance & Real Estate, Litigation Sections with New Attorneys
- Williams Mullen Welcomes Financial Services and Real Estate Associate Grayson T. Orsini
- Williams Mullen Partner Alyssa Carducci Dangler to Serve as CREW Network President-Elect for 2022

## Related Events

- CLE Institute - What's Keeping You Up at Night? Business Risks of COVID-19

- Leasing Up Summer 2020: What We've Learned and How to Move Forward
- Retail T.A.P. Talks - NC Retail Merchants Association
- Landlord Tenant Law Seminar

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