



## Investment Real Estate

With the evolving shift in the economic and real estate markets, industry leaders are driven to explore new and innovative investment opportunities in the commercial real estate sector. Access to a full range of legal resources is critical to a transaction's success, whether real estate investments are a core asset or an alternative investment as part of a broader strategy.

As experienced and trusted advisors, Williams Mullen's real estate lawyers counsel clients in the acquisition and sale of real estate-related assets throughout the United States. Whether you are a privately-held company or a publicly-traded investment firm with a global portfolio, we can help you navigate the opportunities and challenges that may arise during your transaction.

### Key Benefits of Working with Us

#### **Our Reach**

*A Mid-Atlantic firm with a National presence.*

Our investment real estate team has closed single asset and portfolio real estate acquisitions and sales in all major metropolitan areas in the United States. Our team has particular knowledge and experience in the industrial sector, representing several national REITs and institutional investors on acquisitions and dispositions of light industrial properties throughout the country.

#### **How We Can Help**

Whether you have property with a single building or a large industrial real estate portfolio, our experienced team of attorneys can help and provide guidance throughout the negotiation, due diligence and closing stages of the transaction.

We regularly assist clients with:

- Mergers, Acquisitions and Dispositions
- Purchase and Sale Agreements
- Due Diligence Review (leases, title, survey, zoning, and environmental)
- Lease Abstracts and Estoppel Preparation
- Joint Ventures
- Zoning and Land Use

- Financing
- Development
- Construction
- Environmental Strategies
- Commercial Leasing
- Credit Lease and Sale/Leaseback Financings
- Tax Credits and Other Tax-Related Issues

### **Whom Do We Serve?**

- Real Estate Investment and Management Firms
- Real Estate Holding Companies
- Light Industrial Real Estate Investment Companies
- Institutional Investors
- Developers
- Private Equity Funds
- Real Estate Investment Trusts (REITs)
- Financial Investment Management Firms
- Financial Institutions
- Commercial Banks

### **Key Asset Classes**

- Office
- Retail
- Industrial/Logistics
- Multi-Family Housing
- Health Care
- Hospitality
- Mixed Use

## **Experience**

### **Representative Experience**

- Represented a global real estate investment management firm in the acquisition of the multi-family portion of a large mixed-use development in the Southeast for over \$100 million.
- Represented a global real estate investment firm in the joint venture acquisition of a 30-property industrial real estate portfolio in the Northeast for more than \$150 million.

- Represented a global real estate investment firm in the sale of an 18-building industrial warehouse portfolio in four different states.
- Represented a global real estate investment firm in the acquisition of a real estate portfolio located in four different states for more than \$120 million.
- Represented a global real estate investment firm in the acquisition of an industrial real estate portfolio located in three different states for more than \$200 million.
- Represented a global real estate investment management firm in the acquisition of an industrial portfolio located in three different states for more than \$60 million.
- Represented a global real estate investment management firm with three acquisitions of industrial assets across the country totaling 1.1 million square feet.
- Represented a global real estate investment management firm in the acquisition of an industrial real estate portfolio located on the West Coast for more than \$100 million.
- Represented a global real estate investment management firm in the acquisition of a manufacturing facility located in the Southeast for over \$30 million.
- Represented a global real estate investment management firm in the recapitalization of the equity ownership structure for a large office building located in the Northeast for over \$150 million.
- Represented a global real estate investment management firm in the purchase of an 806-unit apartment complex in the Mid-Atlantic for more than \$190 million.
- Assisted a global real estate investment management firm in the sale of an apartment complex located in the Southeast for over \$70 million.
- Assisted a global real estate investment management firm in its purchase of an apartment complex in the Northeast for more than \$75 million.
- Assisted a global real estate investment management firm in the acquisition of 25 apartment complexes located in five different states throughout Mid-Atlantic and Northeast in excess of \$1.5 billion.

## Related News

- Williams Mullen Enhances Finance & Real Estate, Litigation Sections with New Attorneys
- Hadeel Abouhasira Named to Style Weekly's Top 40 Under 40
- 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
- Mezzanine Lending Video Series - Episode 1
- Mezzanine Lending Video Series - Episode 2
- Mezzanine Lending Video Series - Episode 3
- Mezzanine Lending Video Series - Episode 4
- Mezzanine Lending Video Series - Episode 5

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