



The world of real estate finance is facing a period of profound change. New investment capital is entering the marketplace. Rapidly advancing technology is altering the way owners and investors do business. Market conditions fluctuate rapidly. And compliance requirements continue to rise.

Williams Mullen understands the ever-changing playing field and assists real estate investment and development clients to meet their unique challenges with a nimble, cross-functional team that effectively manages risk and helps maximize investment returns and smooth the path for real estate transactions and their owners.

Our real estate finance lawyers are relied upon by a wide spectrum of real estate clients, from developers and investors, owners, lenders, landlords, and tenants to property managers, brokers, contractors, construction managers, and institutional clients such as real estate investment trusts (REITs), real estate funds, insurance companies, investment managers, and other financial services entities.

Williams Mullen has a national reputation for guiding clients through a range of real estate-related financings and providing skilled assistance throughout the entire acquisition, development, investment, management and ultimate sale lifecycle. The Williams Mullen team is often called upon from the beginning of a real estate project, negotiating the purchase and financing of developed and undeveloped real property.

Our real estate finance lawyers also handle entity and investment structuring and planning, including the formation of joint ventures and the structuring and ongoing management of REITs and Funds, including all levels of tax compliance. Our REIT work also includes

representing issuers and leading regional, national, and international investment banks in initial and follow-on public offerings. Additionally, for investors looking to pool resources, we are actively engaged in all facets of real estate syndications, such as tenants-in-common, Delaware statutory trusts, and real estate funds, among others.

Real Estate Transactions

Our attorneys have negotiated numerous real estate transactions, often involving significant incoming-producing investment properties, including multifamily, assisted-living, office, hotel, retail, and student housing projects. Those projects often include complex financing arrangements involving leasebacks and commercial mortgage-backed securities.

We have extensive experience in representing multifamily property developers, public and private companies, healthcare entities, and nonprofits in lease negotiations, construction financing, Federal Housing Authority loans, commercial loans, and ground leases.

Our clients rely upon us for our team's decades of combined experience, proven results, and our ability to innovate. We offer real estate transactional clients a highly agile and experienced team with the ability to pivot from smaller regional deals to the largest and most complex national deals.

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