



Across all phases of the real estate lifecycle, Williams Mullen helps clients identify opportunities, manage risk, and complete transactions that move projects forward. Our attorneys bring deep experience in development, financing, investment, and land use to support clients' business objectives from start to finish.

How We Engage

- > **Strategic Planning & Structuring** – Early alignment with project stakeholders, jurisdictional assessment, financial structuring, and risk allocation.
- > **Entitlement, Zoning & Permitting** – Negotiation with local governments, community stakeholders, and environmental agencies.
- > **Contracting & Financial Closings** – Drafting and negotiating project agreements, financing, joint ventures, equity documents, and tax opinions.
- > **Construction, Leasing & Sales Execution** – Support for design/construction contracts, leasing, sales, and compliance monitoring.

Core Practice Areas & Capabilities

- > Acquisitions & Sales
 - > Affordable Housing & Tax Credits
 - > Investment Real Estate
 - > Land Use & Zoning
 - > Leasing
 - > Mixed-Use, Residential, Planned Communities & Condominiums
 - > Real Estate Development
 - > Real Estate & Project Finance
- > **Ongoing Compliance & Operational Support** – Tax credit monitoring, regulatory compliance, refinancing, governance, and exit strategies.

Why Choose Williams Mullen?

- > 45+ real estate attorneys across Virginia, North Carolina, and the Mid-Atlantic, working with environmental, construction, tax, corporate, public finance, and litigation teams.
- > Recognized in Chambers USA as a leader in real estate and land use.
- > Deep regional roots, strong local relationships, and national reach for complex transactions.
- > Client-driven, responsive, pragmatic approach that aligns with clients' business objectives.

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