

## Services

### Real Estate Finance

#### Practice Contact

Bryan H. Falk

#### Attorneys

David M. Aldous

Charles C. Bissinger, Jr.

Carrie M. Brosius

Stephen D. Browning

Sheila Nolan Gartland

Martin S. Gates

Hani R. Kallas

Jefferson M. Kiser

Joel M. Lund

Mychal D. McAdoo

Bradley T. Miller

Gabriel A. Moyer

Ariel A. Mullin

Cauley Simmons Oliver

Patrick J. Reardon

Leah I. Rothfeld

Shane D. Schlichter

J. Theodore Smith

Mo Smith

Travis J. Wahl

Kristin L. Woeste

Elia O. Woyt

We counsel all major stakeholders in real estate finance transactions, including:

- Over 50 national, regional and local banks
- Administrative agents
- Borrowers
- Institutional investors
- Insurance companies
- Lenders, including more than a dozen of the largest Federal Housing Administration (FHA) insured multi-family lenders
- Sponsors

### Our 360-Degree Approach

Our real estate finance group works seamlessly across Vorys' corporate real estate, tax and litigation practices to provide holistic service throughout the full lifecycle of real estate development projects.

Leveraging our collective knowledge and experience to provide pragmatic counsel and innovative solutions to clients is a top priority for our firm. To that end, Vorys created proprietary software that streamlines the preparation of FHA-insured loan documents and implements quality controls, exemplifying our commitment to efficiency and excellence.

### What We Do

We have negotiated and structured sophisticated finance transactions for an array of real estate projects across the country, many involving prominent metropolitan buildings such as the 41-story Great American Tower – the tallest skyscraper in Cincinnati, Ohio.

We lead multimillion- and multibillion-dollar transactions, including cross-border and multicurrency deals, as well as secured, unsecured, syndicated, single-lender and mortgage financings.

Our experience also includes real estate finance transactions involving:

- Asset-based facilities
- Bond financing
- Bridge loans
- Commercial mortgage-backed securities (CNBS) or “conduit loans”
- Construction financing
- Derivatives
- Development bonds
- Diligence
- FHA-insured loans
- Federal Home Loan Mortgage Corporation (Freddie Mac) and Federal National Mortgage Association (Fannie Mae) loan programs
- Joint ventures and partnerships
- Lease-hold mortgages
- Loan assumptions, modifications and workouts
- Mezzanine financings
- Opportunity zone structures
- Public and private syndications
- Real estate fund financings
- Real estate investment trusts (REITs)
- Refinancings
- Sale leasebacks
- Securitized financings
- Short-term loans
- Subordinated debt financings
- Swaps
- Tax credit transactions
- Tax-exempt bonds
- Tax increment financing
- U.S. Department of Housing and Urban Development (HUD)

Vorys’ real estate finance team has closed more than **5,000 FHA insured loans** on behalf of borrowers and more than a dozen of the largest FHA insured lenders. Notably, we close approximately 15% of all FHA insured multifamily and health care loans in the nation each year.

With deep experience handling FHA transactions since the early 1990s, we currently represent more than a dozen FHA-approved lenders. Our experience in assisting HUD with drafting legal documents used in FHA insured loans positions us to provide pragmatic counsel on various statutory, regulatory and administrative considerations for such transactions, as well as deals involving bridge-to-HUD loans.

### National Recognition and Industry Leadership

We are proud to have earned top honors as a **national Tier 1 firm for real estate law** in the Best Lawyers® 2024 “Best Law Firms” report, as well as long-standing recognition as a **“Leading Law Firm” in Ohio for real estate law** in the prestigious *Chambers USA* guide.

In its 2022 guide, Chambers and Partners notes that Vorys’ “premier real estate group” has “significant experience in a wide range of matters including **financing, lease negotiation and entity structuring.**” Our practice also is lauded for its experience in **“HUD financing and joint venture transactions,”** and for maintaining “a fine track record for its work in **condominium development and urban redevelopment projects.**”

Our team includes numerous attorneys who have held prominent leadership positions with preeminent industry advocacy groups, such as the Mortgage Bankers Association (MBA), Southeast Mortgagee Advisory Council (SMAC) and the Eastern Lenders Association (ELA), among others. Vorys attorneys also regularly present on a range of real estate finance topics at annual HUD and lender conferences.

### News

News, 1.3.2024

Gartland Selected for the ACREL 2024 Board of Governors

News, 12.19.2023

Oliver Selected for the FDCC Ladder Down Cleveland Class of 2024

News, 8.17.2023

More Than 155 Vorys Attorneys Named to the 30th Edition of The Best Lawyers in America® Lists

News, 8.17.2023

15 Vorys Attorneys Included in the 30th Edition of Best Lawyers “Lawyer of the Year”

News, 4.7.2023

Vorys Lawyers Named to 2023 *Cincy Magazine* Leading Lawyers List

News, 10.6.2022

Gartland Awarded the Robert L. Hausser Memorial Award by Ohio State Bar Association’s Real Property Section

News, 9.30.2022

Vorys Fourth Annual Commercial Loan Workout Webinar Series

News, 9.19.2022

Simmons Selected for the CMBA 2022-2023 Leadership Academy Class

News, 8.1.2022

Smith Appointed to PNC Bank's Community Advisory Council

3.1.2022

Falk to Become Leader of Vorys Cleveland Office

2.28.2022

Falk Named to *Crain's Cleveland Business* "Notables in Law" List

News, 10.15.2020

Vorys Featured in 2020 IFLR1000 Corporate & Financial List

News, 2.15.2019

Browning Receives 2019 Lexology Client Choice Award

News, 11.1.2016

Three Experienced In-House Banking Attorneys Join Vorys Pittsburgh Office

News, 2.3.2014

Nine Vorys Attorneys Selected As 2013 Leading Lawyers By *Cincy Magazine*

News, 8.2.2013

Bissinger Quoted in Two Stories on Real Estate Financing

News, 5.24.2013

Thirty-nine Vorys Attorneys included in 2013 *Chambers USA* Guide

News, 9.12.2012

Six Vorys Attorneys Named 2013 Lawyers of the Year by Best Lawyers

News, 4.12.2012

*Law360* Article Profiles Vorys Attorney Kathleen Burtschi

News, 4.11.2012

Vorys Continues Expansion of HUD Finance Practice

News, 3.20.2012

Cartland Inducted into the American College of Real Estate Lawyers

News, 3.7.2012

Bryan H. Falk Joins the Vorys' Real Estate Group

News, 3.5.2012

Vorys Expands Cincinnati Office with Addition of Four Attorneys

News, 2.12.2008

Akron Attorney One of Only 12 Ohio Lawyers Elected to American College of Mortgage Attorneys

News, 3.19.2007

28 Vorys Attorneys Named Leading Lawyers for Business by *Chambers USA*

## Publications

Authored article, Spring 2017

What is a “High Volatility Commercial Real Estate” Loan, and How Does it Affect Your Ability to Lend?

Client alert, 2.3.2017

*Client Alert:* Is Your Marketing Services Agreement Really About Marketing? CFPB Takes Action Against Mortgage Lender, Mortgage Broker, And Mortgage Servicer For Illegal Kickback Scheme

Client alert, 7.11.2016

*Client Alert:* Ohio Supreme Court Finds a Bank Has Standing to Enforce the Mortgage Even If It Cannot Collect From the Borrower on the Underlying Debt

Client alert, 6.29.2009

*Client Alert:* HUD Announces Changes to the Condominium Approval Process for FHA-Insured Mortgages

## Speaking Engagements

Event, 2.8.2024

2024 Real Property Law Institute

Event, 7.12.2023

Grow in Ohio: Real Estate Due Diligence and Acquisitions in Ohio

9.9.2021

Vorys Third Annual Commercial Loan Workout Webinar Series

4.22.2021

Retail Development & Law Symposium for ICSC

5.16.2019

Trust and Ethics in the Age of Technology

4.25.2019

Trust and Ethics in the Age of Technology

4.10.2013

Securing Lease Options

Landlord/Tenant Committee of the Real Property Probate and Trust Law Section of the Florida Bar

10.28.2010

32nd Annual Real Estate Law Institute

10.7.2010

2010 All Ohio Real Estate Exchange

