



## Jin Liu

SHAREHOLDER

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## Overview

Jin Liu represents real estate investment trusts (REITs), national builders, resort developers, other developers of large commercial and residential projects, pension funds, and other institutional investors in the purchase and sale of both improved and unimproved property, business planning and implementation, transaction structuring, equity investment, and a variety of financing transactions. Jin also represents banks, other institutional lenders, loan servicers, and other financial institutions in a wide range of loan transactions, loan sales, workouts, and disposition of real estate. Jin has experience advising developers and financial institutions with respect to Florida condominium filings and condominium-related due diligence issues.

Jin is a bicultural and bilingual attorney who received legal education in both the United States and China. She has represented international clients — and, in particular, Chinese clients — in EB-5 investment immigration-related development projects and a variety of other commercial transactions.

Jin currently chairs the firm's Development Industry Group.

## Experience

- Represented a life insurance company in its acquisition of various student housing and other multi-family assets throughout the U.S., with each single asset valued between \$60 million to \$130 million.

- Represented a developer in a \$70 million construction loan for the development of a multi-family project in Florida.
- Represented a national builder in the structuring and documentation of various master-planned communities, including one in Florida that includes the interplay of a master association, a community development district, and multiple sub-associations.
- Represented a developer in the negotiation and documentation of the operating agreement for a joint venture entity that will serve as the general partner of various investment vehicles to acquire a series of properties throughout the U.S. with the projected value of the assets at approximately \$1 billion.
- Represented a preferred equity investor in the sale of its membership interests in a student housing project in Florida valued at \$133 million.
- Represented a health care-focused real estate investment trust in its \$117 million purchase of a portfolio of 20 specialized outpatient treatment centers.
- Represented a developer in obtaining a \$75 million construction loan secured by a residential condominium development project.
- Represented a real estate investment trust (REIT) in its disposition of various full-service marinas valued from \$30 million to \$70 million each.
- Represented a pension fund in its acquisition of various multifamily properties valued from \$60 million to \$80 million each, and associated financing.
- Represented national builders in purchase of other builders through asset acquisition transactions.
- Represents national builders in various joint ventures, acquisitions, and development projects, including subdivision formation and structuring.
- Represents EB-5-focused funds in both equity and debt investments in various real estate adventures.
- Represented a major developer in completing the development of a \$230 million hotel, residential condo and hotel condo project, and in a series of loans totaling more than \$100 million, including, without limitation, the refinancing of a \$115 million construction loan into a \$65 million permanent loan and the obtaining of a \$7.5 million mezzanine loan facility.
- Represents CMBS lender in a series of CMBS loan facilities secured by a variety of asset classes.
- Represented a developer in the redevelopment of a resort town valued more than \$100 million and related equity financing through limited liability companies.
- Represented a bank subsidiary in disposing of a resort hotel and condominium development project for close to \$50 million.
- Represented the holder of a \$30 billion portfolio of mortgage loans secured by multifamily properties in the resolution of more than 100 distressed loans in over 20 states.
- Represented \$6 billion China-based consumer electronics conglomerate in various matters, including private placement of securities of its subsidiaries.

- Represented buyers and sellers in sale and purchase of minor league baseball clubs.

## Areas of Focus

### Practices

- Real Estate
- Development
- Investment and Ownership
- International: Asia
- Qualified Opportunity Zone Task Force
- Banking, Commercial, and Consumer Finance
- Cannabis Law
- International
- Securities Transactions and Compliance
- Corporate Law and Governance
- Title Insurance
- Hospitality
- Lending
- Energy and Utilities
- Multifamily Finance and Affordable Housing
- Institutional Investment and Finance

### Industries

- Real Estate
- Banking, Commercial, and Consumer Finance

## Insights

01.29.2024

Can You Live Local? Benefits and Challenges of Developing Affordable Housing in Florida

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05.23.2023

New Florida Law Banning Real Estate Ownership by Foreign Principals From Certain Foreign Countries

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05.16.2023

New Florida Law Banning Real Estate Ownership by Foreign Principals From Certain Foreign Countries

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10.01.2021

One Team, Two Cities: The Tampa Bay Rays' Sister City Plan

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08.03.2021

U.S. Pre-Immigration Tax Planning

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06.10.2020

Federal Reserve Board Expands Main Street Lending Program

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05.04.2020

Update on the Reserve Board's Main Street Program: Moves to Assist Larger Businesses

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06.19.2019

Hillsborough County Voters Pass Transportation Surtax – And Now It's June...

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11.08.2018

Hillsborough County Voters Pass Transportation Surtax – What Happens Next?

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03.08.2017

China Tightens Regulations on Investing Insurance Funds in Shares of Listed Companies

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06.30.2014

2014 Legislative Changes Affecting Condominiums, Homeowners Associations, Cooperatives and Timeshares

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05.22.2012

Checklist for Community HOA Development

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05.22.2012

Checklist for Condominium Development

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04.09.2012

Governor Scott Signs Extension of Florida's Distressed Condominium Relief Act

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10.01.2011

Summary of the 2011 Florida Laws Impacting Condominiums, Homeowners Associations and Cooperatives

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07.19.2011

2011 Florida Condominiums and Community Association Law Update

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01.01.2008

Profiles in Partnership, Earning Trust Across Borders: Hisense Group and Carlton Fields

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04.01.2007

Chop-sticking the American Pie – How Can a PRC Company Take a Share of US Capital Markets through an IPO?

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02.02.2004

Missouri's Bifurcated Process in Non-Capital Criminal Jury Trials

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02.02.2004

Comment of Professor Verchick et. Al., in Let the People Speak: Notice-and-Comment Rulemaking

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01.01.2003

Internet Law

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## News

06.27.2023

Jin Liu Featured in Florida Politics: "Tampa Downtown Partnership Announces New Board Leadership"

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06.27.2023

Jin Liu Named Chair of Tampa Downtown Partnership

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05.18.2023

Jin Liu Profiled by Bay News 9: “Accomplished Tampa Attorney Gives Back to Community, Hopes to Inspire Others”

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03.13.2023

Tampa Bay Business Journal Names Jin Liu BusinessWoman of the Year Honoree

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11.28.2022

Jin Liu of Carlton Fields Sees Potential and Pitfalls in Tampa's Growth

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07.01.2022

Carlton Fields Named Top Firm and Attorneys Named Legal Leaders in Florida Trend's 2022 “Legal Elite”

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04.15.2022

Carlton Fields' Jin Liu Elected as Fellow of the American College of Real Estate Lawyers

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06.01.2019

Jin Liu Featured in Super Lawyers Cover Story — Who We Are: Immigrant Attorneys Share Their Journeys To, and Visions Of, America

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07.09.2018

Super Lawyers Honors 81 Carlton Fields Attorneys on 2018 Florida “Super Lawyers” and “Rising Stars”

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06.25.2018

Carlton Fields Attorney Robert Freedman Honored with Project H.E.L.P. “Dedicated Service” Award

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04.06.2018

Carlton Fields' Jin Liu Admitted as Fellow of the American College of Mortgage Attorneys

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10.30.2017

Carlton Fields Named Top Performer By Leadership Council on Legal Diversity

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06.23.2017

Florida Super Lawyers Ranks 92 Carlton Fields Attorneys as 2017 “Super Lawyers” and “Rising Stars”

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## Recognition

- BusinessWoman of the Year, *Tampa Bay Business Journal* (2023)
- *The Best Lawyers in America*, Real Estate Law (2021–2024)
- Florida Legal Elite, *Florida Trend Magazine* (2022)
- Florida Rising Stars, *Super Lawyers Magazine* (2017–2021)
- Southern Region Hot List, *Lawyers of Color* (2013)
- Selected to be one of the nation’s six fellows of the ABA’s Real Property, Trust, and Estate Law Section (2008–2010)
- Up and Comer Award, *Tampa Bay Business Journal* (2008)
- Finalist, Young Professional of the Year Award, St. Petersburg Chamber of Commerce (2008)

## Professional & Community Involvement

- American Bar Association
  - Real Property, Trust, and Estate Law Section
    - Chair, Special Investors and Investment Structure Group
- American College of Real Estate Lawyers
  - Fellow
- American College of Mortgage Attorneys (2018–present)
  - Fellow
- Leadership Council on Legal Diversity
  - Historian and Executive Council Member of Fellows Alumni Association (2014–2016)
  - Fellow (2012)
- The Florida Bar
  - Former Member, Membership Outreach Committee
- Harvard Law School Accelerated Leadership Program (2016)

- Hillsborough County Bar Association
- Real Estate Investment Council
- Suncoast Association of Chinese Americans
  - Former Director and Secretary
- Tampa Hillsborough Economic Development Corp. (2019–present)
  - Business Development Committee
- Tampa Downtown Partnership (2018–present)
  - Board of Directors
  - Secretary

## Speaking Engagements

- "Community & Development: Perspectives From Lenders, Developers, and Contractors: Challenges and Opportunities of the Coronavirus Outbreak," Carlton Fields (March 20, 2020)
- "Unique Legal Issues in Agriculture Financing: The \$340 Billion Industry That Few Talk About but Everyone Benefits From," ABA Section of Real Property, Trust, and Estate Law Spring Symposia, Denver, CO (April 21, 2017)

## Credentials

### Education

- University of Missouri-Kansas City School of Law (J.D., magna cum laude, 2005)
  - Winner, Smith-Doheny Legal Ethics Writing Competition (2005)
- Southwest University of Political Science and Law (LL.B., with distinction, 2002)
- Sichuan International Studies University (B.A., 2002)

### Bar Admissions

- Florida

### Languages

- Mandarin Chinese