



## W. Gregory Null

SHAREHOLDER

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## Overview

Greg Null has extensive experience representing clients in the financing, acquisition, disposition, development, and leasing of commercial properties in every asset class.

Greg has spent much of his career representing investors and sponsors in a wide range of joint venture and other equity matters. Greg also regularly represents institutional lenders negotiating, documenting, and closing complex commercial loans of all types, including bridge, construction, acquisition, development, permanent, and mezzanine loans. Greg advises various lenders in making bridge loans secured by commercial properties located across the country. Also, since the inception of the CMBS industry, Greg has represented a host of securitized lenders in closing numerous commercial real estate loans secured by properties in most states. Greg also has substantial experience representing lenders and investors in complex real estate problem loan workouts, restructures, and remedy enforcement. In addition, he represents special and master servicers in a wide range of servicing matters.

Greg chairs the firm's Commercial Finance Industry Group and is the Atlanta office managing shareholder. He is also a frequent presenter for various client seminars.

## Experience

- Represented a major hospitality developer and investor in negotiating and documenting amendments to its capital structure in order to introduce preferred equity and in the negotiation of recognition rights with the CMBS lenders and franchisors.
- Represented a nationally recognized construction lender in a \$560 million construction loan for development of an ultra-luxury condominium project in Sunny Isles Beach, Florida.
- Represented a nationally recognized specialty finance company in a \$65 million bridge loan secured by a boutique hotel located in Charleston, South Carolina.
- Represented a nationally recognized specialty finance company in a \$56 million bridge loan secured by an office warehouse project located in Atlanta.
- Represented a nationally recognized specialty finance company in a \$43 million bridge loan secured by a portfolio of retail properties located in Illinois and Nevada.
- Represented a mortgage REIT in a \$30 million bridge loan required to reposition a retail power center located San Diego.
- Represented a mortgage REIT in a \$24.5 million bridge loan to redevelop a Kmart shopping center into a call center leased to a major telecommunications company.

## Areas of Focus

### Practices

- Institutional Investment and Finance
- Real Estate
- Creditors' Rights and Bankruptcy
- Development
- Distressed Asset and Workout
- Multifamily Finance and Affordable Housing
- Qualified Opportunity Zone Task Force

### Industries

- Real Estate

## Insights

04.14.2020

Money for Nothing: A Lender's Consent Form to Permit Debt From Government Programs

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03.31.2020

Commercial Real Estate Loans and the COVID-19 Crisis: Sitting on the Sidelines

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09.23.2014

Dealmakers Q&A: Carlton Fields' Greg Null

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## News

02.01.2019

Media Shines Spotlight on Carlton Fields' New Office and Lawyers; Firm Opens New Jersey Office and Bolsters Real Estate and Insurance Litigation Practices

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12.26.2018

Carlton Fields Expands Real Estate and Commercial Finance Practice

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10.11.2018

Former Real Estate In-House Counsel and Investment Professional Michael H. Jo Joins Carlton Fields

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08.15.2017

78 Carlton Fields Attorneys Named "Best Lawyers in America"

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## Recognition

- *The Best Lawyers in America*, Real Estate Law (2018–2024)

## Professional & Community Involvement

- State Bar of Georgia
- United Way of Metropolitan Atlanta
  - Finance Committee

# Credentials

## Education

- University of Toledo College of Law (J.D., 1985)
  - Lead Articles Editor, *The University of Toledo Law Review*
- Marshall University (1982)

## Bar Admissions

- Georgia

## Background

- Partner, McKenna Long & Aldridge, Atlanta, GA
- Partner, Click & Null, P.C., Atlanta, GA