

S. ALAN LANIER, JR.

Associate, Commercial Real Estate

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Alan Lanier represents clients of all sizes in a variety of real estate transactions, with a particular focus on development, acquisition, disposition, and leasing matters.

Alan focuses his practice in the area of commercial real estate, advising owners, investors, developers, and tenants in the acquisition, disposition, development, management, operation, leasing, and financing of office, industrial, retail, hospitality, multi-family, and mixed-use properties. He also regularly represents clients in the formation of joint ventures, limited liability companies and partnerships, as well as the preparation and negotiation of service agreements related to real estate matters.

Prior to joining the firm, Alan practiced with a firm in Atlanta, Georgia, focusing on commercial real estate and corporate transactions.

Notable

- *Best Lawyers in America*, Real Estate Law "Ones to Watch," 2022
- Volunteer, Heart Math Tutoring

Affiliations

- North Carolina Bar Association, Real Property Section
- Urban Land Institute, Young Leaders Group

Representative Experience

- Co-counsel for the seller in connection with the approximately \$200 million sale of an office development in the South End submarket of Charlotte
- Represented a local developer in the \$15 million acquisition of a portfolio comprised of 13 industrial properties located in south Charlotte

Capabilities

Commercial Real Estate

Education

J.D., University of Georgia School of Law, 2015, cum laude, Georgia Law Review

B.B.A., University of Georgia, 2011, cum laude

Admissions

North Carolina, 2019

Georgia, 2015

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- Served as local counsel in connection with an approximately \$230 million acquisition of ground lease interests and improvements associated with a six building office development in Raleigh
- Represented a service provider in the negotiation of a master services agreement with a national bank for the management of over 1,000 office and retail properties, totaling over 10,000,000 square feet
- Served as co-counsel for a real estate investment company in tax free restructuring of ownership of 16 properties in connection with the division of ownership between individual investors
- Represented an owner in the negotiation of numerous industrial leases comprising of approximately 460,000 square feet for an industrial project
- Served as co-counsel for a seller in approximately \$20 million sale of a retail shopping center in Charlotte
- Served as local counsel for a buyer in connection with approximately a \$60 million acquisition of five properties in Durham
- Represented a landlord in the negotiation of outparcel ground lease with a national fast food restaurant chain