



## N. Courtney Hollins

Shareholder

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Courtney Hollins represents buyers, sellers, developers, investors, landlords, tenants, lenders and borrowers in commercial real estate acquisition, disposition, construction, development, leasing and finance transactions, workouts, and restructuring.

Courtney Hollins serves as corporate counsel to a variety of entities, organizing and assisting in the structuring of corporations, limited liability companies, and limited partnerships. She also offers a wide array of experience to businesses in strategic planning, mergers and acquisitions, business succession planning, and structuring.

Clients also turn to Courtney for guidance on estate planning, trusts and probate matters.

Before entering private practice, Courtney was the vice president of legal affairs for a real estate syndication company and was in-house legal counsel for a financial institution, where she focused on legal matters related to real estate and special assets.

### Representative Matters

#### Real Estate

- REIT and developer's counsel for mixed use condominium projects including multi-family, retail, and hotel with investment values exceeding \$100 million.
- Created, closed, and sold a \$100 million loan portfolio secured by properties located throughout the U.S.
- Closing attorney and issuing title insurance agent for \$108 million acquisition of a hotel, medical office building, and restaurant on West End Avenue in Nashville, Tennessee.
- \$73 million sale of 400,000-square-foot regional shopping center in Nashville, Tennessee, and issuing agent for owner's and lender's title insurance policies.
- Landlord's and borrower's counsel for the leasing of approximately 75,000 square feet of vacant office space to two national tenants, closing on refinance of matured loan with term loan to permanent financing, resulting in stabilized ownership of an office property located in Nashville, Tennessee.
- International telecommunications company retail leasing of more than 150 stores throughout Tennessee and Alabama and including Georgia, South Carolina, North Carolina and Florida.
- Negotiated and drafted industrial and warehouse leases ranging from 100,000 to 700,000 square feet for Chinese Tier 1 automotive manufacturing supplier.
- Land use planning, zoning (including overlays) and permitting for downtown Nashville historic hotels and national gas station and convenience store company.
- Organized retail horizontally-integrated holding company, planned and implemented store expansions, and closed equity financing during early stage growth of company.
- Analysis, planning and structuring of U.S.-based retail and internet business in China.
- Acquisition of properties for development and construction of national and regional credit tenant retail stores and shopping centers.
- Tennessee regional bank's counsel on middle market company acquisition loans by Nashville-based investment company.
- Lender's counsel on loan workouts for middle market company loans.
- Complex structuring and organization of minority interest for joint ventured 1 million-square-foot retail and mixed use center in Bristol, Tennessee.

- Restructuring of ownership, transfers, financing and refinancing, including subordinated debt, and issuing agent for owner's and lender's title insurance policies for last undeveloped phases and all outparcels of Nashville, Tennessee regional shopping center development.
- Complex structuring of ownership interests in Tennessee limited liability company electing unlimited liability for Tennessee franchise and excise tax exemptions with incentive management fee and interest option agreements.
- Borrower's counsel on several "non-recourse" real estate loans from a variety of bank, life insurance companies, CMBS and other lenders.
- Represented a major health system in a \$2.1 million joint venture to construct a medical office building and clinic facility.

### Estate Planning and Probate

- Estate counsel for a well-known Texas "outlaws" singer/songwriter, including the removal of a caregiver from her role as co-executor and evicting her from the house of the decedent, resulting in great progress on the administration of the estate.



## Professional Honors & Activities

- Licensed Producer for Firm Title Insurance Agency: First American Title Insurance Company, Fidelity Title Insurance Company, and Old Republic Title Insurance Company
- Member – Tennessee Bar Association; Executive Council (2001 – present); Real Estate Section, Chair (2005 – 2006), Editor of the Section's Newsletter (2000), Unauthorized Practice of Law Committee (2006 – 2008)
- Member – Nashville Bar Association; Board of Directors (2004 – 2007), Finance Committee, Real Estate Committee Chair (1999)
- Member – Tennessee Board of Examiners (2017 – present)
- *The Legal 500 United States*, Real Estate (2020)
- Listed in *Chambers USA* as a leading Real Estate lawyer in Tennessee (2017 – 2024)
- Listed in *The Best Lawyers in America*® for Real Estate (2011 – 2025)
- Selected as "The Best of the Bar" by the *Nashville Business Journal* (2023)
- Member – International Council of Shopping Centers (ICSC)
- Member – National Association of Industrial and Office Properties, Nashville Chapter
- Member – Middle Tennessee Chapter of Commercial Investment Real Estate Institute
- Member – Exit Planning Institute: Greater Nashville Chapter
- Member – Nashville Chapter of Women in Commercial Real Estate
- Legal Aid Society, 2007 Fundraising Campaign, Small Firm Division, Co-Chair
- Member – Supreme Court of Tennessee Board of Professional Responsibility Hearing Committee (2007 – 2013)
- Member – The West End Home Foundation – Board of Directors (2011 – 2017), Chair and President (2015), Vice President (2014), Planning Chair Committee (2014)
- Member – National Advisory Council of the United States Small Business Administration, representing Region IV on its Executive Committee in 2000, appointed by President William Jefferson Clinton (1997 – 2001)



## Publications

- "Series LLC's," International Council of Shopping Centers (ICSI) Law Newsletter (Spring 2016)



## Education

- George C. Taylor School of Law, University of Tennessee, J.D., 1985
- University of Tennessee, B.S., 1982 cum laude



## Admissions

- Tennessee, 1985