



James R. Williams

Co-Chair, Real Estate

Philadelphia

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James's practice encompasses a broad range of real estate matters, including development, financing, acquisitions, sales, and leasing in a number of major metropolitan areas. He represents developers and financial institutions in real estate transactions, with a particular emphasis on transactions involving tax exempt financial institutions.

James is listed as a leading lawyer in *Chambers and Partners USA* and served on the Executive Committee of the Real Property Section of the Philadelphia Bar Association from 2005 through 2007.

James earned his law degree from New York University School of Law and his undergraduate degree, *magna cum laude*, from the University of Pennsylvania. He is admitted to practice in Pennsylvania.

Experience

Assisted GE Asset Management in the sale of equity interests in an entity that owned Wellington Apartment Complex located in Arlington, Va.

Represented GE Asset Management in the sale of individual buildings and development properties in Raleigh, N.C.

Represented GE Asset Management in the sale of Riverwood 100 office building located in Cobb County, Ga., which sold for \$80 million.

Represented the borrower in the construction loan financing for the development of retail shopping center known as Oxford Commons, located in Oxford, Pa.

Represented the seller in the sale of equity interests in Benjamin Franklin Apartment Building in Philadelphia.

Represented GE Asset Management in the sale of equity interests in the entity that owned office buildings known as Metro Place located in Fairfax County, Va.

Represented landlord in the lease of a shopping center development parcel to Wawa Inc.

Handled the sale of equity interests in entity that owned Wellington Apartment Complex located in Arlington, Va.

Represented the seller in connection with the sale of One Thomas Circle, a commercial office building in Washington, D.C., to a Germany-based fund for approximately \$115 million.

Represented a regional shopping center developer in the acquisition and anchor tenant leasing of a substantial parcel of property to be developed into a shopping center in Egg Harbor, N.J.

Represented the seller in connection with the sale of a four-property portfolio of shopping centers in Pennsylvania and Texas for \$170.7 million. The transaction included the buyer's assumption of mortgage debt totaling \$103 million.

Represented shopping center developer in the development, leasing, and financing of shopping centers

Practice Areas

- Real Estate
- Real Estate Finance

Industry Sectors

- Real Estate & Construction

Education

- New York University School of Law, J.D., 1982
- University of Pennsylvania, B.A., *magna cum laude*, 1978

Bar Admissions

- Pennsylvania

Affiliations

- American Bar Association
- Pennsylvania Bar Association
- Philadelphia Bar Association

Awards & Honors

- 2019 Real Estate Lawyer of the Year in Philadelphia by Best Lawyers in America
- Chambers & Partners USA 2009-2019
- Best Lawyers in America 2006-2019
- Pennsylvania Super Lawyers 2005-2019

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located in Chester County, Pa., Delaware County, Pa., Bucks County, Pa., and Philadelphia. Representation included negotiation of development agreements with national retailers such as Walmart and Lowes and negotiation of construction contracts for the shopping centers.

Represented institutional investor in acquisition, development, and financing of multi-family residential and mixed use projects in Atlanta, Nashville, Pompano Beach, Fla., Denver, and Houston, including negotiation of construction contracts for such projects.

Represented institutional investor in negotiating development agreements and construction contracts for the construction of a Hyatt Hotel in suburban Atlanta.

Negotiated joint venture and development agreements on behalf of an investment management firm in connection with the development of a residential project in Madison, Wis., featuring 228 units and 15,000 sq. ft. of commercial space. We also assisted the client in connection with obtaining construction financing for the project.

Represented a publicly traded REIT in the simultaneous assemblage of land and development rights for a 20-acre mixed-use urban waterfront development site from three public entities and a private developer, and the commencement of construction on a \$1 billion mixed-use neighborhood. The project includes a projected 1.45 million sq. ft. of build-to-suit office projects, a 180-room hotel, a 188-unit residential component, and the reconstruction and enhancement of an existing waterfront park in Camden, N.J.

Represented institutional sellers in a portfolio sale of multiple industrial properties located in Georgia, Colorado, Texas, and Nevada for an aggregate sale price in excess of \$300 million. We negotiated the agreements of sale and closed the transaction on behalf of the sellers, which were multiple joint ventures our client had formed with various affiliates of a Denver-based real estate developer.

Represented a real estate development and management company located in Southeastern Pennsylvania in multiple financing transactions in New Jersey and Pennsylvania, including one for the construction and development of a residential complex of more than 400 units that will transform the client's existing shopping center in Exton, Pa., into a first-class, multi-use project.