



## Nancy H. Zhao

Counsel

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Nancy H. Zhao is a rising star in the real estate industry known for her deep relationships and expertise in advising clients on complex deals across the country.

An associate in the firm's Real Estate Group, Nancy is a transactional attorney with extensive experience representing private owners, partnerships, national publicly-traded REITs, and public companies in all aspects of real estate matters including residential and commercial purchase and sale transactions, retail and restaurant leasing, and real estate financing.

Nancy regularly handles matters coast to coast, including California, Colorado, Texas, Florida, Tennessee, and North Carolina, among others. The geographic reach of her practice has enabled her to develop strong relationships in these major markets, offering added value to the clients she serves.

With a keen understanding of these jurisdictions and the differences between them, Nancy strategically advises developers, investors, owners, tenants and borrowers on a wide range of complex, high-dollar real estate transactions including acquisitions and dispositions, lease negotiations, financing and development of retail, office, multi-family, industrial and student housing properties. She has additional expertise in the acquisition and development of vacant lots. Her expertise in navigating cross-jurisdictional deals makes her an asset to large and expanding portfolios.

Prior to joining Greenberg Glusker, Nancy was an associate at a large international law firm in San Diego and an associate at one of Hawaii's largest law firms. Nancy has also served as Legal Counsel for EDF Renewable Energy, Inc. in San Diego, where she represented EDF in mergers and acquisitions of wind and solar energy projects in North America. Prior to attending law school, Nancy was a bank loans closer at Anchorage Capital Group, LLC, in New York City.

Nancy currently serves on the Board of Directors of the Maui County Bar Association. As a member of the Board, she works with the Maui County Bar to promote the legal profession, unite the attorneys on the island of Maui, inspire justice by providing legal information at the Self Help Center, educate the residents of the County of Maui of the legal system and provide scholarships for students who intend to pursue education in the field of law.

### Professional Affiliations

- Maui County Bar Association, Board Director, 2019 – Present
- American Bar Association
- National Association Pacific American Bar Association

### Awards

- *Best Lawyers: Ones to Watch® in America*, 2021 – 2025

### Bar Admissions

- California
- Hawaii

### Education

- University of Michigan Law School (J.D., *cum laude*)
  - Associate Editor, Michigan Journal of Race & Law
  - Advanced Student Attorney, International Transactions Clinic
  - Board Member and Vice President, Asian Pacific American Law Students Association
- Dartmouth College (B.A., *cum laude*)
  - Economics
  - Spanish modified with linguistics

### Languages

- Spanish

## Representative Matters

- Part of a team representing a national publicly-traded REIT with the majority of their transactions on industrial properties across Southern California, including acquisitions and negotiations on lease-backs.
- Represented a real estate investment firm in the acquisition of an 84-unit boutique luxury multi-family building with commercial space in the Larchmont Village neighborhood of Los Angeles, California.
- Represented a privately held real estate firm in the sale of multiple student housing buildings in Colorado with its joint venture partner, involving conveyances of tenancy in common interest and 1031 exchanges.
- Represented a national leading developer of Class “A” industrial real estate in the \$49 million sale of a 475,200 square foot industrial building on approximately 47 acres of land in Whitsett, North Carolina.
- Represented a CRE investment group in its \$19 million purchase of multi-family property located in Austin, Texas. The transaction included a \$9.75 million loan.

- Represented a multi-faceted national company client in the sale of a 304-unit apartment multi-family project in Jupiter, Florida.
- Represented a privately held real estate firm in the complicated sale of eight property tracts containing multiple student housing buildings in Knoxville, Tennessee, which involved transfers of tenancy in common interests, 1031 exchanges, and a loan assumption.
- Represented a conglomerate of partners in the sale of a 26,000-square-foot industrial building located on 1.8 acres in the LAX area to an affiliate of a national realty corporation.