

People



Marc B. Heller

Partner, Real Estate

New York

T: +1 212 259 6469

marc.heller@akerman.com

vCard

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” Marc Heller always makes himself available and provides very savvy, sound advice. He has a reasonable approach to issues and is a problem solver.

- *Legal 500*

With a wealth of experience in complex commercial real estate transactions, Marc Heller focuses his practice on acquisitions and dispositions of multifamily properties and development throughout the United States and related joint ventures and debt. Marc helps clients navigate complex ownership structures, often involving a mix of domestic and foreign investors. Marc also provides general counsel type advice to some longstanding clients.

In addition, Marc counsels owners and lenders in connection with loans, workouts and restructuring. His client base includes major institutional borrowers and buyers, and he has represented lending institutions in over \$3.5 billion in commercial real estate loans. He has also represented several major Japanese banks in their real estate lending activities in the United States.

Notable Work

National Multifamily Transactions: Represented TruAmerica Multifamily LLC, a major institutional and fast growing owner and operator of multifamily properties (primarily in the western portion of the United States but also in Florida and the Southeastern United

Areas of Experience

Real Estate
Multifamily Development and Acquisitions
Distressed Property
Real Estate Acquisitions and Sales
Real Estate Financing
Residential Land Acquisitions and Development
Corporate Restructuring and Insolvency
Japan

Education

J.D., Benjamin N. Cardozo School of Law, 1979, cum laude
B.A., Utica College, 1975

Admissions

Bars

New York

Courts

U.S. District Court, Southern District of New York
U.S. District Court, Eastern District of New York

Related Content

Akerman Sponsors the 2024 Chrysalis Butterfly Ball
October 26, 2024

Akerman Partner Marc Heller Named 2024
Influencer in Multifamily Real Estate by *GlobeSt*
October 15, 2024

Akerman Sponsors the Real Estate & Construction
Leadership Dinner
September 19, 2024

States, Midwest and Mid-Atlantic regions, and Texas), with respect to acquisitions, dispositions, joint ventures, financing, and operational matters. Some of these transactions involved portfolios valued at over \$500 million and as high as \$1.5 billion at the time of purchase. Some of these transactions involved Sharia compliant structures.

Southeast Regional Multifamily Transactions: Represented a Miami based owner and operator of value-add multifamily properties in the Southeast region of the United States and Texas.

Foreign Investors in U.S. Real Estate: Represented foreign high-net-worth individuals and family offices in their investments in New York City condominium developments and multifamily and mixed use developments in the Southeastern United States.

Build-to-Rent: Represented a major institutional investor in creating a development platform for build-to-rent properties.

Developer Restructuring: Represented the developer of a major public infrastructure project in New York City in its restructuring negotiations with a quasi-governmental agency.

New York Area Multifamily Transactions: Represented a suburban developer of multifamily properties in the New York metropolitan area (including joint venture agreements and senior and mezzanine loans).

Miami Multifamily Transactions: Represented a real estate developer in connection with a complex multifamily development in Miami.

Florida Multifamily Development: Represented a publicly traded REIT in a multifamily development project in Sarasota, Florida.

Published Work and Lectures

- *Law360*, Mentioned, “Multifamily Deals Gain Popularity With New Band Of Investors,” August 13, 2021
- [2019 Akerman U.S. Real Estate Sector Report](#), Contributor
- [2018 Akerman U.S. Real Estate Sector Report](#), Contributor

Honors and Distinctions

- *GlobeSt*, 2024, “Influencer in Multifamily Real Estate” Honoree
- *The Legal 500*, 2024, Recommended for Real Estate - Real Estate