

People



Marc B. Heller

Partner, Real Estate

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vCard

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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 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.

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 Chrysalis Butterfly Ball
September 30, 2023
- 172 Akerman Lawyers Across the United States Named to 2020 *Super Lawyers* and *Rising Stars* Lists
October 28, 2020
- Marc Heller Elaborates on Rise in Apartment Renovations in *Northeast Real Estate Business*
April 09, 2020

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