



William F. "Rich" Potts Jr.

Partner

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t 704.335.9033



Rich Potts practices in the firm's Banking & Capital Markets Group and focuses in the area of financial services and commercial real estate. His practice focuses primarily on representing national and regional banks and other financial institutions in a wide variety of financing transactions, including real estate acquisition, construction and development loans, syndicated loans, asset based loans, and revolving credit facilities.

REPRESENTATIVE EXPERIENCE

- Represented a national bank in connection with three loans (two bilateral, one syndicated) to affiliates of the same sponsor in the aggregate principal amount of \$144.8 million and mezzanine financing in the aggregate principal amount of \$47.6 million for financing the construction of:
 - A 378-unit multifamily rental property on land leased from the Metropolitan Atlanta Rapid Transit Authority (MARTA) for its Avondale Station project in Decatur, Georgia.
 - A 374-unit multifamily rental property on land located in Fort Worth, Texas.
 - A 318-unit multifamily rental property on land located in Birmingham, Alabama.
- Represented national bank as administrative agent in connection with a \$167.8 million four-bank syndicated loan for construction of a 26-story, 745,000-rentable-square-foot office building on land subject to a condominium form of ownership located in Charlotte, North Carolina.
- Represented national bank in connection with a \$45.6 million syndicated loan for financing the construction of a 248-unit/816-bed student housing project in Kennesaw, Georgia.
- Represented national bank as administrative agent and sole lead arranger in connection with a \$44.7 million syndicated construction loan for the construction of a 320-unit apartment project in Fulton County, Georgia.
- Represented national bank as administrative agent and sole lead arranger in connection with a \$43 million syndicated construction loan for the construction of a 374-unit apartment project in Tampa, Florida.



CHARLOTTE OFFICE



PRACTICE AREAS

Real Estate & Commercial Development
Banking & Capital Markets



EDUCATION

University of North Carolina at Chapel Hill
JD, 1978
University of Virginia
BA, with Distinction, 1975



ADMISSIONS

North Carolina, 1978



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- Represented national bank as administrative agent and sole lead arranger in connection with a \$37.5 million syndicated construction loan for the construction of a 312-unit apartment project in Charleston, South Carolina.
- Represented national bank in connection with a \$64.5 million loan for financing the acquisition of a 652,092-square-foot office tower in Atlanta, Georgia, and the construction of capital improvements and future tenant improvements.
- Represented national bank in connection with a \$56.2 million loan for financing the acquisition of a 599,572-square-foot office tower in Charlotte, North Carolina, and the construction of capital improvements and future tenant improvements.
- Represented national bank in connection with a \$36.3 million construction loan for the construction of a 292-unit apartment project on ground-leased property in Greenville, South Carolina.
- Represented national bank in connection with a \$40 million construction loan for the construction of a 275-unit apartment project in Nashville, Tennessee.
- Served as lender's counsel for a national bank in connection with a \$10.5 million asset-based revolving credit facility and real estate term loan involving a regional distributor of golf course equipment.
- Represented a national bank in connection with a \$21 million borrowing base revolving loan facility secured by accounts and inventory. The accounts included both domestic and foreign account debtors, and the inventory included bales of unmanufactured ginned cotton covered by non-negotiable warehouse receipts and certified by the International Commodity Exchange.

HONORS

- *The Best Lawyers in America* in Real Estate Law, 2008-2020
- *Chambers USA: America's Leading Lawyers* in Real Estate: Finance, 2015-2018



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- *North Carolina Super Lawyers*, 2006, 2015-2017
- *North Carolina Journal of International Law and Commercial Regulation*, Editor

MEMBERSHIPS

- Register of Deeds Advisory Board, Past Chairman
- American Bar Association
- Mecklenburg County Bar
- North Carolina Bar Association
- National Association of Industrial and Office Properties
- North Carolina Bankers Association
- Johnston YMCA, Board of Managers (Chair 2014-2015), Finance and Strategic Planning Committees
- Carmel Country Club, Past Board of Directors
- Community Housing Development Corporation, Past Board of Trustees
- Mecklenburg County Law and Government Library, Inc., Past President