



## Susan L. Elliott

Counsel

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t 919.835.4528



Susan Elliott is a member of the Real Estate & Commercial Development practice group at Parker Poe. She has more than 20 years of commercial real estate experience in private practice and as in-house real estate counsel.

While in-house at HD Supply Inc., Susan was responsible for the legal aspects of all real estate transactions for the enterprise, with properties located in 48 states and seven Canadian provinces. A majority of the locations were leased properties, which included office, industrial, and mixed-use spaces. She drafted, negotiated, documented, and resolved disputes in connection with the real estate transactions and operations for the company. In addition, she counseled associates in multiple lines of businesses, as well as C-suite executives and cross functional teams, in connection with real estate matters.

During her private practice, Susan served as national portfolio counsel to a major real estate company with more than 200 properties consisting of retail, office, industrial, multifamily, and storage. She assisted her client in leasing, selling, purchasing, lending, and dispute resolution.

Susan has a broad range of commercial real estate experience in addition to her leasing specialty. She has represented a regional banking institution and other companies in acquiring, developing, operating, and disposing of their corporate sites. Further, Susan has represented a major capital company in multiple loan transactions for income producing properties, including office, warehouse, new construction, self-storage, multifamily, and retail. These matters included new loans, modification of existing loans, workouts, and foreclosures.

## REPRESENTATIVE EXPERIENCE

- Reviewed, drafted, and negotiated real estate documentation for an industrial distributor enterprise that included owned, leased, subleased, and licensed property in 48 states and seven Canadian provinces.
- Counseled clients in multiple lines of business, corporate operations, and cross-functional teams, including C-suite executives, vice presidents, and real estate, construction and facilities managers, providing legal support and advice for interests in real property.



### RALEIGH OFFICE



### PRACTICE AREAS

Real Estate & Commercial  
Development



### EDUCATION

Villanova University  
JD, *cum laude*, 1988  
University of North Carolina  
at Chapel Hill  
BA, 1980



### ADMISSIONS

Georgia, 1988  
North Carolina, 2017



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- Assisted with the real estate aspects in mergers, acquisitions, and financing transactions, refinancings, as well as IPO offering and multiple mergers, acquisitions, and dispositions.
- Served as national portfolio counsel to major real estate company with more than 200 income-producing properties consisting of retail, office, industrial, and multifamily space; matters included leasing, landlord/tenant disputes, property management issues, loans, acquisitions, dispositions, and environmental issues.
- Represented a large bank in acquisition of several development sites; matters included site selection, negotiations with sellers and governmental entities, review and resolution of title, survey and environmental issues.
- Represented a metro line as transit-oriented developer in mixed-use projects in Georgia; services included leasing, dispositions, right-of-way matters, easements and restrictions.
- Represented a municipality in initial phased disposition of City Hall East (now Ponce City Market) for a mixed-use project; services included negotiation with multiple developers and lenders.
- Represented a major corporation on multiple loan transactions for income-producing properties, including office, warehouse, new construction, self-storage, multi-family, and retail; matters included new loans, modification of existing facilities, workouts, and foreclosures.

## MEMBERSHIPS

- State Bar of Georgia, Real Property Law Section, Executive Committee, 2003-2009; Chair, 2008-2009