

Sayer Nixon

Shareholder

Practices: Real Estate Finance, Default Resolution & Servicing; Real Estate

Industries: Real Estate

Sayer Nixon is a member of Winstead's Real Estate Finance Practice Group and represents financial, investment and other lending institutions, including banks, debt funds, REITs, life insurance companies and specialty finance groups, in connection with the financing, acquisition, disposition and servicing of commercial office buildings, retail centers, hotels, industrial and storage facilities, manufactured housing communities, multifamily complexes, single-family rental portfolios and other types of commercial properties throughout the United States.

His practice focuses on real estate debt origination with financings structured for securitization in the CMBS or CLO market but he also handles bridge, construction, hard money, credit facility and similar loans held on balance sheet and in various layers of the capital stack. Sayer frequently handles complex transactions involving ground leases, condominiums, tenants in common (TIC) ownership, 1031s, multi-borrower and multi-property portfolio structures, A/B note splits, loan sales, and preferred equity and mezzanine financings.

In addition to structuring the transactions, Sayer regularly advises his clients on real estate title, survey and zoning matters, cash management and deposit account arrangements, special purpose entity structures and bankruptcy remote requirements, property insurance matters, pledges of and security interests in various types of UCC collateral, legal opinions, and other general legal and contractual matters inherent to secured financing.



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Education

University of Tennessee College of Law

– J.D., 2007

– *magna cum laude*

– Editorial Board, *Tennessee Law Review*

Wake Forest University

– B.A., Economics, 2004

– *with honors*

Professional & Community Service

- Mortgage Bankers Association
- Commercial Real Estate Finance Council
- Urban Land Institute, Advisory Board Member
- Association of Corporate Counsel
- North Carolina State Bar

Admissions

- North Carolina, 2007
- Tenth Judicial District Court North Carolina
- Mecklenburg County Bar, 26th Judicial District