

Shannon M. Nichols

SERVICE AREAS

Business

- Real Estate
 - Capital Markets Lending
 - Real Estate Finance
 - Workouts + Foreclosures

Litigation + Trial

- Workouts + Foreclosures

Governments + Nonprofits

- Real Estate
 - Workouts + Foreclosures

EDUCATION

- University of Detroit Mercy School of Law, J.D.
- Alma College, B.A.

BAR ADMISSIONS

- Michigan

COURT ADMISSIONS

U.S. District Court

- Eastern District of Michigan



Senior Attorney

Troy

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Shannon M. Nichols is involved in all aspects of commercial real estate including financing, sales and acquisitions, development, zoning, leasing and workouts and foreclosures. She has served as primary counsel to national and regional lenders on mortgage backed loan originations for both portfolio lending and loans destined for securitization in the capital markets. Her extensive representation of national lenders also includes representation of lender's in connection with Fannie Mae loan transactions. As counsel for lenders and special servicers she has counseled numerous national parties in connection with distressed assets most typically in Michigan and Ohio. Shannon also offers her clients an extensive background in corporate transactions and commercial litigation matters.

As the co-leader of the Capital Markets Lending Group, Shannon has had the opportunity to represent large national lending groups with an emphasis on capital markets, conduit and bank financing including mortgage-backed loan originations and securitizations. In her role in the Capital Markets Group, Shannon has also had the opportunity to work closely with her clients and assist them in shaping practices and procedures.

"By listening to what my clients want and clearly communicating my advice and concerns, they become engaged in the process and the results are better for both of us."

Shannon M. Nichols

By serving as a guide in addressing legal issues and problems, Shannon helps her clients make sound business decisions. Over the years she has guided many of her clients through complex issues and formed strong professional relationships with the parties on both sides of the table. As a result, her clients are positioned for

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long-term business success.

"My job is to put my client in the best position possible by addressing both the major issues and the minor details and communicating with them every step of the way so that they are as much a part of the success as I am."

EXPERIENCE

Shannon has over 14 years experience representing corporate clients in a wide variety of real estate, transactional and litigation matters. She has practiced law both in private practice and as in-house corporate counsel for a major retail chain and an automotive supplier with much of her practice focused on all aspects of real property law. She has handled acquisitions and divestitures of major real estate and corporate portfolios and has represented national lenders in the origination of billions of dollars of loans. Her real estate experience includes the sale, acquisition, development and financing of all property types, office, retail, multi-family and manufactured housing, industrial properties and self storage. In addition to her experience in loan origination, she has also represented lenders and special servicers in connection with distressed assets. Her workout and foreclosure experience includes deed-in-lieu transactions, forbearance and settlement agreements, loan modifications and extensions, sales by receivers and other varied workout arrangements. Shannon's experience also includes substantial time training and presenting varied legal topics to large groups.

Her experience includes:

Representation of national financial institutions and related servicing agents in connection with workouts and foreclosures of commercial properties in the States of Michigan and Ohio.

Representation of real estate developers in connection with shopping center assemblages, condominium developments and financing transactions.

Representation of corporate clients in connection with the negotiation of commercial leases, acquisitions and dispositions of commercial property and other issues related to the ownership and operation of commercial real estate.

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Responsibility for the management and negotiation of a client's portfolio of over 150 domestic and international commercial real estate leases.

Negotiation of financing and investment arrangements, including private bond offerings and restructuring of credit facility.

Negotiated the total outsourcing of a client's IT operations.

Extensive involvement with the client's operations and legal matters in Brazil, Italy, Germany and Sweden.

REPRESENTATIVE MATTERS

- Financial Institution Secured Loan
Representation of numerous national financial institutions in the origination of secured loans intended to be securitized in the capital markets, including a loan program with loan amounts ranging from \$1,000,000 to \$35,000,000.
- Manufactured Housing Real Estate Investment Trust
Representation of a large manufactured housing REIT in the acquisition of numerous manufactured housing portfolios including several simultaneous acquisitions of multiple communities valued in excess of \$50,000,000.
- Privately Held Corporation Merger and Acquisition
Representation of many large privately held corporations on mergers and acquisitions (both stock and assets) with purchase price values in excess of \$73,000,000.

PROFESSIONAL ACTIVITIES

- State Bar of Michigan

HONORS + AWARDS

- University of Detroit Mercy School of Law, magna cum laude; Law Review; Frank Murphy Honor Society; Dean's Scholarship
- Alma College, Presidential Scholarship; State of Michigan Scholarship