

Ashanté Latanya Smith

Partner

Richmond

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Lenders and loan servicers trust Ashanté to guide them through the challenges that arise in closing multifamily financing loans. Clients benefit from her depth of experience in tax-free municipal bonds and subordinate financing for affordable housing projects.

OVERVIEW

Ashanté helps lenders and loan servicers structure, negotiate, and execute multifamily finance and commercial loan transactions that are intended to be sold in the secondary market in connection with Fannie Mae's Delegated Underwriting and Servicing (DUS) product line and Freddie Mac's Capital Markets Execution (CME) program. She handles a variety of financing arrangements, including a combination of construction and permanent financing and tax credits, and has particular experience with tax-free municipal bonds and affordable housing projects.

Clients depend on Ashanté to lead the dealmaking process from start to finish, and appreciate her proactive approach in addressing the legal, procedural or other changes that affect the way lenders do business. She is known for her deep industry knowledge and ability to facilitate dealmaking with precision.

Ashanté is a member of a national team of attorneys and real estate professionals who provide end-to-end guidance and management for thousands of transactions originated by the firm's mortgage lending clients each year. Their industry-leading efficiencies and best practices have helped them become widely recognized as the top practice for multifamily finance in the United States.

AWARDS

- *Virginia Lawyers Weekly*, "Influential Women of Law" (2022)
- Named among Most Influential Black Lawyers, *Savoy Magazine* (2018)
- Rising Star, Real Estate, *Law & Politics'* Virginia Super Lawyers (2008, 2010-2011)

TOP AREAS OF FOCUS

- Loan Originations
- Multifamily Housing Finance
- Servicing Transactions

ALL AREAS OF FOCUS

- Commercial Real Estate Lending
- Loan Originations
- Multifamily Housing Finance
- Servicing Transactions

PROFESSIONAL/COMMUNITY INVOLVEMENT

- Virginia State Bar
- American Bar Association
- National Bar Association
- Virginia Bar Association
- Mortgage Bankers Association of America
- INROADS Alumni Association – Richmond Chapter
- University of Virginia Law School Foundation, Board of Trustees (2022-present)
- United Way of Greater Richmond & Petersburg, Board of Directors (2021-present)
- Greater Richmond Fit4Kids, Inc., Board of Directors (2021-present)
- Nominating Committee, Troutman Pepper Locke (2025-present)
- Nominating Committee, Troutman Pepper (2020-2024)
- Women's Network, Troutman Pepper Locke (2014-present)
- The Ridley Scholarship Fund, National Board Member & Scholarship Comm. co-chair (2014-2017)
- University of Virginia Law Alumni Council (2014-2017)
- Recruiting Committee, Troutman Sanders (2008, 2011-2019)
- Inclusion Committee, Troutman Pepper Locke (2007, 2009-2025)

EDUCATION AND CERTIFICATIONS

EDUCATION

- University of Virginia School of Law, J.D., 2002
- University of Virginia, B.A., 1999

BAR ADMISSIONS

- Virginia