Tai C. Tran

Partner

Austin

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Tai handles a wide variety of real estate acquisitions and dispositions, commercial real estate financing, and related transactions on behalf of borrowers, developers, lenders, and financial institutions nationwide.

OVERVIEW

Tai chairs the firm's Real Estate Practice Group. He brings extensive experience in commercial real estate and finance transactions, including real estate acquisitions and sales, development and leasing, and commercial lending. Tai represents a diverse range of clients, such as investors, owners, developers, lenders, private equity firms, real estate funds, financial institutions, commercial landlords and tenants, and colleges and universities. His practice spans office, multifamily, industrial, retail, hotel, single-family lot development, and mixed-use projects across Texas and other states.

Tai has significant experience advising and counseling owners, developers, and investors in acquiring, developing, and selling land and improvements for multifamily, retail, commercial, industrial, and residential real estate projects, including condominiums, mixed-use developments, and student housing facilities. He also represents developers of master-planned communities in connection with single-family residential lot development and sales to homebuilders.

Tai represents national and state lending institutions with their respective acquisition, development, and construction financing activities in Texas and other states. His experience also covers a wide range of commercial lending and corporate finance transactions, including loan syndication, asset-based lending, subordinated debt, and mezzanine financing.

Tai represents numerous financial institutions, including federal savings banks, life insurance companies, and various state and national banking associations in workouts, restructures, and foreclosures concerning commercial real and personal property in Texas, California, Illinois, Utah, and other states. He has substantial experience negotiating forbearance agreements, resolving priority of lien issues, and examining lender liability claims on behalf of lenders as well as debtors. Tai also represents lenders and investors in connection with the acquisition, disposition, and financing of REO assets.

Tai regularly represents both landlords and tenants with respect to office, retail, and industrial projects in Texas and other states. In connection with workouts and foreclosures, he advises clients on a broad range of lease subordination and rental issues relating to foreclosure of liens.

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REPRESENTATIVE MATTERS

Real Estate Acquisition and Development

- Representation of a developer in connection with acquisitions and dispositions of multifamily and mixed-use projects in Texas, California, Colorado, Florida, and Washington.
- Representation of a developer in connection with ILSA filings involving a luxury high-rise development in Austin and Houston.
- Representation of developers with respect to condominium conversion projects throughout Texas.
- Representation of lending institutions in connection with the operation and sales of REO assets.
- Representation of developers on land acquisition and development of master-planned communities and single-family residential lot sales to homebuilders in Texas, Florida, North Carolina, and Tennessee.
- Representation of a state agency in connection with the acquisition and development of a regional children's hospital facility and cancer center in Texas.

Real Estate and Commercial Lending

- Representation of a national banking association on syndicated and non-syndicated construction facilities in excess of $250 million for the phased development of a large mixed-use project in Austin, Texas.
- Representation of a national bank on development and construction facilities in excess of $165 million relating to phased multifamily projects in McKinney, Texas.
- Representation of lenders on various construction matters, including development of retail shopping centers, hotels, condominiums, and multifamily projects in Texas, California, Colorado, Florida, Georgia, Missouri, Minnesota, Wyoming, and other states.
- Representation of the lender in a $42 million facility to a plastic container manufacturer involving multistate warehouse locations leased by the manufacturer or operated by third-party warehousemen.
- Representation of the lender in a $40 million facility to commercial industry parts wholesaler and retailer involving assets in the U.S. and Canada.
- Representation of the lender in a $35 million facility to residential and construction parts provider secured by assets in multiple states.

Workouts, Restructures, and Foreclosures

- Representation of a state-chartered bank in connection with a workout involving multiple retail, office, and condominium projects in California and Texas, including loan assignments and participations.
- Representation of a Houston-based bank on a restructure and foreclosure relating to commercial subdivision project in Travis County.
- Representation of a developer on a deed in lieu transaction involving complex mechanics and materialmen's lien claims and issues.
- Representation of a bank on deed in lieu and foreclosure matters relating to commercial office projects in Texas and Utah.

Landlord and Tenant Representation

- Representation of a commercial landlord in connection with office leasing and the subleasing of premises in San Antonio and Austin.
- Representation of a tenant on a lease of industrial property in Louisiana for purposes of manufacturing metal parts.

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- Representation of a developer on a ground lease of state-owned property or purposes of multiuse development.

General Corporate and Transactional Matters

- Representation of a private equity firm in connection with its $39 billion takeover of a multinational gaming and entertainment company in 2007, including due diligence and handling of gaming licenses.
- Representation of a private university with regard to its general corporate and financing activities.

AWARDS

- *Legal 500 United States*: Real Estate: Land Use/Zoning (2026), Real Estate: Mid-Market (2026), Real Estate: Real Estate Finance (2026)
- *Best Lawyers in America*®: Mortgage Banking Foreclosure Law (2016-2027), Real Estate Law (2015-2027)
- *Chambers USA*: Real Estate, Texas (2017-2026)
- *Chambers USA*: Up and Coming, Real Estate (2015-2016)
- *Super Lawyers*®: Texas, Real Estate (2016-2020)
- *Super Lawyers*®: Texas Rising Star, Real Estate (2009-2015)
- Finalist, Austin Under 40 Awards (2009)

TOP AREAS OF FOCUS

- Real Estate

ALL AREAS OF FOCUS

- Asset-Based Lending
- Commercial Real Estate Lending
- Corporate
- Financial Services
- Investment, Acquisition + Disposition
- Mezzanine Lending
- Real Estate

PROFESSIONAL/COMMUNITY INVOLVEMENT

- Member, University of Texas at Austin Intercollegiate Athletics Council
- Member, State Bar of Texas
- Member, Austin Bar Association
- Member, Austin Young Lawyers Association
- Former member, executive committee and board of directors, Capital Area Tennis Association
- Former member, board of directors, JDRF Austin
- Member, Real Estate Council of Austin Leadership Development Council (2003)
- Former member, advisory board, KLRU-TV, Austin PBS Community
- Former member, Boys & Girls Club Emerging Leaders Steering Committee

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EDUCATION AND CERTIFICATIONS

EDUCATION

- Harvard Law School, J.D., 2000, *International Law Journal*; Environmental Law Society
- The University of Texas at Austin, B.A., 1997, Phi Beta Kappa; Phi Kappa Phi

BAR ADMISSIONS

- Texas