

# Philip Head

## PARTNER



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Real estate private equity funds, syndicators, developers, investors, and owner-operators involved in the multifamily real estate sector rely on Philip Head for counsel in transactional matters. Negotiating the complex joint ventures and multi-tiered ownership structures necessary for sophisticated acquisition and financing vehicles, Philip has closed apartment acquisitions, dispositions, and re-financings with an aggregate value in excess of \$9.5 billion.

Philip has guided borrowers through the intricacies of financing multifamily properties through the:

- Freddie Mac Seller Services Program
- Fannie Mae Delegated Underwriting and Servicing product line
- HUD/FHA insurance program

In addition to his multifamily experience, Philip assists developers, owners, and tenants in the development and leasing of stand-alone and multi-tenant office, industrial, retail, and healthcare properties.

## EXPERIENCE

- **Carter-Haston Real Estate acquires luxury Missouri apartments**  
Assisted Carter-Haston Real Estate on the acquisition of The Barton, a luxury apartment complex in Clayton, Missouri, for \$70 million.
- **Carter-Haston Real Estate Services acquires The Shay for \$80 million**  
Represented Carter-Haston Real Estate Services in the \$80 million acquisition of Nashville apartment building The Shay.
- **Carter-Haston Real Estate Services purchases seven properties**  
Represented Carter-Haston Real Estate Services in the purchase of the six properties from Bluerock Residential Holdings.
- **Luxury apartments seek development and financing advice**  
Coordinated the development, financing and disposition of Station 40, a project in West

Nashville that included over 250 apartment units, plus cottage townhomes and 10,000 feet of retail space in a mixed-use development.

- **Oliver McMillan Spectrum Emery developing \$400 million 5th + Broadway project in Nashville**

Advised OliverMcMillan and Spectrum | Emery in their partnership to co-develop the \$400 million Fifth + Broadway mixed-use project on the site of Nashville's original convention center.

## EDUCATION

- J.D., *cum laude*, University of Tennessee, 2004
  - Member and Research Editor - Tennessee Law Review
- B.A., *magna cum laude*, Vanderbilt University, 2001

## BAR ADMISSIONS

- Tennessee

## RECOGNITIONS

### Chambers USA

- Recognized Practitioner, Real Estate (Tennessee), 2017-2019, 2022

### The Best Lawyers in America® (BL Rankings)

- Project Finance Law, 2023
- Real Estate Law, 2019-2023

## PROFESSIONAL INVOLVEMENT

- Member, National Association of Industrial and Office Properties
- Member, International Council of Retail Shopping Centers (ICSC)
- Member, Urban Land Institute (ULI)