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### Practice Areas

- Real Estate Acquisition and Development
- Real Estate, Lending and Finance
- Lending, Workout & Foreclosure
- Real Estate & Leasing Transactions
- Hospitality and Franchise

### Education

- J.D., Duke University School of Law, *With Honors*, 1986
- B.A., University of Michigan, *With Honors*, 1982

### Memberships

- Chairman, ABA Committee on Life Insurance Company Investments
- Former Vice Chairman, ABA Committee on Technology and Commercial Mortgage Lending
- State Bar of Georgia and American Bar Association

### Mark R. Moeller

Mark Moeller is a member of the Real Estate, Development & Construction Group and the Lending, Workout & Foreclosure Group at Taylor English. His practice includes the acquisition, sale, leasing and development of retail, office, apartment, golf course, timberland, student housing, hotel, industrial and resort properties. He also represents lenders and borrowers in connection with acquisition, construction and permanent loan financings.

Prior to joining Taylor English, Mr. Moeller served as Real Estate Regional Counsel for The Prudential Insurance Company of America for 13 years and was in private practice with Morris, Manning & Martin for 5 years. In addition to acquisition, sale, development, and leasing work at Prudential, he was responsible for closing over 200 loans totaling over \$2.95 billion over a 10-year period. At Prudential, Mr. Moeller also handled all timber acquisitions (over \$257 million), sales, leasing, and property management issues for PruTimber, a subsidiary of Prudential that invested money for pension funds. At Morris Manning, he focused on acquisition and development work and completed 18 acquisitions totaling over \$133 million.

Mr. Moeller is a frequent lecturer and his seminar topics have included: “Cornerstones of Commercial Purchase Contracts,” “Deeds in Lieu of Foreclosure from A to Z,” “Assembling Land for Real Estate Projects,” “Acquisition Due Diligence – Protecting the Client and Satisfying the Lender,” “Title Insurance and Surveys – Making Sure You Get All the Property Rights,” “Cross-Collateralization and Enhanced Loan Security Provisions,” and “Fraudulent Conveyances and Traps for the Unwary.”

### Representative Transactions

- \$273 million construction loan on Reuters Building in Times Square
- \$182.5 million construction loan on Westin Hotel in Times Square
- \$133 million acquisition of timberlands
- \$8 million acquisition of golf resort with ground lease
- \$42.2 million acquisition assemblage for a mixed-use project (\$20 million loan)
- \$40.7 million acquisition of an apartment complex with a \$37 million loan
- \$19.8 million acquisition of a Hyatt hotel
- \$9.5 million acquisition of a Sheraton hotel
- \$14 million sale of a Hyatt hotel
- Negotiation of a 113,000 square foot industrial and office lease
- Negotiation of a 60,000 square foot office lease
- Negotiation of a 75,000 square foot industrial lease
- Negotiation of multiple retail, office and industrial leases
- \$46.2 million workout of 7 loans with cross-collateralization
- \$27 million workout of an apartment loan
- \$16 million workout of an office loan
- \$100 million revolving credit facility secured by 4 properties
- \$76 million loan with a \$23 million mezzanine loan
- \$43.4 million loan on 12 properties in 4 states with cross-collateralization