



**A member of the firm's Management Committee, development lawyer Don Williams advises on virtually all varieties of commercial real estate transactions on a local, regional and national scale.**

**Consistently able to build consensus among deal constituents, Don is appreciated for his thoughtful negotiation skill and win-win approach to closing complex deals.**

Don represents nationwide developers, landlords, tenants and property owners in the acquisition, disposition and leasing of commercial, industrial, hotel and multifamily properties, as well as the development of unimproved real estate for commercial, industrial, single family and multifamily purposes. He also represents both lenders and borrowers in the negotiation and documentation of construction and permanent loans and has significant experience in complex utility condemnations.

Don has negotiated and closed transactions ranging from millions to hundreds of millions of dollars in value. Personally dedicated to efficiency, Don staffs his matters leanly and with experienced professionals. A leader, team player, collaborator and strategic adviser, Don is known for closing transactions in a way that not only makes his client happy, but also considers the needs of other deal constituents. As a result, he has earned a stellar reputation for being balanced and fair throughout the negotiation process.

Don lives and breathes real estate — development, management, finance and leasing. In addition to his thriving legal practice, Don serves as managing partner for the firm-owned downtown Indianapolis 17-story high-rise office tower, which includes restaurant, retail and commercial office space. As a result, Don understands, from direct experience, the business challenges associated with developing and managing commercial real estate.

产权律师

## Professional and Community Involvement

### Donald E. Williams

#### 合伙人

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#### 教育

Indiana University-Bloomington, (B.S.),  
highest distinction, 1988

Northwestern University School of Law,  
(J.D.), cum laude, 1991

#### 执业许可

印第安纳州

#### 法院执业资格

U.S. Court of Appeals for the Seventh  
Circuit

#### 语言

英语

#### 业务组

中国客户服务

Active in a number of civic, social and cultural organizations

Member, Sigma Chi Fraternity

Former member, Indiana University Student Foundation Steering Committee

## **Honors**

The Best Lawyers in America, 2010-2024

Chambers USA, 2015-2022

Indiana Super Lawyers, 2008 and 2018-2022