



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.

Professional and Community Involvement

Active in a number of civic, social and cultural organizations

Donald E. Williams

Partner

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EDUCATION

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

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

BAR ADMISSIONS

Indiana

COURT ADMISSIONS

U.S. Court of Appeals for the Seventh
Circuit

LANGUAGES

English

PRACTICES

Construction

Corporate

Emerging Companies and Venture
Capital

Environmental

Greater China and South East Asia

Joint Ventures

Land Use and Zoning

Litigation

Multifamily Real Estate

Pipelines

Real Estate

Real Estate Development

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

INDUSTRIES

Bank/Thrift/Credit Union Regulatory Practice

Banking and Financial Institutions - Securities

Financial Services

Financing

Mergers and Acquisitions - Financial Services

Treasury Management