

McGlinchey Real Estate Team Plays Instrumental Role in Tailwind's Successful Acquisition of LSU Student Housing Complex

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McGlinchey attorney **Marshall Grodner**, a member in the firm's Baton Rouge office, recently played a pivotal role in orchestrating a highly successful commercial real estate transaction for firm client, Tailwind. This noteworthy \$15 million acquisition garnered media mentions in various Louisiana outlets. Grodner's instrumental role underscores the depth of value and strategic guidance he brings to clients.

Tailwind Group, a known student housing developer and operator from Mankato, Minnesota, acquired a 98-unit student housing apartment complex adjacent to Louisiana State University's North Gate. The purchase was made from 532 Title Way LLC, a company under the purview of Trimont Real Estate Advisors—an Atlanta firm with an office in Dallas. Tailwind Group boasts an impressive portfolio of student housing properties spread across several states, including Texas, Arkansas, Mississippi, Alabama, Florida, Ohio, and Minnesota, among others.

Attorney Marshall Grodner served as local counsel in this notable acquisition that closed in March 2023. As the lead attorney on the team, he brought his considerable knowledge to bear in navigating Louisiana's intricate commercial real estate landscape, ensuring a seamless transaction for Tailwind Group. Additionally, Grodner acted as the title insurance agent for the owners and lenders, meticulously reviewing the title to provide confidence to both buyer and lender.

One of the standout aspects of this case was the deft handling of title issues that arose during the course of the deal, including old discrepancies in property descriptions and an antiquated laundry lease. Grodner and other members of McGlinchey's Real Estate team effectively resolved these unique obstacles to ensure a smooth transaction, ultimately solidifying Tailwind Group as the new owner of the LSU student housing complex.

Grodner's comprehensive approach to the case, combined with his deep experience in commercial real estate law, proved instrumental in the successful completion of the purchase and loan transactions. His strategic guidance and collaboration with various parties involved, including the seller, buyer, and lender, played a crucial role in achieving the joint goal of a seamless transaction for all parties.

The acquisition of the LSU student housing complex represents another significant milestone for Tailwind Group, further cementing its presence in diverse markets across the country. This transaction highlights the value McGlinchey brings to clients seeking unwavering representation in high-value commercial real estate deals.