

FABIO GIALLANZA

PARTNER

Miami
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Fabio Giallanza is a corporate and real estate attorney who represents developers, investors, financial institutions, businesses, and public entities in sophisticated real estate and business transactions. His real estate practice includes acquisitions and dispositions, commercial leasing, development and redevelopment projects, public-private partnerships, real estate finance, and the structuring of real estate investments.

Fabio regularly advises clients throughout the life cycle of a real estate investment, from structuring and acquisition through development, financing, leasing, and disposition. His experience includes major mixed-use and residential developments, public-private redevelopment projects, ground leases, restaurant and retail leasing, and complex transactions involving entity-level acquisitions and ownership structures. He also represents banks and borrowers in real estate-secured financing transactions.

In addition to his real estate practice, Fabio advises U.S. and international clients on corporate transactions, joint ventures, investment structures, governance matters, and the establishment, restructuring, and disposition of U.S. business and real estate investments. As a Florida Bar Board Certified attorney in

PRACTICE AREAS

- Business Organizations, Acquisitions and Conveyances
- Corporate Affairs and Governance
- Real Estate
- Road to The World Cup 2026 Focus Group
- Business Immigration Law
- International

ADMISSIONS

International Law, he has particular experience representing clients from Europe and Latin America investing and doing business in the United States, as well as U.S. clients in cross-border matters. His international practice allows him to advise clients on transactions that frequently cross the traditional boundaries between real estate, corporate and investment matters.

Prior to joining the Firm, Fabio practiced at a South Florida law firm where he represented foreign investors and businesses in structuring inbound U.S. investments and represented purchasers and sellers of commercial and residential real estate, including matters involving FIRPTA, title, and corporate structuring.

Fabio earned certificates in European Private Law from Universität Salzburg and in Transnational Intellectual Property from the University of Washington. Prior to law school, he graduated from the Francesco Morosini Naval Military School in Venice, Italy. He is fluent in Italian, Spanish, and Portuguese.

PROFESSIONAL & COMMUNITY INVOLVEMENT

- The Florida Bar International Law Section, Executive Council Member, 2016-present
- Tax Section of The Florida Bar, Member, 2019-present
- Italy-America Chamber of Commerce Southeast, Member, 2016 - present
- Nicklaus Children's Hospital Foundation, Young Ambassador, 2022 - present

AWARDS & RECOGNITION

- Lawdragon, 500 X – The Next Generation guide, 2026
- Legal 500, "U.S. Miami Elite - Real Estate", 2026
- Florida Trend, Notable Real Estate/Land Use Attorneys, 2025
- Lawdragon, 500 Leading Real Estate Lawyers Guide, 2025
- Daily Business Review Florida Legal Awards, Innovators category - RTWC2026 Focus Group, 2024

REPRESENTATIVE EXPERIENCE

- Represented purchaser in a significant acquisition of oceanfront property in Delray Beach through the acquisition of the property-owning entity, including due diligence, transaction structuring and closing.
- Represented community redevelopment agency in connection with a large-scale public-private redevelopment of downtown property, including negotiation of development, ground lease and infrastructure arrangements.
- Represented institutional real estate owner in connection with

Florida, 2014

Italy, 2022

EDUCATION

University of Miami, LLM Taxation, 2020

- Director Award in Federal Wealth Transfer Taxation

Nova Southeastern University, Shepard Broad Law Center, J.D., *magna cum laude*, 2014

Università degli Studi "Roma Tre", J.D., *cum laude*, 2012

- The European Law Students Association, Treasurer

LANGUAGES

Italian

Spanish

Portuguese

CERTIFICATIONS

Board Certified by The Florida Bar in International Law, 2023

leasing, brokerage and property management agreements for a major mixed-use development in Miami.
- Represented municipality in connection with multiple public-private development projects on publicly owned property, including senior housing and hospitality projects.
- Represented residential developer in connection with the ownership, development and financing of a luxury townhome project in Boca Raton.
- Represented seller in the disposition of industrial property subject to a long-term lease with a national tenant, including environmental, title, tenant right-of-first-refusal and closing matters.
- Represented commercial operator in the negotiation of leases for multiple locations throughout South Florida.
- Represented restaurant operator in negotiating a long-term lease for restaurant space in Wynwood.
- Represented international real estate investor in connection with the divestment and restructuring of multiple Florida development investments.
- Represented financial institution in connection with multiple loans secured by commercial and high-value residential real estate in Florida.
- Represented investor in the acquisition of a significant interest in an entity operating an international airline lounge at a major U.S. airport, including review of the underlying airport lease and operating agreements.
- Represented purchaser in the acquisition of combined condominium units at a luxury Miami development and subsequent separation of the property into individual tax folios.
- Co-represented seller in the sale of an ultra-luxury waterfront residence, overseeing complex negotiations, multi-advisor coordination and due diligence.
- Co-represented seller in the sale of multiple retail units, managing multi-buyer coordination, title and zoning issues and due diligence.
- Represented client in negotiating and completing a commercial lease for multiple contiguous retail units in Miami, consolidating operations under a single master lease.
- Co-counseled on a large-scale affordable housing initiative involving negotiation of a long-term ground lease and advising on the structure and development of a mixed-use residential project.
- Represented multiple unit owners in achieving a global settlement after a multi-year real estate dispute involving complex claims of improper assessments within a hotel-condominium structure.
- Represented developer of condominium hotel project in the Wynwood area in several development, contract and governance matters.

- Represented client in due diligence and acquisition of an interest in a 90-unit multifamily development project in the Miami River area.
- Represented tenant in the negotiation of an airport lease for an FBO facility with a local aviation authority.
- Represented purchaser in the acquisition of an operating marina, including both real property and business assets, in the Florida Keys.
- Represented purchaser in the acquisition of a mixed-use development site and negotiation of related joint venture agreements.
- Represented purchaser of a residential development site in Brevard County, including due diligence and negotiation of related partnership agreement.
- Represented purchaser of industrial property in Central Florida and negotiation of lease amendment with national tenant.
- Represented purchaser of boat manufacturer in an SBA-financed acquisition of business assets and industrial real estate.
- Represented buyer in the acquisition and financing of restaurant space in the Brickell area, including renegotiation of the lease with an existing tenant.
- Represented buyer in the asset acquisition of an electronic components supplier for the aerospace industry, including the acquisition of industrial real estate.
- Represented multinational utility company in the acquisition of a Florida-based engineering company, including due diligence and acquisition structure.
- Represented purchasers in the acquisition of multiple custom-built yachts from European manufacturers, including cross-border ownership, documentation and European VAT matters.
- Represented purchaser in the acquisition of property in Florence, Italy.
- Represented distillery from Central America in the negotiation of various supply chain agreements.
- Co-counseled foreign government in connection with the establishment of an electronic visa application service in the United States.
- Negotiated, on behalf of the service provider, concession agreement with Miami-Dade County for the establishment of an electric bike-sharing service.

PRESENTATIONS

- *Doing Business in the USA - Cultura, Commercio, Investimenti*, Italian Trade Agency, and Confindustria Lombardia, May 24, 2022
- *Structure and Practice of Inbound Real Estate Transactions in Florida*, Ordine degli Avvocati di Roma, March 2021

- *Tax Tips for International Arbitration*, The Florida Bar International Law Section, September 2020
- *Financial Privacy e Notorietà degli Ultimi Beneficiari*, Ordine degli Avvocati di Roma, December 2018

PUBLICATIONS

- *Law & Practice Chapter*, Chambers and Partners Real Estate 2026 Guide (Florida), May 7, 2026
- *Corporate Transparency Act: Where We Are and What Is to Come*, Daily Business Review, October 23, 2023
- *Use of False U.S. Consulate Notarial Seals to Commit Deed Fraud: Twenty-First Century Solutions Required*, Florida Bar International Law Quarterly Newsletter, June 23, 2023
- *New Restrictions to the Sale of Florida Real Estate to Foreign Buyers*, Daily Business Review, May 24, 2023
- "Accidental Italians and the U.S. - Italy Estate Tax Treaty Exemption Tax Section Bulletin," Florida Bar, November 25, 2020

PRESS MENTIONS

- *Nationwide Injunction Halts Corporate Transparency Act Reporting Requirements*, Daily Business Review, December 10, 2024
- *FIFA Takes the Field in Debut With Miami's Legal Community*, Daily Business Review, October 30, 2024
- *Creation of Easements by Property Owners—HB 799 Signed Into Law*, Law.com, July 11, 2024
- *WSHC+B Names Four New Partners*, Attorney at Law Magazine, January 10, 2024
- *WSHC+B Names Four New Partners*, Citybiz, January 10, 2024
- *September 1, 2022 On the Move*, The Florida Bar News, September 1, 2022
- *Caribbean American Attorneys Join WSHC+B South Florida Legal Team*, South Florida Caribbean News, July 29, 2022
- *WSHC+B Adds Six Attorneys Across South Florida*, citybiz, July 25, 2022
- *WSHC+B Adds Six Attorneys Across South Florida*, Attorney at Law Magazine, July 25, 2022