



FABIO GIALLANZA

PARTNER

Miami
(305) 854-0800
fgiallanza@wsh-law.com

Fabio Giallanza is a corporate and real estate attorney. He represents businesses and investors in the acquisition and financing of property, along with business transactions and corporate matters. As a Florida Bar Board Certified attorney in International Law, Fabio specializes in cross-border transactions involving clients based in the United States, Europe, and Latin America.

Prior to joining the Firm, Fabio practiced at a South Florida law firm where he assisted foreign investors and entities with structuring inbound U.S. investments. He also represented purchasers and sellers of commercial and residential property, including complex FIRPTA questions and assistance with title issues and corporate documentation for foreign clients.

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

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

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

- 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 buyers in the acquisition of a luxury condominium, managing complex governance, multi-party coordination, and full due diligence to secure a smooth closing.
- Co-represented the seller in the \$40 million sale of an ultra-luxury waterfront residence, overseeing complex negotiations, multi-advisor coordination, and due diligence to ensure a confidential and seamless closing.
- Co-represented the seller in the sale of multiple retail units, managing multi-buyer coordination, title and zoning issues, and full due diligence to ensure a smooth and efficient closing.
- Represented a client in negotiating and completing a commercial lease for multiple contiguous retail units in Miami, securing a prime location and consolidating operations under a single master lease.
- Served as co-counsel in negotiating a development ground lease for a senior housing project, advising on complex public-private partnership terms, regulatory compliance, and age-restricted housing requirements.
- Co-counseled on a large-scale affordable housing initiative involving the negotiation of a long-term ground lease and advising on the structure and development of a mixed-use residential project.
- Co-represented a municipality in negotiating a long-term development agreement for the redevelopment of public property into a soccer-based community center and academy, advising on development and operational terms.
- Represented multiple unit owners in achieving a global settlement after a multi-year real estate dispute involving

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

complex claims of improper assessments within a hotel-condominium structure.

- Co-counseled in advising foreign government in connection with establishment of an electronic visa application service in the United States.
- Represented developer of condominium hotel project in the Wynwood area in several 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 purchaser in the acquisition of 180 ft. custom-built yacht from Dutch manufacturer including obtaining VAT clearances in several EU countries.
- Represented purchaser in the acquisition of property in Florence, Italy.
- Represented purchaser in the acquisition of 150 ft. custom-built yacht from Italian manufacturer.
- Represented tenant in the negotiation of airport lease for an FBO facility with Miami-Dade Aviation Department.
- Represented purchaser in the acquisition of operating marina, both real property and business assets, in the Florida Keys.
- Represented purchaser in the acquisition of mixed-use development site and negotiation of related joint venture agreements.
- Represented distillery from Central America in the negotiation of various supply chain agreements.
- Represented purchaser of 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 the SBA-financed acquisition of business assets and industrial real estate.
- Represented buyer in the acquisition and financing of >5,000 sq. ft. restaurant space in the Brickell area including renegotiation of lease with 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 Florida-based engineering company, including due diligence and acquisition structure.
- Negotiated lease of prime office space to co-working space provider.
- Represented buyer in the acquisition of >200 ft. super-yacht from Italian manufacturer.
- Negotiated, on behalf of service provider, concession agreement with Miami-Dade County for the setup 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