



2021 Women in CRE: Christina Ying, Herrick, Feinstein LLP

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Name: Christina Ying

Title: Partner

Company Name: Herrick, Feinstein LLP

In the past year, what project, transaction or accomplishment are you most proud of?

I was most proud of closing a \$52 million construction loan for an industrial site. We represented the borrower, a well-known experienced developer, on this deal which had many moving parts. The property was part of a large parcel and was ground leased to our client. The client had entered into a triple net, build-to-suit lease with a major retailer where both the retailer and construction lender had significant approval rights over the design and construction of the industrial building. Additionally, timelines were imposed in both the build-to-suit lease and construction loan documents on the developer. The challenge was trying to address and coordinate each party's concerns and requirements with the ultimate common goal of getting the project built on time and on budget.

How do you contribute to your community or your profession?

I am currently on the board of the Asian Real Estate Professionals Association; Asian Real Estate Association of America (NY Chapter); New York County Lawyers Association, Asian Practice Committee; and Commercial Observer's Diversity and Inclusion Committee. I previously served on the Asian Bar Association of New York, Asian Practice Committee. These organizations create an opportunity to mentor younger real estate professionals and students. We often conduct seminars and conferences where we not only discuss trends in the real estate industry, but also provide professional guidance and advice to the next generation of real estate developers and lawyers.

Why should women consider a career in commercial real estate and related services?

According to sources, the pre-pandemic value of the commercial real estate industry size is about \$16 trillion USD with an annual revenue of approx. \$1 trillion. It is an industry with many facets and career avenues such as owner, developer, broker, lawyer, banker, architect, engineer and asset manager, to name a few. And these roles are not exclusive; as many start out as brokers, lawyers or architects, then become developers and property owners. Real estate is an asset that is tangible and relatable, while also exciting and creative. Every real estate project involves multiple players with different roles but often a common goal. Collaborating with clients to complete their vision and see it through to fruition has always been very rewarding for me.