



2024 Ones to Watch Industry Leaders: Samantha Wallack, Blank Rome LLP

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Samantha Wallack
Partner | Real Estate Practice Co-Chair

“With over 24 years of experience leading the field in real estate law, Samantha Wallack has driven key growth for her firm in revenue generation, practice group development, and the adoption and implementation of diverse hiring practices. Samantha is revered for her collaborative work style and dexterity as a leader.” - Eileen Duffy, Senior Business Development Manager at Blank Rome LLP.

In the last 12 months what accomplishment are you most proud of? One of my most prominent, recent matters includes representing a private equity firm in connection with the acquisition of a global financial corporation’s affordable housing portfolio. I also led a Blank Rome team in guiding a privately held real estate developer through the successful acquisition and financing of a 95-unit multifamily property in Brooklyn’s Williamsburg neighborhood.

In the last 12 months what was one of the biggest challenges you faced as a leader and how did you overcome it? Currently, and I hope this to be a short-lived challenge, it’s the volatility in the real estate market due to increasing interest rates and the limited availability of financing. Deals are still happening, but pricing is proving to be a challenge at times, and sourcing financing often involves a bit of creativity and patience. On the flip side, there are real opportunities out there for buyers who have access to financing outside of the typical sources.

Best advice for new leaders: I would say, “have faith.” There was a time, early in my career when following my philosophy of authenticity seemed like a risk. I started 22 years ago in a male-dominated industry where the topic du jour at business lunches was sports and the best way to network was on the golf course. I spent my early years wondering if the real estate industry was for me and could I “make it” without compromising my authentic self. As time passed, it became clear that I could forge a rewarding path forward. It is so gratifying to now see so many diverse lawyers in our Practice Group and profession and I work hard to encourage them to have faith and chart their own authentic path.