

Shelby S. Spencer

ASSOCIATE
she / her / hers

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Clients rely on Shelby Spencer for her practical, solution-oriented approach to transactional and development-related real estate matters. With a keen understanding of the complexities involved in real estate deals, Shelby focuses on delivering tailored, results-driven solutions that align with her clients' business goals. She routinely provides strategic support and counsel to national and local real estate developers, investors and corporate clients throughout the full life cycle of acquisition, disposition, development, finance and leasing matters.

Shelby's experience spans a diverse range of industries, including health care, office, industrial and retail, providing effective, timely solutions while navigating the intricacies of each sector. Her ability to anticipate potential challenges and provide strategic counsel allows her clients to navigate intricate deals with confidence and efficiency. Known for her attention to detail and proactive communication, Shelby builds lasting relationships with her clients, serving as a trusted advisor from start to finish of a real estate venture.

Collaborating closely with Polsinelli's multidisciplinary team, Shelby ensures each transaction is executed smoothly and in alignment with evolving market trends and regulations.

Application pending in Tennessee

Education

- Emory University School of Law (J.D., 2017)
- Lipscomb University (B.A., *Dean's List*, 2013)

Bar Admissions

- Georgia

Court Admissions

- Supreme Court of Georgia

Capabilities

- Real Estate

Memberships

- NAOIP, Nashville Chapter
- CREW (Commercial Real Estate Women), Nashville Chapter
- Board Intern, Operating Board, STARS Nashville, 2025

Recognition

- Named one of *Best Lawyers: Ones to Watch® in America* in Real Estate Law, 2025-2026
- Nashville Young Leaders Council, 2025

Matters

- Represented a Tennessee-based real estate developer in the \$6 million acquisition of two properties in Nashville's Wedgewood-Houston neighborhood slated for redevelopment into a 25,000-square-foot retail and restaurant building.
- Represented a Nashville distillery owner in the \$8.75 million sale of 205 acres of land in Bells Bend, Tennessee.
- Assisted in negotiations for an American multinational fast-food chain's national lease portfolio
- Handles lease negotiations and ongoing lease management for a provider of Applied Behavior Analytic (ABA) services.
- Provided real estate advisory in connection with the \$54 million asset sale of a privately-held provider of portable sanitation and waste management services.