

## Nathan Wegmann

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DES MOINES OFFICE

As a credit analyst, Nathan Wegmann found his desire to be an attorney—and his legal niche.

After earning his bachelor's degree, Nathan worked in the commercial real estate department of a bank. In his credit analyst role, he handled underwriting for potential new deals. "I found a lot of the areas I was working in at the bank overlapped with what an attorney would do," Nathan says. "I like that side of it a little more than I liked the strictly numbers side of it."

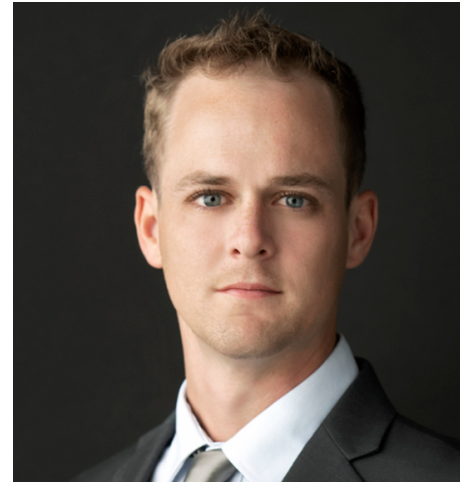
That discovery led to law school. Law school confirmed his interest in transactional law. Now, in his general business practice, Nathan addresses a wide range of client legal needs. He also is developing a focus on commercial real estate transactions. "I like real estate because it's a tangible type of investment property rather than intangible stocks and bonds," he says. "I like that you can tour it. You can touch it. You can see it."

Nathan's practical experience gives him a broad perspective on commercial real estate lending. "It helps me see beyond the loan documents we're negotiating," he says. "I understand the physical real estate and the market behind each deal that we do. It helps me have a better sense of the true risks involved in every deal—and the true opportunities."

While managing the bank's loan portfolio, Nathan also ensured loans were performing as agreed. That meant acting on nonperforming loans, such as working on loan paydowns, modifications, or extensions. "I enjoyed working with the bad loans more than the good ones because there was a problem to solve," he says. "I was able to find creative solutions to those problems."

Finding innovative answers continues in his transactional practice. Starting with understanding the client's situation, Nathan works to be responsive and approachable. "People who deal with attorneys normally don't deal with attorneys," he says. "It's important that a client see you as a person they can talk to and be honest with about their goals and their fears."

An Iowa native, Nathan appreciates the down-to-earth people. "Growing up, we were really involved with the community," he says. "We got to know everybody. Everybody was willing to give the shirt off their back for you, and that's what I love about it."



### PRACTICE AREAS

- [Business, Finance & Real Estate](#)
- [Commercial Real Estate Finance](#)
- [Real Estate](#)

### EDUCATION

- University of Northern Iowa (B.A., real estate and finance, magna cum laude)
- Drake University Law School (J.D., highest honors)

### BAR ADMISSIONS

- Iowa

### PROFESSIONAL EXPERIENCE

- Judicial Intern, Federal District Court for the Southern District of Iowa
- Summer Associate, Nyemaster Goode
- Law Clerk, Lamberti, Gocke, & Luetje, P.C.
- Credit Analyst—Commercial Real Estate Lending, Mutual of Omaha Bank

Outside the office, Nathan golfs and plays softball, volleyball, and basketball in adult sports leagues. He also travels and hangs out with his Goldendoodle, Tucker.

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## ACADEMIC ACHIEVEMENTS

### Order of the Coif

### Drake Law Review

- Junior Staff

### Iowa State Supreme Court Scholarship

### Dean's List

### Iowa Realty Real Estate Scholarship

### Rho Epsilon (Student Real Estate Association)

### Distinguished Scholars

### CBA Scholars Award