

D. Hara Perkins

Director

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Hara Perkins has structured city-transforming real estate transactions, including NYC's Essex Crossing (on the public side) and Cornell Tech's Roosevelt Island Campus (on the private side). Her consensus-building approach delivers long-term value to her clients and involves lasting relationships through joint ventures, ground leases or condominium regimes.

Hara is recognized as an expert in affordable housing and economic development. She has negotiated over \$10 billion in low income housing tax credit transactions for developers and investors. More recently, she has been exploring with clients how PropTech might be tailored to benefit the residents of affordable housing. She speaks regularly on industry trends, and currently serves on the Smart City sub-board of the Propmodo Editorial Advisory Board.

An award-winning attorney, Hara was named one of NY's Top 30 Remarkable Women and Crain's Leading Women Lawyers. She serves as Administrative Head of the firm's New York City Office and is a member of the firm's Executive Committee.

Prior to joining the firm, Hara clerked for the United States Court of Appeals for the Second Circuit.

Accolades

- Crain's Leading Women Lawyers in New York City, 2018, 2019
- City & State New York's Top 30 Remarkable Women, 2018
- Martindale Hubbell Peer-Review Rated AV[®] Preeminent[™]
- New York Super Lawyers, Rising Stars, 2014
- Wells Fargo "Who's Next" Scholarship for Urban Land Institute Young Leaders, 2012
- Kaufman Public Service Fellowship, 2003

Affiliations

- Propmodo Editorial Advisory Board

- Propmodo Editorial Advisory Board Member
- Yale Alumni Real Estate Association, Co-Chair
- Urban Land Institute, Public Private Partnership Product Council Member and formerly Management Committee Member of ULI NY
- Kokushi Budo Institute, Shidoin

Admissions

- New York
- District of Columbia

Education

- Yale University (B.A., *cum laude*, 2000)
 - Phi Beta Kappa
- Harvard Law School (J.D., 2003)

Representative Matters

Forest City Ratner Companies in Condominium Development and Leasing Transactions

Represented Forest City Ratner Companies as master builder of the Cornell Tech Campus (a 12-acre, net-zero campus on Roosevelt Island, tying into a central utility plant) and developer of the Bridge at Cornell Tech Condominium. Transaction involved the overlay of ground lease and condominium regimes.

Jonathan Rose Companies Acquisition, Financing and Redevelopment of Multifamily Properties Across U.S.

Represented Jonathan Rose Companies in connection with the acquisition, financing and redevelopment of multifamily properties across the country. Handled joint venture negotiations, purchase and sale agreements, federal low-income housing tax credit and bond financings, and Fannie/Freddie and other debt.

New York City Economic Development Corporation Office Sales and Redevelopment of the Seward Park Urban Renewal Area

Represented the New York City Economic Development Corporation in connection with the redevelopment of the Seward Park Urban Renewal Area and the sale of two historic office buildings in lower Manhattan. Required a public RFP process and negotiation with multiple bidders.

Negotiated Over \$10B in Housing Tax Credit Transactions

Negotiated Low Income Housing Tax Credit transactions investing over \$10 billion in affordable housing, on behalf of developers and investors.

Civic Consulting USA Formation and General Outside Counsel

Handled formation and 501(c)(3) filing for Civic Consulting USA, a social impact consultancy. Provides ongoing outside general counsel guidance and serves as Secretary of the Board.

Publications

August 11, 2021

The Property Industry Can't Ignore the Affordable Housing Crisis

Propmodo

January 27, 2021

VC Investment in HousingTech Can Yield Profits and Change Lives

TechCrunch

January 3, 2021

NY Real Estate Regulation And Legislation To Watch In 2021

Law360

March 4, 2019

Real Estate Women's Forum Q&A

September 24, 2018

The Outlook for Multifamily Real Estate Development

Crain's New York

Spring 2018

Above and Beyond: Honoring 30 of New York's Most Remarkable Women

City & State New York

September 2017

Crains New York Business Real Estate Roundtable: The Future of Multifamily Real Estate in New York