goulston&storrs

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

- Invited to co-author the FHA financing chapter for Navigating HUD Programs: A Practitioner's Guide to the Labyrinth, 2022 edition
- 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 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

Hennick & Company Acquisition of Bridge Tower Condominium in Manhattan
Represented Hennick & Company, Inc., a private investment firm founded by the Hennick Family, in its US$153 million acquisition of commercial condominium units at the Bridge Tower Condominium located at 401 East 60th Street. Leased to The Home Depot, the property measures over 120,000 square feet on four levels with highly sought-after ceiling heights, limited obstructions, abundant loading, and underground parking – the property is one of the largest retail spaces on the island of Manhattan.

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.