

# David J. Rabinowitz

*Director*

[drabinowitz@goulstonstorrs.com](mailto:drabinowitz@goulstonstorrs.com)

New York: +1 212 878 5134



David Rabinowitz is a real estate lawyer focusing on real estate development, leasing, acquisitions and dispositions. With more than 35 years of experience, David represents property owners and tenants with complex leases involving office, retail, industrial, and mixed-use properties. He negotiates commercial real estate leases of all kinds, including full-floor and multi-floor leases for tenant headquarters, leases (domestic and foreign) flagship stores, restaurant leases, and ground leases. David also counsels developers and owners in acquisitions and dispositions (one-off and portfolio transactions), as well as commercial development, and finance matters.

David's widespread experience serving the retail industry prompts *Chambers USA* to laud him as New York retail's "key contact." He frequently represents non-U.S. retailers with their expansions into North America. He also counsels all kinds of retailers and owners in connection with the acquisition, sale and leasing of retail and mixed-use properties, lease restructurings, condominium developments (retail and mixed-use), the acquisition and sale of real estate assets (fee estates and leasehold interests in retail properties) out of bankruptcy, and counseling clients on lease issues (such as exclusives, radius restrictions, assignment/subletting and "going dark") in anticipation of and during a lease dispute. His retail clients include some of the nation's largest "big box" retailers and shopping center developers. David is one of the first American lawyers to become an annual participant in MAPIC, a well-recognized, annual international retail property trade show in Cannes, France.

A leader within the firm, David served Goulston & Storrs in leadership roles, including as Co-Chair of the firm's Retail, Restaurant & Consumer Group and as a member of the firm's Executive Committee.

## **Accolades**

- Lexology Index Thought Leader 2024
- Lawdragon 500 Leading Global Real Estate Lawyers, 2024
- *Best Lawyers in America*® (2006-2020, 2022-2025): Real Estate Law

- Recognized by *Chambers USA: Guide to Leading Business Lawyers* in the area of real estate law
- Martindale Hubbell Peer Review Rated AV Preeminent™
- New York Metro Super Lawyers, 2005-2011, 2013-2024
- *Who's Who Legal*, Global Leader, Real Estate, 2022
- *Who's Who Legal*, Thought Leader, USA, Real Estate, 2025
- Named by *The Best Lawyers in America* in the area of real estate law

### **Affiliations**

- Chair of the 2021 ICSC Law Conference
- Chair of 2019 ICSC New York Deal Making Conference
- Member, U.S. Law Conference Program Committee, International Council of Shopping Centers (ICSC)
- Member, New York Deal Making Conference Program Committee, International Council of Shopping Centers (ICSC)
- Member, American College of Real Estate Lawyers (ACREL)
- Member, Urban Land Institute
- Member, Real Estate Board of New York

### **Admissions**

- New York
- New Jersey
- District of Columbia

### **Education**

- Washington College of Law, American University (J.D., 1983)
- Rutgers College (B.A., *with distinction*, 1979)
  - Phi Beta Kappa

## **Representative Matters**

### **Ten Floor Lease of a Publicly Traded Technology Company in a Major Manhattan Office Building**

Representation of a publicly traded technology company to lease ten floors (approximately 350,000 sq. ft.) in a major Manhattan office building to serve as the company's worldwide headquarters.

**30,000 sq. ft. Lease in a Manhattan Office Building**

Representation of a major law firm in the leasing of a full floor (approximately 30,000 sq. ft.) in a Manhattan office building.

**Acquisition and Development for a Global Consumer Goods Company**

Representation of a global consumer goods company in connection with the acquisition and development of its first location in Maine.

**Preparation of a Credit Tenant/Financeable Ground Lease**

Representation of a major developer in the preparation of a credit tenant/financeable ground lease to be used at various properties throughout its US portfolio.

**AXA IM Alts and its Affiliates in one of the Largest Industrial Portfolio Acquisitions of 2020**

Representation of AXA IM Alts and its affiliates in one of the largest industrial portfolio acquisitions of 2020. The portfolio consists of 27 assets in Chicago, Houston, Los Angeles, Central New Jersey, Dallas, South Florida, Southern New Jersey and Atlanta. In a significant step in its strategy to grow a U.S. wide logistics platform, AXA IM Alts, on behalf of clients and through a joint venture with Cabot Properties, Inc., acquired the 7,984,000 s/f portfolio for approximately \$875 million, through a share purchase of a REIT previously managed by Cabot Properties. Representation included all matters related to property diligence, structuring, joint venture, purchase, financing, tax and environmental considerations of the property, including tax and structuring issues relating to cross-border investments.

**Glimcher Refinancing of The Outlook Collection, Jersey Gardens**

Representation of Glimcher on the refinancing of The Outlet Collection, Jersey Gardens in Elizabeth, New Jersey.

**PREIT \$465M Acquisition of Springfield Town Center**

Representation of PREIT in connection with on its \$465M acquisition of the newly re-developed Springfield Town Center in Springfield, VA.

**International Retail Client Acquisition and Leasing Matters**

Representation of an international retailer in connection with the acquisition and ground lease of property in the United States, including multiple leases in New York City for stores in excess of 100,000 square feet in to-be-built vertical development projects, the sale of an existing facility in Florida, a ground sublease for a new facility in a new mixed-use project being developed on 200 acres in Florida, and the acquisition of 85 acres of land for the development of a 300,000 square-foot distribution facility in Maryland.

**Leasing of Restaurants, Boutiques, Specialty Services, and Brand Name Consumer Goods**

Representation of client with numerous leases with national and international retailers including restaurants, boutiques, specialty services and a range of brand name consumer goods.

**Mixed-Use Leasing for North America's Largest Publicly Traded Owner and Operator of Open-Air Shopping Centers**

Representation of North America's largest publicly traded owner and operator of open-air shopping centers in connection with leasing of the 1 million square-foot retail component of a mixed-use project being developed on 100 acres in Florida.

**Real Estate Investment Trust Dispositions and Property Acquisitions**

Representation of a real estate investment trust in connection with the disposition of 3 malls located in Alabama and Virginia. Also represented the client in connection with the acquisition of a number of properties within their portfolio, including a 1.3 million square-foot mall in Springfield, Virginia which was being redeveloped into a destination shopping venue. Representation of this client also includes retail leasing with brand names and anchor tenants.

**GP Fund for Retail Acquisition, Development and Operation Throughout U.S.**

Representation of an Atlanta based retail developer in connection with the formation of GP Fund for the acquisition, development and operation of retail or retail-related properties throughout the United States.

**Nationwide Retail Rollouts**

Representation of a wide range of retailers in connection with their retail rollouts across the country and internationally into malls, outlets, shopping centers and more.

**Expansion of Major Fitness and Health Club Chain**

Representation of a major fitness and health club chain in connection with their expansion into the New York City market.

**Hamleys, Ardene, LXR & Co., EXKi U.S. Expansion**

Representation of a wide range of foreign retailers in connection with their expansion into North America. A sampling of these clients includes Hamleys, Ardene, LXR & Co., and EXKi.

**National Auto Chain Leasing and Development**

Representation of a national auto chain in connection with the acquisition and ground lease of properties for development.

**Major Property Owner/Developer Warehouse Leasing and Development**

Representation of a major property owner/developer in connection with the retail leasing of a warehouse which is being redeveloped in Newark, NJ.

**New Jersey-Based Shopping Center Leasing in New Jersey, New York and Virginia**

Representation of a New Jersey-based shopping center owner in connection with the leasing of its shopping centers in New Jersey, New York and Virginia.

**Big-Box Retailer Lease Transactions Across U.S.**

Representation of a big box retailer in lease transactions across the country. This work often involves the acquisition and ground leasing of real estate, as well as the negotiation of reciprocal easement agreements with adjacent property owners.

**Regional Property Owner/ Manager Long Island Leasing and Development**

Representation of a regional property owner/manager in connection with the development of property on Long Island and the leasing of its shopping centers.

**Real Estate Development Projects Across Northeast**

Representation of a real estate development and acquisition company in connection with the acquisition, leasing and sale of real estate development projects in the Northeast.

**Mall Acquisitions in Southeast**

Representation of a real estate developer in connection with the acquisition of 16 malls located in the Southeast.

**Retail Bankruptcy Matters**

Representation of a private real estate investment company in connection with the bankruptcy of a large retailer.

## Events

October 25-27, 2023

**ICSC + U.S. Law 2023**

*JW Marriott Phoenix Desert Ridge Resort & Spa*

September 13 – 15, 2022

**RETHINK Office Online Conference**

*Online*

November 3, 2021

**ICSC U.S. Law Conference 2021**

*San Francisco Marriott Marquis*

April 22, 2021

**JLL, Considerations for Converting Dark Stores to Industrial**

October 16, 2020

**ICSC U.S. Law Conference 2020**

*ICSC Webcast*

December 10, 2019

**Speaker, "New York Deal Making," ICSC**

November 15, 2018

**Eat, Shop & Play: Navigating and Thriving in the U.S.**

*Cannes, France*

June 2018

**Contributor, "Foreign Retailers Can Add Newness, Novelty to Shopping Centers," Retail Insight by Shopping Center Business**

Summer 2015

**"Negotiating Strategies for a Big Box Lease – Thinking Inside the Box," New York State Bar, Real Property Law Section Summer Meeting**

*Vergennes, Vermont*

November 2014

**"This Land is Your Land: Tips from the Experts for Expanding Retail into the USA," Moderator, MAPIC International Retail Property Conference**

*Cannes, France*

October 2014

**"Recent Developments: What Have the Courts Been Doing this Past Year?," ICSC US Shopping Center Law Conference**

September 2014

**Movin' Out: Searching for, Finding, Negotiating & Leasing New Space, Greenpearl**