

John M. Ratino

Director

jratino@goulstonstorrs.com

Washington, D.C.: +1 202 721 6381



John is a real estate lawyer who handles a broad range of development projects, including office, multi-family and hotels properties.

He works with developers, joint ventures, REITS, hotel and other commercial property owners.

John counsels clients in connection with real estate capital markets, investment trusts, joint ventures, financings, development, acquisitions and dispositions, restructurings and workouts, in addition to traditional business transactions.

Chambers USA recognizes John as "very experienced, business-minded, responsive and resourceful." *Chambers* adds that "John is always thinking a couple of steps ahead" and has "excellent judgement and handles complicated transactions very smoothly."

John's experience includes six years of adjunct teaching commercial real estate financing courses at Georgetown University Law Center. He also is an instructor at American University's Washington College of Law's Hospitality and Tourism Law Summer Program and is a Co-Chair of the firm's Hospitality & Recreation Industry Group.

Accolades

- *Chambers USA*, Real Estate, District of Columbia, 2019 (Band 3)
- Super Lawyers, Washington DC, 2013-2017, 2019
- *Best Lawyers in America*® (2015-2020): Leisure and Hospitality, Real Estate
- Washingtonian's Top Lawyers in Washington, D.C., 2017
- "America's Leading Business Lawyers," *Chambers USA* 2011-2016
- "Stars of the Bar," Biennial List of Washington's Best Lawyers, *The Washingtonian*, 2015
- Martindale Hubbell, Peer-Review Rated AV Preeminent®
 - Top Rated Lawyer in Banking and Finance Law, 2013
- Best Lawyers in America, 2015-2017

Affiliations

- Fellow, American College of Real Estate Lawyers
- District of Columbia Bar Association
- Maryland Bar Association

Admissions

- District of Columbia
- Maryland

Education

- Catholic University of America, Columbus School of Law (J.D., 1984)
- University of Maryland (B.S., 1978)

Representative Matters

JW Capital Partners, LLC Acquisition and Development of Thompson D.C.

Representation of JW Capital Partners, LLC in partnership with Geolo Capital on the acquisition and development of what will be the first hotel in The Yards, Thompson D.C., a 225-room luxury lifestyle boutique hotel in Washington, DC.

Hospitality Industry Services and Counsel

Extensive experience in the hospitality industry, involving hotel acquisitions, dispositions and financings, management and franchise agreements, and public offerings. Advise real estate investment trusts as well as other public and private companies with regard to their acquisitions, dispositions, financings and development projects. Counsel clients across all areas of the commercial real estate industry, including, hospitality, resort, multi-family, office, industrial, and specialized use properties.

Publicly Traded Real Estate Investment Trust and Joint Venture Acquisitions, Developments, Sales

Representation of a publicly traded real estate investment trust in the acquisition of a boutique hotel with an attached, six-story parking garage totaling 282,000 square feet as well as a vacant, urban parcel for \$260M. Also worked with a joint venture to file a proposal for the redevelopment of the vacant parcel into a new residential building with ground floor retail. Represented a REIT on the sale of the vacant site to the JV for \$6M and various other matters in connection with its ownership of the hotel.

Foreign Bank and Affiliates in \$115M Refinancing of Ritz-Carlton D.C.

Representation of a foreign bank and its affiliates as lenders in connection with the \$115M refinancing of the Ritz-Carlton, Washington, D.C., 265,000-square-foot, 300-room luxury hotel comprising part of a commercial condominium in the West End neighborhood of Northwest Washington, D.C..

Qatari Investment Firm in \$52.4M Acquisition of D.C. Hotel

Representation of a Qatari investment firm in connection with its \$52.4M (\$325,465 per key) acquisition of the 161-room, full-service hotel in Washington, D.C.'s Farragut. We also represented the client in connection with a \$32.4M purchase money loan from Bank of America.

Lodging Real Estate Investment Trust Hotel Reconfigurations and Air Rights

Representation of a lodging real estate investment trust in connection with the physical reconfiguration of hotel properties and the purchase of certain related air rights.

Boston Properties Agreements

Representation of Boston Properties in connection with a joint venture with the Bernstein Companies (the land owner) and the development of the 722,000 rentable square-foot Marriott World Headquarters Office Building and a Marriott Flagship Demonstration Hotel in Bethesda, MD. Also negotiated the joint venture agreement, the land contribution agreement, and the site development agreement, as well as various ancillary documents.

D.C.-Based Real Estate Development Company Mixed-Used Building Agreements

Representation of a Washington D.C.-based real estate development company in the negotiation of a joint venture and development agreement for the construction of a mixed-use building in Washington D.C. that will include a luxury boutique hotel and a senior apartment project.

\$1.2B Class A Office Property Portfolio

Represent client in reorganization and recapitalization of \$1.2B Class A office property portfolio.

\$1B Hotel Property Joint Venture

Negotiate joint venture to acquire a billion-dollar hotel property portfolio.

Tax-Deferred Real Estate Transactions

Represent clients with regard to tax-deferred real estate transactions, including operating partnership unit transactions and Section 1031 exchanges.

Joint Venture Agreements

Negotiate joint venture agreements between numerous public and privately held companies. Significant experience with regard to corporate real estate restructurings.

Real Estate Tax Credit Transactions

Represent syndicators, sponsors and investors in low-income housing tax credit and historic rehabilitation tax credit transactions, consisting of both single property investments and multifamily funds.

Publications

May 31, 2019

DC Transfer and Recordation Taxes Increased to 5%

April 18, 2019

D.C. Transfer and Recordation Taxes May Increase to 5%

November 30, 2015

Accessing International Equity: A Primer on Private REITs in the Hotel Industry