

# Julia K.B. Rosequist

*Director*

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Julia Rosequist is a real estate lawyer focusing on commercial real estate leasing, complex acquisitions and dispositions, and financing. Her work primarily concentrates in the office, life sciences, mixed-use, and retail sectors.

Julia counsels large office landlords and tenants in urban and suburban locations, as well as property owners, buyers, sellers, developers, and medical and educational institutions. Her work involves properties spanning commercial office and industrial, life sciences, medical institutions, institutions of higher education, mixed-use, retail, and multifamily residential across the United States. Involved in sophisticated matters, Julia often advises on mixed-use and phased development projects. Her experience also includes leasing and related agreements involving renewable energy, particularly solar projects. Julia also advises real estate owners and developers in the formation of complex commercial condominiums, ground leases and master associations. She drafts and negotiates purchase and sale agreements, commercial leases, ground leases, condominium documents, and complex land use documents.

With a results-driven approach and experience in all aspects of complex commercial real estate transactions, Julia anticipates issues that may arise, bringing creative solutions to resolve them. Clients particularly appreciate Julia's proven ability to identify, navigate and diffuse risk associated with their real estate transactions.

Prior to joining the firm, Julia worked for the Honorable Judge Keith C. Long of the Massachusetts Land Court and First Wind Energy, LLC.

## **Accolades**

- 2023 Lawdragon 500 X: The Next Generation Lawdragon List
- Best Lawyers in America® Ones to Watch (2021-2024), Real Estate
- Massachusetts Super Lawyers Rising Stars (2022)

## **Admissions**

- Massachusetts

## **Education**

- Boston College Law School (J.D., *magna cum laude*, 2012)
- Tufts University (Master of Arts, 2012)
  - Urban and Environmental Policy and Planning
- University of Richmond (B.A., *magna cum laude*, 2006)

## **Representative Matters**

### **Landlord Representation for the Conversion and Leasing of Office and Lab Buildings**

Representation of a landlord in all leasing within three office and life sciences buildings located in Cambridge, MA. In addition to leasing, advises the client on a range of agreements related to converting the existing office space into a mix of office and laboratory use.

### **Federal Realty Investment Trust Assembly Row Leasing and Expansion**

Representation of Federal Realty Investment Trust in connection with office leasing for Assembly Row, a mixed-use property located in Somerville, MA. In addition to the leasing, advised the client on a proposed, future life science building for laboratory use.

### **Anchor Tenant Leasing for Air Rights Parcel**

Representation of a large real estate developer in connection with a 275,000 sq. ft. office lease for the anchor tenant in a new construction building to be built on air rights parcel and leased from a governmental entity.

### **Office and Mixed-Use Leasing for Sophisticated Landlords**

Representation of sophisticated landlords in connection with leasing across many downtown and suburban office and mixed-use properties.

### **Private Markets Firm Lease in Prominent Boston Location**

Representation of a private markets firm as a tenant with a 250,000 sq. ft. lease in a prominent office building in Boston, MA. Assisted the client with negotiating substantial signage rights, expansion options and additional incentives.

### **Boston Children's Hospital in the Acquisition and Management of Suburban Condominium Rights**

Representation of Boston Children's Hospital on all aspects of the acquisition and management of development rights, condominium units and a controlling interest in a condominium located in Needham, MA. This representation included negotiating permitting contingencies and amendments to the condominium documents.

### **Massachusetts Institute of Technology (MIT) in Sale of Leasehold Interest in Life Sciences Building**

Representation of Massachusetts Institute of Technology (MIT) as the seller for the \$458 million sale of a leasehold interest in a life science building. The transaction included a loan assumption and a so-called Section 467 rental agreement.

### **Higher Education and Medical Institution Real Estate Transactions**

Representation of educational and medical institutions in complex transactional matters for marquis educational and medical institutions such as MIT, Harvard, Northeastern University and Boston Children's Hospital. Advised clients in complex transactional matters including ground leases with private developers for the construction of student housing, as well as acquisitions and dispositions.

### **Global Life Insurance Company in Sale of Seven Property Real Estate Portfolio**

Representation of a global life insurance company in the sale of a seven-property portfolio across six different states, including four leasebacks to the seller.

### **Phased Sale of a Florida Development Property**

Representation of a retail owner and developer on the sale of a development property in Ft. Lauderdale, Florida. Sold in phases through a combination of master leases and purchase and sales contracts, the structure of the sale achieved the seller's preferred schedule for executing a Section 1031 Exchange. In addition to advising the client on how to structure the sale to achieve the desired outcome, representation included drafting the purchase and sale agreements and master leases.

## **Pro Bono and Community Service**

Julia dedicates her time and talents to furthering issues related to equity, inclusion, and accessibility both in the workplace and in surrounding communities. Some of her recent volunteer leadership includes:

- Serving as a member of the firm's Inclusion Advisory Committee and as a co-chair of the firm's Womens Lawyers Group, focusing on increasing connections and opportunities for mentorship and sponsorship between women throughout the firm. (2021-present)
- Co-chairing a fundraiser for the Hingham Women's Club to raise money for the Hingham Arts Alliance. The Hingham Women's Club is an organization of women that serves the South Shore of Massachusetts through charitable giving and direct community service. The Hingham Arts Alliance is an organization that aims to enhance support, advocacy, and awareness for the arts in local schools and the greater community. (2023)
- Serving as the secretary of the Board of Trustees for Old Colony Montessori School. (2020 – 2022)

- Spearheading an initiative to support the firm's associates in their goal to positively influence voter turnout and election protection initiatives. In 2020, Julia oversaw extensive research and the curation of a list of opportunities located near all three of the firm's offices, or which could be performed virtually. In addition, Julia worked with firm leadership to ensure that associates were credited with pro bono hours for any time spent on election work. The structure Julia established was used by associates again ahead of the 2022 midterm election. (2019-2022)
- Serving as the former co-chair of the firm's associate-organized fundraising drive to benefit Greater Boston Legal Services (GBLS). GBLS provides free legal assistance and representation on civil matters to the neediest residents of Boston and its 31 surrounding cities and towns. While Julia served in this role, the firm raised over \$50,000 in support of GBLS' family law unit. (2016-2019)
- Serving as the former co-chair of the firm's Citizen Schools/Discovering Justice program in which the firm's attorneys work with students from the Boston Public School system to prepare and perform a moot court in front of judges at the Federal courthouse. The program teaches elementary and middle school aged students about the justice system and helps them develop writing and public speaking skills. (2014-2015)