

# Melissa S. Rivers

*Director*

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

Boston: +1 617 574 4057



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Melissa Rivers is an attorney in the firm's Real Estate Group. Melissa's experience includes representing clients across all aspects of commercial real estate transactions, including acquisitions, leasing, financing and dispositions.

Her practice focuses on representing developers and tenants in connection with commercial retail agreements and leases in both existing shopping centers as well as new development projects.

For more than 20 years, Melissa's career has been dedicated to the real estate industry. Prior to joining Goulston & Storrs, Melissa was part of the legal teams at a major national retailer, a publicly traded REIT, and a real estate development company that was active on both the East and West coasts.

Melissa has been involved in many complex projects including multi-property acquisitions and dispositions, commercial condominium structures, development and leasing of mixed-use projects, and financing of shopping centers. In particular, Melissa is experienced in handling supermarket leases, ground leases and other transactions with national retailers of all sizes. Melissa is also Co-Chair of the firm's Retail Industry Group.

## **Affiliations**

- ICSC - US Law Conference Program Committee; Member
- CREW Boston - Member
- Suffolk University Paralegal Advisory Committee - Member
- Boston Bar Association - Member

## **Admissions**

- Massachusetts
- California

## **Education**

- Suffolk University Law School (J.D., 2007)
- Emerson College (Master of Arts, 2000)
- Suffolk University (B.A., 1997)

## **Representative Matters**

### **Brixmor**

Represent Brixmor in matters in all four regions for which Brixmor has a presence. Representation of Brixmor includes ground leases with restaurants, banks and service oriented users as well as anchor and junior anchor boxes with national tenants.

### **Federal Realty Investment Trust**

Represent Federal Realty Investment Trust in retail and office leasing at Assembly Row, a cohesive shop, dine, work, live and play property located in Somerville, MA. This multi-phased project is a mixed-use property that is transit oriented. Major retail tenants include an AMC Theater, Legoland Discovery Center, Saks Off 5th, as well as a variety of other retail, fitness and restaurant uses, including Legal Seafoods and Earl's, a Canadian restaurant entering the US. Represent Federal Realty Investment Trust in leases with national and regional anchor and junior anchor tenants throughout their East Coast portfolio.

### **Leasing for National and International Retailers**

Representation of landlord clients in connection with numerous leases with national and international retailers including restaurants, boutiques, fitness users, specialty services and a range of brand name consumer goods.

### **Real Estate Developer Representation**

Represent real estate developer in connection with multi-property acquisitions and dispositions.

### **Residential Apartment Complex Acquisition and Financing**

Representation of buyer in connection with the acquisition and financing of a multi-unit residential apartment complex in Texas.

### **Soft Surroundings Retail Leases in FL, MN, and NE**

Representation of Soft Surroundings in connection with tenant-side leasing for retail locations in Florida, Minnesota, and Nebraska.

### **WS Development Leasing in MA and FL**

Represent WS Development in connection with retail and office leasing throughout its diverse portfolio, including:

- the new Seaport Square Project in Boston, MA, which is a 7.5 million square foot mixed-used retail, office, residential, and hospitality project featuring distinctive public parks and amenities;
- the Royal Poinciana Plaza, which is an approximately 190,000 sq. ft. of high end, boutique retail shopping in Palm Beach, FL;
- Hyde Park Village in Tampa, FL;
- The Street Chestnut Hill in Brookline, MA; and
- Market Street in Lynnfield, MA.

## Advocacy

Melissa is a strong supporter of organ donation. She volunteers for the Pulmonary Fibrosis Foundation, an organization dedicated to help further education and provide support for those affected by pulmonary fibrosis. Melissa co-chairs events to benefit the Pulmonary Fibrosis Foundation, including the "Drive Fore Breathing" golf tournament and the "Bowl For Breath" bowling tournament.