

## Real Estate

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Goulston & Storrs has one of the largest, most diverse and most highly acclaimed Real Estate practices in the United States.

The firm is home to many nationally recognized attorneys, including members of the American College of Real Estate Lawyers (ACREL). Goulston & Storrs' Real Estate practice has been top-tier ranked by Chambers USA for over a dozen consecutive years. Chambers states, "this superlative practice has the depth to offer clients assistance in a comprehensive array of real estate matters....a terrifically well-established firm with a wonderfully deep bench." They refer to the firm as "a prime real estate shop, one of the strongest in town." "There aren't people who do real estate better."

Our Real Estate Practice serves clients through decades of experience in real estate development, entity formation, tax planning, acquisition, finance, leasing and environmental law. We provide legal service, advice and coordination for sophisticated real estate transactions involving entrepreneurs, institutions and public and private entities. The 135+ attorneys and 10+ paralegals in our Real Estate Practice have the judgment, experience, pragmatism and technical skill needed for the prompt implementation of complex real estate projects and transactions nationwide.

Goulston & Storrs counsels major regional and national developers, entrepreneurs, investment funds, REITS, property owners, and commercial tenants who regularly seek the advice, counsel and assistance of members of our Real Estate Practice to further their business objectives, locally, nationally and internationally. Regional and national real estate lenders and investors consistently look to Goulston & Storrs as counsel for their sophisticated debt and equity real estate investments including the structuring of syndicated and capital market transactions.

Goulston & Storrs regularly finds its Real Estate attorneys forming joint ventures and partnerships, addressing tax concerns and working with developers to obtain permits, approvals and debt and equity financing for retail, office, residential, industrial and hospitality projects. Our Real Estate lawyers are structuring loan and equity financing for project, syndicated and capital market transactions. Major retail and office tenants and landlords are seeing their leasing objectives obtained and protected in the drafting and negotiation of complex leases. Chambers USA recognizes Goulston & Storrs' Real Estate attorneys as "a notable and respected team with expertise across the whole real estate practice area....especially strong in zoning and land use matters."

Our service areas include:

- [Affordable Housing and Economic Development](#)
- [Construction](#)
- [Development, Land Use & Zoning](#)
- [Environmental](#)

- [International Investment in U.S. Real Estate](#)
- [Office & Life Sciences Leasing](#)
- [Public-Private Partnerships](#)
- [Real Estate Acquisitions and Dispositions](#)
- [Real Estate Banking & Finance](#)
- [Real Estate Joint Ventures & Equity Investment](#)
- [Real Estate Litigation](#)
- [Retail Leasing](#)
- [Tax](#)
- [Tax Credits](#)
- [Workouts and Restructuring](#)

## Clients

Our real estate clients include well-known developers, property owners, tenants, government entities, public-private partnerships, nonprofit institutions, and property investors, including private equity funds, real estate funds and institutional investors. We also represent family trusts, foundations and offices with respect to their property interests, and we regularly provide assistance to architects, contractors and other clients involved in specific phases of development, redevelopment, and refurbishing projects.

Because of our broad-based experience representing many types of clients, we are particularly aware of the industry-specific real estate and development concerns of banks and financial service companies, construction companies, educational institutions, energy providers, health care institutions, hotel operators and hospitality providers, life science companies, pharmaceutical manufacturers, restaurateurs, retailers, software and technology companies, telecom providers, transportation agencies and providers, and utilities.

### Representative Clients:

- Avalonbay Communities
- AXA Real Estate Investment Managers
- Bank Of America
- Beacon Capital Partners
- Boston Children's Hospital
- BXP
- Carmax Auto Superstores

- Clark Enterprises
- CrossHarbor Capital Partners
- DivcoWest
- Eaton Vance Corp.
- Federal Realty Investment Trust
- Georgetown University
- Greystar
- Harvard University
- Hunt Companies
- Jamestown Properties
- JBG Companies
- Jonathan Rose Companies
- J.P. Morgan & Co.
- King Street Properties
- Massachusetts Institute Of Technology
- Mill Creek Residential Trust
- Morgan Stanley
- New England Development
- Pyramid Advisors
- Samuels & Associates
- Santander Bank
- Tishman Speyer
- Tricon Residential
- WS Development

## Service Difference

Goulston & Storrs is uniquely positioned to provide comprehensive, nationwide assistance to clients in need of business-savvy real estate counsel. We have one of the most longstanding, diverse and reputable real estate practices in the country, coupled with a team of lawyers that understands government and the public process extraordinarily well.

In addition to the full range of core commercial real estate services, our firm also offers the benefit of legal services provided by our highly talented attorneys practicing in disciplines that support our

real estate work. As part of our comprehensive service, we offer to clients the ability to solve property-related issues involving accessibility laws, bankruptcy, environmental problems, insurance, taxes and tax credits, and other matters.

We also have an uniquely well-developed network of relevant architectural, engineering, site planning and other consultants who can add value to our work for the benefit of our clients, as well as a proven group of local counsel from other firms that we can associate as necessary for local expertise across the country, and a registered lobbying affiliate, GS Public Strategies, which can assist some clients with particular needs related to legislative or rulemaking approvals.

Clients especially value that our firm places a cultural emphasis on individualized attention to every client matter, focusing on responsiveness, lean staffing, efficiency and results. Because of our low leverage business model, we often handle matters successfully with fewer lawyers while remaining more accessible to our clients.

Our legal professionals are keenly aware as well of the business context in which legal decisions must be made, and we make special efforts to understand the unique business and industry background of each client as it pertains to any assignment. That is one reason why we are actively involved in many industry organizations, including but not limited to the ICSC, AFIRE, ULI, DC Building Industry Association, NAIOP, and the Real Estate Board of New York.

Finally, we understand and appreciate that a client is entrusting the value of their business to us in important legal matters, and we take that seriously. That is a big reason why the very structure of our firm is client-focused, providing incentives to work collaboratively and share information in order to support our clients to the fullest while discouraging any attitudes or behaviors that interfere with the rendering of superior client service.