

Timothy H. Watkins

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Tim is a real estate lawyer who regularly represents real estate owners and equity investors in complex real estate transactions. His clients include private equity funds, institutional investors, REITs, corporate clients, developers, high net worth individuals and lenders.

He represents clients in connection with the acquisition and disposition of office buildings, multifamily projects, hotels, shopping centers, and mixed-use projects.

Tim also has extensive experience dealing with complex joint venture agreements, portfolio sales and acquisitions, and tax-advantaged transactions, including like-kind exchanges and special development projects. He also handles a wide range of leases, property management agreements and listing agreements.

Tim is a member of the editorial board for the firm's retail blog, [Retail Law Advisor](#).

Accolades

- Martindale Hubbell Peer Review Rated AV Preeminent™

Affiliations

- Board of Directors, Sasha Bruce Youthwork
 - Chair, Real Estate Committee
 - Co-Chair, 2019 45th anniversary Gala
- Fundraiser, Kageno Worldwide, Inc.
- Fundraiser, Middleburg Humane Foundation

Admissions

- District of Columbia

Education

- Georgetown University Law Center (J.D., *cum laude*, 1984)
 - Dean's List
- Edmund A. Walsh School of Foreign Service, Georgetown University (B.S.F.S., *cum laude*, 1980)
 - Dean's List
 - Phi Beta Kappa

Representative Matters

Clark Enterprises: \$1.1BB+ in Dispositions

Representation of Clark Enterprises, a leading diversified investment company that concentrates investment activities in real estate, in all aspects of real estate dispositions. Closed over \$1.1BB in deals for them recently.

Clark Enterprises and The Penrose Group Disposition of 672 Flats

Representation of Clark Enterprises and The Penrose Group on the \$90M sale of 672 Flats, a luxury apartment community in Arlington, Virginia to The Chevy Chase Land Company.

Clark Enterprises \$87.75M Disposition of Rolling Hills

Representation of Clark Enterprises on the \$87.75M sale of Rolling Hills, a 40-acre apartment complex in Germantown, Maryland to Pantzer Properties.

Clark Enterprises Sale of Quincy Street Station

Representation of Clark Enterprises, Inc. on the sale of Quincy Street Station office building located at 4001 Fairfax Drive, Arlington, VA.

DivcoWest Purchased 1133 15th Street, NW Washington, D.C. from Clark Enterprises

Representation of purchaser and seller, DivcoWest and Clark Enterprises, respectively, in the purchase and sale of 1133 15th Street, NW Washington, D.C.

Fundrise and RSE in connection with Joint Venture Partner Insight on Purchase and Planned Repositioning of Apartments in VA

Representation of Fundrise and RSE Capital in connection with its joint venture partner Insight Property Group on the purchase and planned repositioning of Apartments in Fort Belvoir, VA, Alexandria, VA, and Woodbridge, VA.

JBG and Clark Groundbreaking of The Signet

Representation of JBG Companies and Clark Enterprises, Inc. in connection with the groundbreaking of The Signet, a mixed-use property that will boast 123 luxury condos and 5,000 square feet of street level retail and restaurant space located in McLean, Virginia.

Blog Posts: Retail Law Advisor

This blog keeps you connected to timely developments and emerging issues in retail law and covers a wide range of topics related to the retail, restaurant and consumer industry. We invite you to learn more about Goulston & Storrs and our Retail, Restaurant & Consumer Group.

August 20, 2020

Increased Charitable Giving in the Time of COVID: Philanthropic or Tax-Driven?

Even before the global COVID-19 pandemic hit, retailers across the country were already prioritizing charitable giving despite the existing downward trend in sales and revenue. With the recent global COVID-19 pandemic and the resulting lockdowns, closures, and bankruptcies, retail...

February 19, 2020

Now Trending - Amazon's Brick and Mortar Expansion of New Concept Stores

Although online shopping is extremely convenient, many consumers still want to touch and test out products before they purchase them. Since 2015, Amazon, with its first brick and mortar Amazon Books store, has made its way out from behind its...

January 8, 2020

2019 Holiday Season Retail Sales Wrap-Up

The holidays are a hectic time for a lot of different reasons. One thing that remains constant through the chaos of work events, family gatherings, and inclement weather is the hustle and bustle of the retail world. This post...

October 23, 2019

Go Mega-Mall or Go Home?

New Jersey's American Dream "Immersive Consumption" Mall Opening after 23 Years

While increased occurrences of retail store closures and predictions about the death of the shopping mall are causing mall owners to consider downsizing or repurposing their space away from consumer-facing retail and toward e-commerce fulfillment centers or industrial uses...

July 18, 2019

Black Friday in July: A Retail Boost in Competition with Amazon

Is "Christmas in July" a bonus for consumers or retailers? Which retailers are coming to the front of the price slashing competition and what products are hot off the shelves? According to retail experts, Amazon raked in an estimated...

March 26, 2019

Update: Tip Pooling by Restaurant Owners is Guided by Tip Income Protection Act of 2018

When we last looked at tip pooling at restaurants and who would be permitted to be included, the laws and regulations were in flux. Since then, the Tip Income Protection Act of 2018 was signed into law. Among other...

October 17, 2018

Banner Year Expected For Holiday Retail Sales

This week's news of former retail giants Sears and Kmart filing for bankruptcy is bound to spur headlines about the death of retail in the U.S. However, multiple forecasts predict that robust 2018 holiday shopping will result in an...

September 26, 2018

Co-working and the Rapidly Changing Office Landscape

The anxiety of the death of retail has given way to the retail renaissance. Experiential retail draws the shopper in for entertainment, pop-up stores capture the shoppers' curiosity as they stroll past a storefront or see their friends' posts...

August 8, 2018

On Retailidential Densification: Unpacking the Jargon and Trends of Adding Residential Uses to Shopping Centers

Retail follows rooftops. Few real estate adages are more axiomatic. Increasingly, however, the reverse is becoming true, and rooftops, or residential uses, are cozying up to retail. We've written previously that residential developers are increasingly finding shopping centers...

June 22, 2018

A Changed World: The Supreme Court Permits State and Local Taxation of Online Sales by Retailers with No State Presence

A Changed View of Online Sales Tax for Out-of-State Retailers

With the growing and evolving retail world, which we have discussed before, one thing had remained constant: retailers did not have to collect sales tax for online sales to states in which they had no physical presence...

May 2, 2018

Does Trademark Protection Extend to On-Line Advertising- Apparently It All Depends

It seems that nearly every day another retailer announces the large-scale closure of brick-and-mortar storefronts, with such household brands as Toys "R" Us and J. Crew, just to name two, planning to shutter stores in 2018. The significant challenges...

March 7, 2018

Bringing Residential Uses to Existing Shopping Centers--A Win Win

Tenant curation, experiential retail, and social media-based marketing are thriving trends in today's brick-and-mortar shopping center industry. Retail is not the only real estate asset class susceptible to trends, and a recent dominant trend in the multifamily residential sector...

December 6, 2017

Update: Tip Pooling by Restaurant Owners Remains in Flux

This past April, we reported on a recent Ninth Circuit ruling which upheld a 2011 Department of Labor (“DOL”) rule that prohibits restaurants from instituting tip-pooling arrangements that include both front-of-house staff that are customarily and regularly tipped (such...

October 18, 2017

Medtail: Why Your Doctor Is Treating You in a Strip Mall

The retail universe is well aware of the hype that it is only a matter of time until brick and mortar retail succumbs to its online competitors . However, despite the “doom and gloom” we generally see in headlines...

September 20, 2017

A Changing Retail Streetscape: Rethinking Shopping Center Parking Lots

A recurring theme of this blog is that e-commerce , mobile devices , and evolving technology are changing the retail landscape. It seems that technology shifts are also poised to change the retail streetscape. More particularly, changes to the...

August 9, 2017

Artificial Intelligence in Brick and Mortar Retail

Headlines about brick and mortar retail tend to be dominated by how these establishments are in decline while online retail is burgeoning. Fortunately for brick and mortar retailers, their demise is not preordained since tools from the online retail...

June 28, 2017

Retailers Grow Successfully by Introducing New Brands

As fashion retailers across the country jostle for market share in an ever-changing and ever-competitive marketplace, some retailers are trying to improve their bottom lines not by adjusting or expanding their offerings in each store but by opening differently...

April 6, 2017

Tip Pooling by Restaurant Owners-Remains in Flux

Restaurant owners with tipped employees should take note of several recent court cases which may affect their ability to cause restaurant employees to participate in “tip pooling,” particularly in instances where back-of-house employees are included in such tip pooling...

February 22, 2017

The Ascendancy of Accessibility: Surge in Website Lawsuits Continues

The proliferation of accessibility lawsuits under Title III of the Americans with Disabilities Act (ADA) has not abated. It is well-documented that ADA-related litigation increased by 37% from 2015 to 2016, which is symptomatic of long-term trends. Growth is...

January 4, 2017

Mobile Payments: Exciting but Unknown

Mobile payment options are no longer the wave of the future. They are already here. It was projected that there would be almost 450 million mobile payment users worldwide by the end of 2016 . These users generated \$60...

October 19, 2016

Paid Celebrity Endorsements in Social Media: The FTC Is Watching

How much trust do you place in celebrities who endorse products on social media platforms such as Instagram, Snapchat, Facebook, Twitter, and YouTube? Do you stop to consider whether they are compensated for their efforts and, if so, how...

October 5, 2016

Retailers: Embrace Virtual Reality Now (But Also Be Careful)!

We've previously addressed the hype that it is only a matter of time until brick and mortar retail succumbs to its online competitors. While we concluded that brick and mortar retail is not in danger of immediate extinction, such retailers...

August 24, 2016

Arriving Now: An Uber Alternative to Parking Validation

We previously wrote about how on-demand delivery services, such as Uber and its competitors Lyft and Postmates, have the potential to provide brick and mortar retailers with an answer to Amazon's delivery service. Services such as UberRush now allow...

June 22, 2016

Set Pickup Location: Uber Is Coming to Retail

On-demand delivery services, such as Uber and its competitors Lyft and Postmates, are increasingly taking steps that have the potential to offer a counterpunch to online retailers such as Amazon and may shake up the brick and mortar retail...

April 6, 2016

Sustainable Retail – Eco-Friendly Shopping at the Mall

Sustainability experts claim that "a good building- efficiency rating is quickly becoming the real estate equivalent of a motor vehicle's miles-per-gallon rating and helps bring capital to owners and investors." The National Real Estate Investor reports that investors and...

January 13, 2016

Pushing Back on Just-in-Time Scheduling

Back in September 2014, we asked the question "Is Just-in-Time Scheduling Good for Business"? Twenty months later, it seems like that question has been answered and our prediction that retailers may be legally required to alter their Just-in-Time scheduling practices...

November 24, 2015

Black Friday? Not This Year.

Black Friday is the infamous day that kicks off the official holiday shopping season in the United States. With many folks and students enjoying the day after Thanksgiving off, Black Friday is the perfect time to start working through...

November 18, 2015

The War for Talent: It's On

It's not exactly news that we have a war for talent in the U.S. Since the recession of 2008, business commentators have followed the U.S. population's return to work. When unemployment was high and workers had no alternatives, they...

August 26, 2015

A Case of Caution: the Effect of Redevelopment on Existing Mall Leases

In a follow-up to coverage regarding the White Flint Mall redevelopment, the jury has reached a verdict. Until recently, White Flint Mall in Bethesda, Maryland was a prime example of retail mall success. However, as the mall began to...

August 19, 2015

Trends in Urban Grocery Store Development in Washington, D.C.

Continuing our coverage of trends in urban grocery store development, this post examines recent and ongoing activity in Washington, D.C., which is a leader in grocery-anchored, mixed-use redevelopment projects. It's not by accident that DC leads in...

June 10, 2015

Summer Retail: Sales Tax Holidays, Pit Stops, and Where the Deals Are

Memorial Day has passed and while offices still hum with productivity, we can feel summer around the corner. With that in mind, we've explored what might be in store for the retail industry this summer. Although the usual break...

June 3, 2015

Coalition Loyalty Programs Spread to Retail Shopping In the U.S.

Seven major brands, including Macy's, Rite Aid and ExxonMobil, recently joined forces to launch "Plenti," a loyalty program that encompasses an entire team of retailers. American Express, which operates the program, previously established successful coalition loyalty programs...

April 8, 2015

Small Retailers Again Face Increased Health Insurance Costs

The owners of small retail businesses in Massachusetts have come to expect to pay higher health insurance costs than their counterparts in the rest of the country, and unfortunately last year was no exception. According to a recent survey by...

March 11, 2015

The Pop-Up Regulatory Maze

Pop-up retail establishments, or “pop-ups,” generally refer to stores, restaurants, or events with a short duration. Pop-ups are typical for seasonal retail products, like Christmas or fireworks, but they have become common for designers (clothes, furniture, toys, etc.), restaurateurs...