

# Timothy W. Sullivan

*Director*

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Tim Sullivan is a real estate lawyer who handles real estate financing, complex land use matters, acquisitions and dispositions.

He advises developers, owners and institutional investors on the acquisition, sale and permitting of retail, office, industrial, multifamily, healthcare, life-science, and mixed-use properties.

Tim has extensive experience working with planning boards, zoning boards, conservation commissions, boards of selectmen and city and town officials, as well as various federal and state regulatory agencies.

He also represents lenders and borrowers in a wide variety of real estate financing transactions involving acquisition, construction and permanent loans.

## **Accolades**

- Best Lawyers in America® (2025): Real Estate Law
- Boston Business Journal, 40 Under 40, 2019

## **Affiliations**

- Massachusetts Legal Services for the Homeless
- American Bar Association
- Boston Bar Association

## **Admissions**

- Massachusetts

## **Education**

- Colby College (B.A., 2002)
- Suffolk University, Sawyer School of Management (M.B.A., 2006)
- Suffolk University Law School (J.D., *magna cum laude*, 2006)

## Representative Matters

### **Land Use and Finance of Real Estate Developments**

Representation of a real estate developer in connection with land use and financing matters associated with the development of a mixed-use project, including 245,000 square feet of retail, restaurant and office space and 100 residential units. Also represented this client in connection with the acquisition, entitlement and financing of retail factory outlet centers in Florida, Arkansas and Iowa.

### **Zoning, Entitlement and Development for Major Teaching Hospital**

Representation of a major teaching hospital in connection with zoning, entitlement and development matters for numerous projects in the Greater Boston Metropolitan Area.

### **Land Use Associated with Construction of New Hospital Facility on an Island**

Representation of a community hospital off the coast of Massachusetts in connection with land use matters associated with the construction of a new hospital facility. Worked with the local planning board, historic district commission and other local and state agencies to enable the client to obtain permitting for this important expansion.

### **Zoning and Land Use Matters Associated with Retail Development**

Representation of real estate developer in connection with zoning and land use matters associated with the development of a 135,000 square foot retail development in western Massachusetts.

### **Acquisition and Zoning Entitlements for Multifamily Residential Properties**

Representation of real estate developer in connection with acquisition and zoning entitlement matters associated with the development of multifamily residential properties in the Greater Boston Metropolitan Area.

### **Zoning and Permitting Matters Associated with Mixed-Use Project Development**

Representation of real estate developers in connection with zoning and permitting matters associated with the development of mixed-use projects that include retail, residential, hotel and office components.

### **National Real Estate Investment Firms and Developer Financing and Acquisition**

Representation of national real estate investment firms and developers as borrowers in multi-million dollar financings and acquisitions.

### **CrossHarbor Capital Partners Joint Venture to Acquire Interest in Shopping Centers in PA**

Representation of CrossHarbor Capital Partners in connection with the negotiation and formation of multiple joint venture arrangements relating to the acquisition of an 80% interest in three shopping centers in Pennsylvania totaling more than 635,000 square feet.

**Provincetown Commons: A Home for Creativity and Innovation**

Representation of Provincetown Commons, Inc., in connection with corporate formation, governance, obtaining tax exempt status, lease/contract review and negotiation, and obtaining local permits and approvals.

Provincetown Commons is renovating, adapting and programming a nearly century-old community center located in the heart of Provincetown, MA, for use by the local community. The revitalized community center will provide year-round working space and professional support to area artists, other members of the local creative economy, and start-up businesses, and will serve as a gathering space for educational and community initiatives, as well as for the Outer Cape Cod community at large. Aiming to contribute to strengthening Provincetown's year-round economy, the Provincetown Commons will serve as a nexus for creativity, collaboration, and new economic opportunity.

As general counsel to Provincetown Commons, Goulston & Storrs attorneys created formation documents, registered the corporation with the Secretary of the Commonwealth and Massachusetts Attorney General, and obtained 501(c)(3) tax exempt status from the IRS. We worked closely with Provincetown Commons on all aspects of the re-development process, including negotiation of the lease and related documents with the Town of Provincetown, obtaining local permits and approvals and negotiating the construction contract with the contractor. Provincetown Commons had its grand opening in late 2018, and we continue to provide legal support and counsel to the transformative community center.

Provincetown Commons pre-renovation



Provincetown Commons post-renovation



Photos courtesy of Provincetown Commons