

# Vanessa P. Moody

*Director*

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Vanessa Moody is a real estate lawyer focusing on complex commercial real estate transactions involving retail, office and mixed-use properties. Vanessa primarily counsels sophisticated real estate developers and institutional clients on the leasing of lifestyle centers, urban retail centers, hotels, restaurant space, power centers, outlet centers and enclosed malls, as well as related development matters, including the negotiation and interpretation of ground leases, master leases, reciprocal easement agreements and condominium documents. She also represents companies, including institutions (such as colleges/university and hospitals), retailers, and commercial businesses (including specialty medical care providers), as tenants in commercial leasing transactions.

In connection with her retail work, Vanessa represents landlords in the complex commercial bankruptcy cases of their tenants, which typically includes lease restructuring negotiations, bankruptcy auction/sale processes, bankruptcy-related litigation and out-of-court workouts. She also represents various national and international retailers in connection with acquisition transactions (both distressed and non-distressed) and national store roll-outs, as well as with branding/rebranding efforts.

Vanessa's practice has additionally included the representation of debtors and creditors' committees in Chapter 11 bankruptcy cases, and lenders in leveraged buy-outs, secured financings and other debt transactions.

Vanessa is a regular speaker at the annual International Council on Shopping Centers (ICSC) Law Conference. Prior to her time at Goulston & Storrs, Vanessa was Law Clerk to Chief Judge (Ret.) Henry J. Boroff of the United States Bankruptcy Court, District of Massachusetts.

## **Accolades**

- *Best Lawyers in America*® (2023-2025): Bankruptcy and Creditor Debtor Rights/Insolvency and Reorganization Law, Real Estate Law
- Massachusetts Super Lawyers "Rising Stars," 2009-2012

## **Affiliations**

- International Council of Shopping Centers (ICSC)
- Commercial Real Estate Women (CREW) Network (f/k/a NEWIRE)
- Boston Bar Association
- American Bankruptcy Institute

## **Admissions**

- Massachusetts

## **Education**

- Northeastern University School of Law (J.D., 2005)
- University of California, Santa Cruz (B.A., 2000)

# **Representative Matters**

## **BXP Commercial Leasing**

Representation of BXP in the negotiation and drafting of its commercial leases and related documents, including for retail space at The Prudential Center (including the new ~117,000 square foot Dick's Sporting Goods House of Sport location in the former Lord & Taylor building on Boylston Street), retail deals at The Hub on Causeway, and various of the client's other mixed-use office and residential developments in the greater Boston area.

## **Urban Leasing**

Representation of clients in the negotiation and drafting of commercial (retail, F&B, office, industrial and medical) leases for urban retail and vertical mixed-use developments, including in New York City (all Boroughs), Boston's Seaport and Back Bay neighborhoods and Kendall Square in Cambridge, which leases involve, among other things, the specific consideration and understanding of the interplay between urban street retail needs and city easements and other public rights.

## **Little Sprouts Leasing and Development**

Represents early childcare and education provider, Little Sprouts, in connection with its expansion efforts throughout the northeastern United States, and related matters.

## **Distressed National Retailer Restructuring of its Leases and Vendor Arrangements**

Counsel to a distressed national retailer in the restructuring of its leases and vendor arrangements. Negotiates, counsels and advises the client on strategies in connection with these out-of-court restructuring processes.

**Negotiation of Commercial Transactions with Retailers, F&B Operators, Hotels and Medical Providers**

Represents landlords in the negotiation of commercial leases and management agreements with restaurant and food hall operators, national and regional retailers, including anchor tenants, in lifestyle centers, outlet centers and major urban mixed-use projects throughout the United States.

**Real Estate Developers Long-Term Ground Leases to Tenants**

Represents real estate developers in connection with long-term ground leases to tenants. Properties include office, retail, multifamily and mixed-use commercial projects.