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BOSTON LEADERS IN LAW

Building Boston

Nutter McClennen & Fish LLP attorneys approach real estate law with a mindset focused on their clients and centered on strengthening the Boston community.



From affordable housing and community developments to vibrant mixed-use destinations, cities are shaped by the expertise of real estate attorneys. With expertise in all aspects of real estate, Nutter is well positioned to provide sophisticated counsel to and pragmatic solutions for the firm's exceptional roster of public and private real estate clients that range from developers, lenders, and investors to hospitals, universities, cultural institutions, and governmental agencies.

Whether the project involves acquiring land and/or air rights, complex investment or financing structures, permitting new uses and/or greater density, or constructing multifaceted developments, Nutter's team has the skills and tenacity to navigate complicated situations on behalf of its clients, while building consensus among parties with competing interests.

"It's a joy to work on projects that become tangible," says Marianne Ajemian, chair of Nutter's Real Estate Department. "We can see buildings and communities taking shape—creating jobs, homes, and gathering places—and know that's partly due to our team's efforts."

"Nutter attorneys approach the practice of law with a deep understanding of the economy as a whole and the real estate industry in particular. Clients need a mix of strategic counsel, practical guidance, and business acumen to maximize opportunities for success," explains Michael Scott, Co-Managing Partner of the firm. "We collaborate with our clients to help them make informed development decisions and guide them through the variables that get each project permitted, constructed, and occupied."

COMPLEX CASES, FLEXIBLE SOLUTIONS

Real estate development is rarely black and white. The path can be rocky at times. Community priorities, regulations, resiliency needs, financial imperatives, and market conditions subtly shape every project. When planning or managing new construction or a redevelopment, numerous issues inevitably will arise; however, Nutter's experienced and innovative real estate attorneys anticipate challenges, focus on what's important, and resolve unexpected obstacles as efficiently as possible.

FROM LEFT TO RIGHT: DAVID A. LIBARDONI, PAUL J. AYOUB, JUSTIN R. MASTERMAN, VALERIE A. MOORE, MATTHEW H. SNELL, JOHN M. LERNER, TIMOTHY M. SMITH, MARIANNE AJEMIAN, MICHAEL E. SCOTT, AND EILEEN E. BROPHY.

"Our partners work closely together and understand that we need to be scrappy, resourceful, and focused to identify solutions for clients," says Ajemian. "We are thoughtful and strategic in how we collaborate to serve our clients, so that our clients get a combination of experience from attorneys with different areas and levels of expertise rather than layers of bureaucracy."

"If we're not getting results, we're not doing our job," continues Scott. "Every aspect of real estate is dynamic—shaped by market forces, politics, and more. We facilitate and leverage our collective experience to provide direction and solutions that keep projects moving forward in any environment—one needs to have a consuming obsession to get results."

And the results speak for themselves. In 2022 alone, the firm managed 310+ commercial property acquisitions and dispositions, oversaw permitting 195+ real estate developments, and handled 230+ real estate loans valued at over \$9 billion.

"Decisions constantly need to be made throughout the development process," says Ajemian. "Success in today's marketplace means addressing increasingly complex issues faster and more efficiently amid rapid change, while providing clients with real-time advice. We are often called upon to manage and produce high-quality legal work under pressurized circumstances in order to get projects across the finish line on time. After a project is completed, it's very satisfying to be able to see the results of our efforts."

"We're efficient and flexible at resolving problems because our team has such a variety of perspectives and expertise," concludes Scott. "Developers in the community understand what we bring to the table to build the greater Boston communities that we live in and love."

Nutter

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