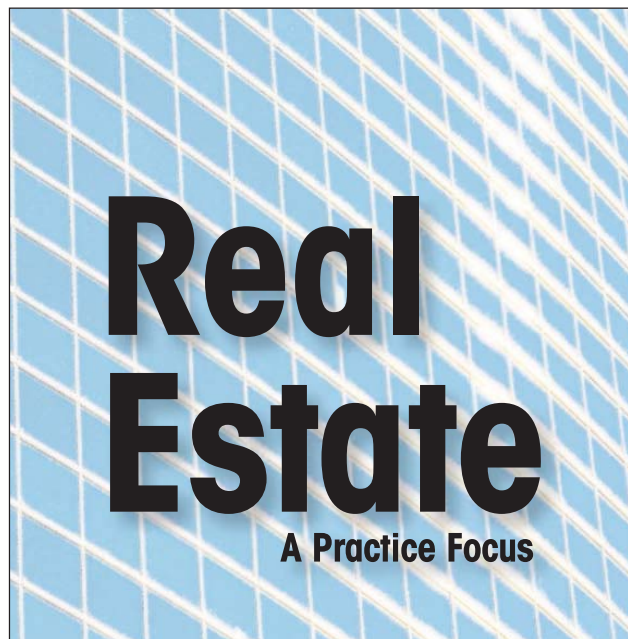


# Identifying **10** Leading Real Estate Attorneys

**W**hen *Legal Times* compiled its first list of real estate Leading Lawyers in 2003, one practitioner gleefully exclaimed, "This is the best real estate market in the world right now." How times have changed. Yet the top lawyers profiled here—by freelance journalist and former *Legal Times* editor Jenna Greene—remain in demand. Granted, sometimes these D.C.-area attorneys are structuring workouts for troubled loans or converting condos back into rentals. But major deals are still moving forward,



and developers rely on these 10 real estate specialists to bring their projects to fruition.

# Leading LAWYERS

## Ten of the D.C. Area's Top Real Estate Attorneys

### Michael Goodwin

**Arnold & Porter LLP**

When Michael Goodwin led 20 summer associates from Arnold & Porter down F Street N.W. earlier this year, his wasn't a tour you'd find in any D.C. guidebook. Block by block, Goodwin acted the proud father, pointing out all the buildings he's worked on as a development transactions lawyer.

There's the Shakespeare Theatre Company's Harman Center at 610 F St., the Hotel Monaco at 700 F St., and the Spy Museum at 800 F St. The 900 block boasts the Gallup Building and Carroll Square, while the block between 10th and 11th streets is filled by the historic Woodward & Lothrop Building.

But Goodwin's reach extends far beyond F Street. His fingerprints can be found on some of the biggest projects around the D.C. region. And yet perhaps his most significant project didn't involve an actual piece of property. Rather, Goodwin led the movement to establish tax increment financing in the District of Columbia.

As counsel to a group of private business interests known as the Interactive Downtown Task Force, Goodwin worked closely with the D.C. Council to enact the 1998 TIF statute, which he drafted. "It had an immediate, huge impact," he says. "There had been very little public-sector involvement with financing private real estate in D.C. But after 1998, the city became a partner."

Under the law, the city may use projected sales and real estate tax revenue to help finance an eligible project. "It means marginal projects may become feasible," says Goodwin, noting that such financing was soon used for the Gallery Place complex, the Spy Museum, and the Mandarin Oriental Hotel.

In another noteworthy public-private project, Goodwin negotiated a deal with the District to use private-sector funds to construct a Metrorail station at New York Avenue Northeast—the first station added to the original Metro system and the only one financed this way. Goodwin represented a dozen developers who owned most of the nearby property. The station opened in November 2004.

More importantly, "the construction of the station unleashed the development potential of the surrounding area," Goodwin says. He says "millions of square feet of new projects" are now going forward in the vicinity.

Recently Goodwin represented Gould Property Co. in a novel land swap with the city. The developer exchanged a 60,000-square-foot parcel across the street from the new Washington Convention Center for a comparably sized site at the old conven-

tion center. The deal, struck in November 2007, cleared the way for a hotel to be built next to the new convention center. Gould will likely use its parcel for trophy office space with ground-level retail.

Kingdon Gould III praises Goodwin for a "skill set that covers all my real estate needs. He is comprehensive, he speaks with clarity to identify issues that need resolution, and he is creative and cooperative in finding solutions."

But it's not all dry business advice. "He's a prince of a guy," Gould continues. "He's got a sense of humor."

Goodwin is also working on Konterra, the developer's multibillion-dollar mixed-use project in Prince George's County, Maryland. He's focusing on Gould's joint venture with Forest City Washington to build the town center, which will feature shops, restaurants, and entertainment, as well as offices and housing.

Another current client, George Washington University, is looking to redevelop the old GWU hospital site—the same hospital where Goodwin was born 48 years ago. GWU has leased the entire city block to Boston Properties, which plans an upscale mixed-use project. The university remains "concerned about the design and development and impact on cam-

pus life," Goodwin says.

Among his tasks are "creating a leasing structure that maximizes [GWU's] return for the life of the ground lease and making sure it's as protected as possible," he says. In other words, "Assure that they get paid."

For Vornado Realty Trust/Charles E. Smith, Goodwin handled a land-swap and development deal that took the national headquarters of the Bureau of National Affairs to Crystal City, Va., last year. He also represented Vornado in a 2007 deal that led to the settlement of litigation and the \$383 million acquisition of two downtown office buildings and assets in Pentagon City.

"He's really smart, capable, careful, thoughtful, adept—all the positive adjectives you could find in Wikipedia, you could use them all," says Vornado President Mitchell Schear. The two have worked together for 20 years. He calls Goodwin "someone you can have a lot of faith and trust and confidence in. ... He's my check and balance, my eyes and ears."

In addition to D.C.-area deal work, Goodwin has a strong hospitality practice, representing such clients as Host Hotels & Resorts in national projects.

Goodwin earned his degree from Harvard Law School in 1984 and then joined Dunnells, Duvall, Bennett & Porter. He departed for Arnold & Porter in 1993 with five other real estate lawyers, including his mentor Stephen Porter, now senior counsel at the firm. Other key colleagues are Carey Smith, Kenneth Schwartz, Amy Rifkind, and Kathryn Olson.



MICHAEL GOODWIN