



Paul Jakubowski

RETIRED PARTNER

BOSTON

For more than three decades, Paul Jakubowski represented investors, developers and operators in a wide range of real estate transactions and development projects nationwide. His extensive experience in all aspects of real estate law included joint ventures, acquisitions, developments, leases and financing transactions across a broad spectrum of real estate asset classes. A notable practitioner, Mr. Jakubowski was a recognized leader in the field of tenant-side headquarters lease transactions and has established a premier company-side practice in Boston. He retired from WilmerHale in 2023.

Mr. Jakubowski counted numerous real estate groups among his clients, including REITs, foreign investors in US real estate and private equity real estate funds. His practice was national and covered all property types. He worked frequently with colleagues in the firm's tax, corporate, bankruptcy, financial institutions and litigation groups.

He held membership in the Boston, Massachusetts, and American Bar Associations and the National Association of Industrial and Office Properties. He also was associated with the boards of the Greater Boston Chamber of Commerce, the urban planning and transportation leader A Better City, and the Real Estate Finance Association.

Experience

PRIVATE EQUITY/CAPITAL MARKETS/REITS

- Transactions for a publicly-traded lab REIT, transaction sizes generally in hundreds of millions:
 - Acquisition of Norwood, Massachusetts campus and lease up to pharmaceutical company
 - Acquisition of Cambridge multi-building mixed use campus
 - Acquisition of Newton office campus for lab conversion
 - Acquisition of Waltham office campus for lab conversion
 - Acquisition of Watertown asset for development of new lab product, with JV partner
 - Acquisition of GE Boston headquarters
 - Acquisition of development site in South Boston, with JV partner
 - Acquisition of parking garage in Boston
 - Acquisition of five-building lab campus in San Diego
 - Financings of several lab and office assets in San Francisco, Cambridge, San Diego
- Workout and sale of a \$300 million loan secured by an Acapulco resort
- Sale of \$1.2 billion CRE loan portfolio for German public agency (assets in US)
- Acquisition, financing and development of a \$300 million proton therapy center in Manhattan for the acquirer/developer
- Laboratory leasing and related activities for a public life sciences REIT (Boston/Cambridge area)
- Acquisitions, sales and financings of multifamily industrial and office assets for several private equity real estate funds
- Numerous joint venture negotiations and financings for both capital side and operator side partners
- Syndicated private placements for sponsor

HEADQUARTERS LEASING

Some of the largest and highest-profile office lease transactions in Boston and other markets, including the following tenant representations:

- Kronos Incorporated – 450,000 sf in Lowell, Massachusetts
- Indeed.com – 300,000 sf tower in Austin (new construction); 200,000 sf new tower in Seattle; 300,000 sf campus in Austin; numerous other leases and real estate advice.
- WilmerHale (new construction) – 300,000 sf in DC
- Analog Devices – 500,000 sf in Santa Clara

- Rapid7 – full building lease at Hub in Boston
- Beam Therapeutics – four floors of lab space in Cambridge
- Demandware (Salesforce) – 240,000 sf build-to-suit
- Putnam Investments (Boston tower) – 250,000 sf
- LPL Financial (new construction) – 400,000 sf campus in South Carolina
- SharkNinja (suburban Boston building renovation) – 200,000 sf
- Brown Brothers Harriman (Boston tower, fully renovated) – 400,000 sf
- WilmerHale (Boston tower) – 300,000 sf
- TripAdvisor new construction – 300,000 sf
- Cimpres (suburban Boston, new construction) – 300,000 sf
- MFS (Boston tower) – 300,000 sf
- Avid (suburban Boston) – 200,000 sf, three buildings
- Constant Contact (suburban Boston) – 250,000 sf
- Pegasystems (Cambridge) – 160,000 sf, two buildings
- Pioneer Investment Management (Boston tower) – 150,000 sf
- LPL Financial (San Diego, new construction) – 400,000 sf
- WilmerHale (NY tower) – 200,000 sf

OPPORTUNISTIC INVESTMENTS AND DEVELOPMENT

- Acquisition, redevelopment and expansion of an office park in suburban Boston into a premier 400,000 square foot life sciences campus (represented operator in venture with capital partner, leases to pharma tenants, several financings and sale)
- Acquisition, financing, leaseup to Amazon and sale of former Necco plant in Revere, Massachusetts (800,000 sf)
- Acquisition, financing and leaseup to Amazon of former AstraZeneca campus in Westborough, Massachusetts, with additional development
- Leasing and financing of a former I-495 corporate campus to life sciences tenants (500,000 sf)
- Acquisition and financing of former Philips Electronics campus in Andover, Massachusetts
- Leasing, financing and development of River’s Edge office campus in Medford, Massachusetts
- Acquisition, financing, development and leasing of New York city's first proton therapy facility, a \$350 million project under construction on E. 126th Street in Manhattan
- Acquisition and financing of educational campuses on behalf of a for-profit education provider in New York and Massachusetts

RETAIL

- Acquisition, leasing, development of dozens of store and distribution center sites

for some of the largest retailers in the US

- Acquisition, financing and sale of malls and retail centers in New England

CORPORATE USERS

- M&A activity and development and leasing of various types (office, lab, call centers) for WilmerHale's diverse base of corporate clients, nationally and internationally, including such companies as Analog Devices, Cumberland Farms, Skyworks, MFS, Pioneer, Avid, PerkinElmer, Dean Foods, Constant Contact, Danaher, A123 Systems, MicroStrategy, Stream, Thermo Fisher and The Medicines Company, as well as many early-stage companies.

Recognition



Leading Lawyer for Real Estate

Chambers USA

2013-2023



Top Lawyer for Real Estate Law

Best Lawyers in America®

2007-2024



Recommended for Real Estate and Construction

The Legal 500 United States

2016-2019

- Named to *Boston Magazine's* Top Lawyers list in the area of real estate law (2021–2023).
- Recognized in the 2013–2023 editions of *Chambers USA Guide* for his real estate practice, with a clients commenting that he is "perfect in every way: he has always been available when needed and always delivers a perfect product" and "he understands what we are looking for; he has a great skill set and is always available." In 2005 and 2006, he was recognized by *Chambers USA* for his exceptional standing in the legal community.
- Selected by his peers for inclusion in the 2007–2024 editions of the *Best Lawyers in America* in the area of real estate law.
- Recommended in the 2016–2019 editions of *The Legal 500 United States* for his real estate and construction practice.

- Consistently recognized as a *Massachusetts Super Lawyer*.

Credentials

EDUCATION

JD, Harvard Law School, 1988

cum laude

BA, University of
Pennsylvania, 1985

summa cum laude

Phi Beta Kappa

ADMISSIONS

Massachusetts