



James B. Heffernan

Shareholder; Commercial Real Estate Co-Chair

T. 617-556-3881 | jheffernan@richmaylaw.com

F. 617-556-3881

www.linkedin.com/in/jamesbheffernan/ @JamesBHeff

OVERVIEW

As a co-founder for his own real estate development company, Jim understands firsthand how to start and manage a company, including partnership negotiations, management of service providers and other external relationships, employment and compliance matters, general contracting and corporate compliance, and day-to-day operations.

Jim has also managed multi-million dollar real estate development projects, working with municipal governments, architects, general contractors, environmental consultants, brokers, and other crucial members of a real estate development project's ecosystem. He appreciates the time pressures and value that goes into running a business and the costs that are associated with it.

In addition to starting and running a business, Jim has extensive experience representing local, national and international clients in all facets of real estate, including purchase and sale of property, condominiums, obtaining state and local zoning/permitting approvals, leasing, joint venture development agreements, construction contracts, and commercial and private financing. Jim has negotiated and managed relationships with high-net worth individuals, family offices, and co-development companies for his company and clients in the real estate development business.

AWARDS & HONORS

- Named "Exclusive Featured Attorney" Representing Boston Premier Real Estate Lawyers 2022-2023.
- Named a "Super Lawyers New England Rising Star" for Real Estate by Thomson Reuters, 2013-2021.

Services

- [Business, Corporate & Securities](#)
- [Commercial Lending](#)
- [Commercial Real Estate](#)
- [Energy, Renewables & Regulated Industries](#)
- [Investment Management & Private Funds](#)
- [Real Estate Development](#)

Paralegal

- Maureen Hilton
- [617-556-3899](tel:617-556-3899)
- mhilton@richmaylaw.com

- Named a “Super Lawyers New England” for Real Estate by Thomson Reuters, 2022.
- Named a “Top Lawyer” by Boston Magazine, 2021-2022.
- Named a “Boston Rising Star” by National Law Journal, 2015.



REPRESENTATIVE MATTERS

- Represented a regional developer in the development, management and sale of Brunswick Station in Brunswick, Maine, which included mixed use of apartments, offices, and retail/restaurants.
- Represented a regional bank in the \$40 million dollar acquisition financing for a prominent building in Chinatown, Boston.
- Represented Emerald Place Development Company in the \$76 million dollar sale of a 238-unit apartment building in Lunenburg, Massachusetts.
- Represented Navem West Broadway in the development, construction, conversion to condominium, and sale of a 44-unit condominium building in South Boston, Massachusetts.
- Represented a large regional bank in the \$13 million dollar refinancing of apartment buildings in Cambridge, Massachusetts.
- Represented a Chinese investor in a joint venture with a local developer for the acquisition and development of a \$120 million mixed use development in Roxbury, Massachusetts.
- Represented a joint venture development of 16 condominium units in South Boston.
- Represented a local developer in their \$7 million dollar acquisition of a ground lease development in Quincy, Massachusetts.
- Represented a regional developer in their \$10 million sale of a light industrial property in Portland, Maine.

- Represented a restaurant tenant with a complex lease regarding a boutique hotel located in downtown Boston.

ARTICLES & TALKS

- [Chinese Investment in Boston Commercial Real Estate Expected to Continue](#), by James B. Heffernan, *New England Real Estate Journal*, March 2016

EDUCATION

- Georgetown University Law Center, J.D., 2007; Executive Editor, *Georgetown Journal of Legal Ethics*.
- Boston University, B.A., *cum laude*, 2004

BAR ADMISSIONS

- Massachusetts

COURT ADMISSIONS

- District Court for the District of Massachusetts

OUTSIDE THE OFFICE

- Jim lived in Beijing, China, where he learned to speak Mandarin Chinese and worked for the United Nations Industrial Development Organization.
- Jim lives with his wife and two boys in Canton, Massachusetts. He regularly takes his family camping in the summer and skiing in the winter.