



Yana Zheng

Associate

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OVERVIEW

Yana Zheng specializes in commercial real estate and general corporate law, offering comprehensive legal services to local, national, and international clients. With extensive experience across all areas of real estate, Yana's expertise includes but not limited to acquisition, development, and disposition of commercial real estate in Massachusetts; commercial, private, and SBA financing; commercial leases across the United States; state and local zoning and permitting in Massachusetts; and real estate tax abatement in Massachusetts.

In addition to her real estate practice, Yana advises clients on business formation, and various business transactions. She works closely with a diverse range of clients, including developers, corporate entities, family offices, individual investors, brokers, and financial institutions. Fluent in both Mandarin and English, Yana is able to bridge cultural and linguistic gaps to provide exceptional service to her clients.

AWARDS & HONORS

"New England Super Lawyer Rising Star" by Thomson Reuters, 2023-2025

Boston Magazine's Top Lawyers, 2023-2025

REPRESENTATIVE MATTERS

- Represented a non-profit labor union in a \$10M+ acquisition of a brewery, including financing through a regional bank.
- Represented a national operator in the \$12M+ acquisition of apartment properties in Great Barrington and Easthampton, Massachusetts. This transaction involved financing through a regional bank and a Freddie Mac Small Balance Loan (SBL).
- Represented a real estate investment firm in the \$10M+ acquisition of an

Services

[Business, Corporate & Securities](#)

[Commercial Lending](#)

[Commercial Real Estate](#)

[Real Estate Development](#)

Paralegal

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office building, with plans for conversion to residential use.

- Represented a joint venture in the acquisition, development, and disposition of 17 condominium units in Cambridge, MA.
- Represented a regional developer in the sale of a 44-unit condominium building in South Boston, MA.
- Represented multiple privately funded real estate holding companies in the acquisition, development, and sale of multifamily properties and 4-6 unit condominiums.
- Represented a U.S.-wide clean energy company in the acquisition and disposition of solar sites across Massachusetts, with project sizes exceeding \$15M. Also handled project financing for over 38 leasehold properties.
- Represented a regional bank in the acquisition financing or refinancing of commercial properties across Massachusetts, with transaction sizes ranging from \$2M to \$6M.
- Represented franchisees in lease negotiations with landlords across the United States.
- Represented a battery energy company in the preparation of over 200 battery site leases.
- Represented a rental building operator in the preparation and negotiation of commercial office leases.
- Represented a regional developer in obtaining permitting for a 204-unit luxury affordable housing development.
- Represented a small short-term rental operator in a dispute with the local municipality.
- Represented small regional businesses in various business disputes.
- Represented an undocumented child in a Special Immigrant Juvenile Status (SIJS) case to obtain permanent residency (*Pro Bono*).
- Represented multiple clients, including golf courses, commercial building owners, real estate holding companies, condominium owners, franchisors, and non-profits in securing tax abatements across Massachusetts.
- Represented wealthy individuals in inter-family transfers of real estate properties and the establishment of LLCs.

ARTICLES & TALKS

- [How Do I Remove My Property from Chapter 61 Forest, Agricultural or Recreational Land Use?](#)
- [SJC Reaffirms Validity of Liquidated Damages in Massachusetts](#)

- [New Deadline Alert for Chapter 61 Applications in Massachusetts](#)
- [Understanding Massachusetts Wetlands Restrictions and the Agricultural Exemption](#)
- [Paying the Transfer Tax in Massachusetts, Even When You Are Not Recording a Deed](#)
- [Inflation Reduction Act signed into law, addressing healthcare, environmental and tax issues](#)
- [Consider Filing Your Real Estate Tax Abatement Application](#)
- [Unraveling the Mystery of the “Elderly Homestead Protection”](#)

EDUCATION

- Knox College, B.A., 2016
- Washington University in St. Louis School of Law, J.D. 2021

BAR ADMISSIONS

- Commonwealth of Massachusetts
- State of New York

OUTSIDE THE OFFICE

Citizens of Earth – [Super Lawyers – Massachusetts 2023](#) – page 8

Before she came to Boston to practice commercial real estate law at Rich May, Yana Zheng lived, well, just about everywhere. Her thoughts on a few of her past residences:

- Beijing: “A city where ancient and modern worlds meet and you can enjoy the best of both. I like touring ancient palaces and visiting historical museums in the morning, and resting at the most fashionable district in the afternoon.”
- New York: “Where people from all cultural backgrounds meet, interact and work with each other. What I like most are the restaurants and Broadway shows.”
- Hong Kong: “A city that never sleeps; always bustling with activities and work. I was fascinated by the fact that people will actually stop and help other people in need, even though they look very busy and in different and walk superfast”
- London: “Where people spend lots of time having afternoon tea on foggy days; it is also my favorite activity. Unfortunately, it is hard to find a good British afternoon tea place in the U.S.- there is one hiding in Boston Library, thank goodness.”

Travel tops her list of hobbies, but she also enjoys baking, yoga, painting, and camping.