John M. Steiner

Partner

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John is director of Sullivan's Real Estate Department. He is also a member of the firm's Management Committee.

Experienced in all aspects of real estate law and transactions, John's practice focuses on acquisitions, financings and development work. In particular, he represents REITs in the office, hotel and senior housing industries in connection with their acquisition, disposition, financing and leasing of large portfolios and individual assets. John frequently advises foreign investors in the U.S. real estate markets. He also frequently represents borrowers and lenders for senior housing projects. He is active in the legal community and co-chaired the Boston Bar Association's Real Estate Finance Committee in 2004 and 2005. He also chaired the firm's Hiring Committee.

Education

- Harvard Law School (J.D., *cum laude*)
- Boston College (B.A., *summa cum laude*)

Bar & Court Admissions

- Massachusetts

Professional Qualifications

- American Bar Association
- Boston Bar Association
- Co-Chair, Real Estate Finance Committee, Boston Bar Association (2004, 2005)

Awards & Honors

- *Boston* Magazine Top Lawyers, Commercial Real Estate (2021, 2025)
- Recognized as a Leading Partner by *The Legal 500 U.S.* (2026)
- Recommended by *The Legal 500 U.S.* (2016-2017, 2019, 2022-2025)
- "New Leader," *Banker & Tradesman* (2009)
- "Rising Star," Massachusetts *Super Lawyers* (2005-2011)

Capabilities

- Acquisitions & Dispositions
- Development
- Leasing
- Hotels & Hospitality
- Real Estate
- Real Estate Industry
- REITs
- Senior Living
- Asia
- China/Asia-Pacific Practice

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Matters

- Representing a publicly traded hotel REIT in the sale of over 110 hotels for an aggregate sale price of approximately $920 million
- Represented a publicly traded hotel REIT in connection with a $650 million revolving credit facility secured by mortgages on 69 properties
- Coordinated and closed a $480 million acquisition involving approximately 180 individually leased commercial and industrial properties in Hawaii
- Represented a publicly held office REIT in the $125 million acquisition of an office building and garage located in Cleveland, Ohio, which was partially subject to a ground lease and as part of a like-kind exchange
- Represented a publicly held office REIT in the $53 million acquisition of an office building and mixed-use development in Milwaukee, Wisconsin
- Represented a publicly held office REIT in the $52 million acquisition of an office building in Jacksonville, Florida, and the assumption of existing debt on the property
- Represented a publicly held hotel REIT in the $78 million acquisition of a multi-use development containing a "five star" hotel in Baltimore, Maryland
- Represented a publicly held senior living facility REIT in the $63 million acquisition of eight senior living facilities in Indiana and the assumption of existing debt on the properties
- Represented a publicly held senior living services provider in $44 million acquisition of seven senior living facilities in North Carolina and South Carolina out of bankruptcy

Viewpoints

July 13, 2026

Impact of 21st Century ROAD to Housing Act on Institutional Investor Ownership of Single-Family Rental Homes