

Louis A. Monti

Partner

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Lou, Co-Chair of the firm's Lateral Partner Hiring Committee and former member of Sullivan's Management Committee, represents clients, both public and private, in commercial acquisitions, dispositions and financings across various real estate asset classes, including senior living, office, hospitality, retail and marinas, many of which are multi-state, portfolio transactions. His practice includes a particular focus on representation of real estate investment trusts (REITs). The transactions Lou works on range from \$3 million to \$3 billion, and he regularly closes on transactions aggregating in excess of \$1 billion on an annual basis. Lou also represents public and private clients in negotiating leases from both a landlord and tenant perspective.

Education

- University of North Carolina (J.D.)
- College of the Holy Cross (B.S., *cum laude*)

Bar & Court Admissions

- Massachusetts

Professional Qualifications

- Boston Bar Association
- Member, The Real Estate Roundtable

Awards & Honors

- *Chambers USA*, REITs (2025-2026)
- *Boston Magazine Top Lawyers*, Commercial Real Estate (2021, 2024-2025)
- *Best Lawyers in America*® (2021-2026)
- Recommended by *The Legal 500 U.S.* (2014-2015, 2017-2021, 2025-2026)
- "Rising Star," *Massachusetts Super Lawyers* (2006-2010)

Capabilities

- Acquisitions & Dispositions
- Hotels & Hospitality
- Leasing
- Real Estate
- Real Estate Industry
- REITs
- Senior Living

Matters

- Represented a healthcare REIT and its subsidiaries in securing nearly \$500 million of secured financings across five lenders and involving over 40 separate properties
- Representing a client in the acquisition of two biotech medical office buildings in Boston's Seaport District for \$1.2 billion
- Leading a team of attorneys in the acquisition of 38 senior living communities across 16 states for approximately \$790 million, including \$151.6 million of assumed debt (including Fannie Mae debt), partially in a RIDEA-compliant structure, on behalf of a public REIT client
- Representing a client in the acquisition and financing of six marinas in Massachusetts for an aggregate purchase price of approximately \$30 million and the subsequent refinancing and recapitalization of such marinas
- Representing a public REIT client in a series of concurrent secured financings with an aggregate loan amount of approximately \$500 million secured by 41 senior living communities across 17 states involving five separate lenders including Freddie Mac and Fannie Mae
- Assisting a public REIT client in connection with its private offers to exchange outstanding senior unsecured notes for senior secured notes of approximately \$610 million, secured by first mortgages on 19 office properties across 10 states and second mortgages on 19 additional office properties across 9 states
- Representing a client in a series of convenience store acquisitions throughout the Northeast for an aggregate price of approximately \$100 million
- Representing a public REIT client in its disposition program involving the sale of over 30 medical office, life science and senior living properties over a one-year span for an aggregate sales price of over \$300 million
- Representing a client in a series of transactions involving the restructuring of its management agreements for 228 senior living communities from a structure with one manager to a structure with 14 unrelated managers. The restructured portfolio had a carrying value of approximately \$4 billion.