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Mr. John Nolan
Chair, Member Selection Committee
c/o American College of Real Estate Lawyers
220 N. Market Street, Suite 100
Frederick, MD 21701

Dear John:

I am pleased to nominate Xenia Garofalo for membership in the American College of Real Estate Lawyers. She is a truly exceptional candidate.

Xenia is a partner in the DC office of Eversheds Sutherland where she specializes in federal income tax with a focus on real estate investment tax and structuring advice. She is both a practitioner and a scholar. Although she has practiced for only 14 years, she has an extremely impressive set of professional accomplishments. Xenia is passionate about her field and has been recognized by numerous organizations as a “one to watch” and a rising star. All of these honors are outlined in her resume.

Xenia has made multiple presentations including one to ACREL in 2022 - A Primer on Real Estate Private Equity Funds. As you will note, she has presented to a wide range of organizations including the Practising Law Institute, the Retirement Industry Trust Association, the Association of Corporate Counsel, the ABA Section on Taxation, Corporate Counsel Women of Color and others. She has also made multiple internal presentations within her firm. Her presentations are highly substantive and she is regarded as a distinguished practitioner in her field. She was accepted as a Fellow in the American Bar Foundation and is on the faculty of the Practising Law Institute. Suffice it to say that Xenia is in demand as an expert speaker. She travels regularly for her various presentations.

She writes as well. She contributes regularly to Law 360 and prepared a detailed paper for her ACREL presentation. I was impressed by the ACREL paper from her presentation and shared it with one of my tax colleagues in order to secure some feedback from a tax lawyer. She said that

the paper was extremely practical and helpful and should be required reading for any tax lawyer who works on real estate matters. Xenia provides the important structuring advice that is key to many transactions.

In addition to her public speaking and writing, she had taught at Howard University School of Law and has presented a CLE course for Lawline.com. Also, she is an active board member for Northern Virginia Family Service.

Xenia is very interested in ACREL and would look forward to attending the conferences with her husband. I have greatly enjoyed getting to know her and believe that she would be an excellent fit.

It is not surprising that a 40-year-old lawyer is not well known by many ACREL members. But those of us who know her recognize that she is a compelling candidate who does not just meet but exceeds the criteria for membership. Nearly half of our DC members are over 70 and our youngest member is 57. Xenia is exactly the type of candidate who will help address some key concerns about the graying of the college and the need for more diversity.

Sincerely,



Allison C. Prince