



Karen O'Malley
komalley@goulstonstorrs.com
(617) 838-5391 (tel)

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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 Mr. Nolan:

I am pleased to nominate J.J. Sherman for membership in the American College of Real Estate Lawyers. She is a truly wonderful candidate and would be a great addition to the College.

J.J. is the founder and principal of the Law Offices of J.J. Sherman, with offices in New York City and Los Angeles. J.J.'s practice specializes in commercial leasing and is national in scope. She is both a practitioner and a scholar. As an attorney, J.J. has a presence within the leasing industry that much larger law firms would find enviable – she represents numerous innovative and emerging brands in the retail sector as well as hospitality brands, finance, technology and fintech companies, and media companies. She publishes her own newsletter and frequently speaks at industry and professional events, including at the ICSC Law Conference and through the California Lawyers Association. On top of maintaining a very busy law practice, J.J. also teaches as a Guest Lecturer and Adjunct Professor at St. John's University School of Law and is on the Advisory Board of the Mattone Family Institute for Real Estate Law, St. John's University School of Law. She finds ways to give back to the legal community through her bar and teaching activities and to the larger community through her low bono and pro bono work. Many of her contributions and publications are outlined in her resume.

I first had the pleasure of meeting J.J. in Spring 2023, when she represented a luxury brand tenant and I was representing the landlord on a package of lease transactions. I was impressed by J.J.'s excellent lawyering skills and also her collegial approach to problem solving. Her drafting was consistently excellent, and I found her to be an incredibly thoughtful counsellor to her clients on legal and business issues. Even when we may have had different approaches to problem solving, J.J. was always a complete pleasure to have as a counterparty. She brought a depth and breadth of knowledge to our transactions that made it easy to solve any "thorny" issues. While J.J. started her career as an Associate and then Senior Associate in two (2) global, prestigious law firms, what strikes me is the high level of sophisticated lawyering she brings to the table after years as a

principal to her own small law firm. Her success speaks to her sharp intellect, incredible lawyering, and her commitment to sharing her knowledge with fellow attorneys and law students alike through her many presentations, publications, and teachings.

As you will note from her Resume, J.J. is barred in five (5) different states plus the District of Columbia. Her presentations to the California Lawyers Association and ICSC Law Conference are highly substantive and she is regarded as a distinguished practitioner in the commercial leasing field. J.J. is in demand as an expert speaker and travels regularly for her various presentations.

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

Although J.J. is not affiliated with any large or even regionally large law firms, many at ACREL seem to know her well. The only challenge in finding “seconders” to her nomination was that many who know her well were conflicted due to their own ACREL Committee service. J.J. is a compelling candidate who does not just meet but exceeds the criteria for membership. She brings incredible energy to everything she does and from what I have observed in the time I have known her, J.J. works very diligently at everything she undertakes.

I would welcome the opportunity to discuss my nomination of J.J. Sherman or any questions you may have. Thank you.

With all best regards,

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