

Matt Mortensen

PRINCIPAL

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Matt Mortensen represents owners, developers, and investors in the acquisition, disposition, investment, and development of a broad range of real estate assets, including digital infrastructure (data centers), multifamily, industrial, research and laboratory, retail, office, and luxury residential properties. His work also includes advising both limited partners and general partners in complex real estate investment structures.

Matt brings a practical, on the ground understanding of core real estate fundamentals (the "dirt") that informs his diligence and deal strategy, enabling him to approach transactions with context and insight rather than negotiating transaction documents in isolation. He is committed not only to providing sound, reliable legal counsel but also to empowering clients to achieve their business and investment objectives by taking ownership of their challenges and developing thoughtful, creative solutions.

Matt frequently collaborates with colleagues across the firm, including Choate's finance and restructuring group on asset based lending matters, the private equity and M&A teams on real estate components of corporate transactions, and Choate Wealth in advising high-net-worth clients on all types of real estate investments.

Focus Areas

Private Equity and M&A

Real Estate

Recognition

- *The Legal 500* (2026)

Representative Engagements

- Next-generation data center and colocation provider in the negotiation of a long-term, $800 million colocation agreement with a global infrastructure and cloud services provider, along with related agreements.
- Private equity platform in acquisitions and leasebacks/services agreements for data centers and digital infrastructure projects in Nebraska, New York, and Washington, representing approximately $250 million in purchase price and over $300 million in revenues.
- Private credit investment management firm in a $250 million senior secured term loan facility to a national discount retailer, whose subsidiaries own and lease real estate (stores and distribution centers) to the retailer.
- Real estate developer in connection with the development of a $150+ million next-generation advanced manufacturing facility in Woburn, MA, including financing from a private credit source and a preferred equity investment from a venture capital firm.

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- U.S. banking institution in providing a $150 million credit facility to a MLB franchise secured by real estate interests in a MLB stadium.
- Real estate developer in the financing and $142.5 million acquisition of a highly desired property in Somerville, MA.
- Commercial finance company in a $130 million term loan secured by leasehold interests of a West Coast based grocery chain.
- National banking institution in connection with an $80+ million credit facility to a name brand sports equipment manufacturer secured in part by real estate interests in a manufacturing facility.
- Real estate investment firm in the acquisition of multiple industrial and last-mile-logistics properties along the Eastern Seaboard totaling more than $50 million.
- Private market investor in first-lien bridge financings to hotel operators in California, representing in the aggregate, approximately $50 million.
- Equity investor in connection with the acquisition of a $46 million mixed-use property in downtown Washington, D.C.
- Equity investor in connection with the acquisition of a $42 million office building in Scottsdale, AZ.
- Real estate developer in the acquisition of a $40 million portfolio of properties on Boston's Newbury Street.
- Sale of a boutique hotel in Freeport, ME for $21 million.
- Real estate developer in the financing and $20 million acquisition of a marquee mixed-use building in Boston's Copley Square.
- Sale of premier river-front properties in Needham, MA for $18 million.
- Real estate developer in the sale of industrial property in Woburn, MA for $16 million.
- International pharmaceutical company in the acquisition of key manufacturing facilities totaling more than $15 million.
- Family office in a $12 million construction loan for the rehabilitation of a historic hotel.
- Family office in a $6 million sale of real estate underlying a nursing home facility, and investment of proceeds and additional capital into a portfolio of 1031 triple-net properties.
- Public pharmaceutical company in multiple office and lab leasing transactions in Boston and the San Francisco Bay area.
- Public convenience store and gas station operator in over 50 retail leases nationwide.
- Historic church in Dorchester, MA, on a pro bono basis, in connection with telecommunications leases with national carriers.

Professional & Community Involvement

- Member, Massachusetts Real Estate Bar Association
- Member, Real Estate Finance Association
- Member, NAIOP Developing Leaders Committee
- Member, Boston Bar Association

Education & Credentials

- Boston College Law School, JD (2018)
- University of Utah, HBA (2015)
- University of Utah, BS (2015)

Admissions

- Massachusetts

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- New Hampshire