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## **2024 Ones to Watch - Industry Leaders: Carla Moynihan, Sherin and Lodgen LLP**

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Carla Moynihan  
Partner, Real Estate Department Chair

Three skills that you use every day in your position:

In my role as Chair of Sherin and Lodgen's real estate department, I rely on three core skills daily. First, negotiation is crucial in securing favorable outcomes for our clients and fostering collaborative relationships. Second, risk evaluation and allocation help me assess potential challenges in transactions, ensuring our clients are well-positioned to mitigate liabilities. Lastly, I prioritize effective communication and team management, particularly during department meetings, where I balance leading discussions with providing partners the opportunity to share their insights. These skills enable me to deliver exceptional client service while maintaining a dynamic and engaged team.

Best book, podcast, or app for aspiring leaders:

A "must-listen" I recommend for anyone working on commercial real estate transactions in the greater Boston area and beyond is the GBH News podcast series, "The Big Dig." This series dives into the regulatory, legal, political, and ethical conundrums of the most expensive, and contentious, highway project in the U.S. The Big Dig is a cautionary tale, and any aspiring real estate leader should take note of the missteps and lessons learned along the way.

Best advice for new leaders in 10 words or less:

Stay nimble, listen actively, adapt swiftly, and empower your team.

What recent project, transaction or accomplishment are you most proud of?

I lead the team representing long-time client, Rafi, in real estate acquisitions, sales, financing, leasing, construction and formation of condominium documents. We assisted Rafi in the acquisition and financing of Somernova in Somerville – formerly Ames Business Park. The 7.4-acre site contained 25 separate lots and an eclectic mix of tenants pioneering climate and tough tech innovations. We guide Rafi through redevelopment projects, including recently the ground-up construction of a R&D lab building.

What makes this nominee an Industry Leader?

"Carla Moynihan is a visionary leader in real estate law, combining over 25 years of transactional expertise with a deep understanding of complex regulatory processes. Her client-centered approach, industry influence through teaching and lecturing, and ability to navigate high-stakes projects with clarity and precision set her apart as an industry leader." - Sara Jane Shanaha, managing partner, Sherin and Lodgen LLP.