

Jason Goode

Partner

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For more than 20 years, public and private companies have relied on Jason Goode for fund formation, M&A, public securities offerings, and private placements. He focuses his practice on the REIT and real estate fund industry. Jason regularly advises boards of directors on corporate governance issues and also counsels broker-dealers on compliance with applicable FINRA rules. He is active in several industry organizations and is a frequent speaker on securities and corporate governance issues.

Jason influences the real estate industry through his leadership with the Institute for Portfolio Alternatives (IPA), where he is the co-chair of the Policy and Government Affairs Committee. He was elected to the IPA's board of directors starting in 2022. The IPA board of directors plays a critical role in advancing important advocacy issues, strengthening the marketplace for alternative investment products, and ensuring that the IPA is a strong and effective industry advocate. Jason received IPA's Outstanding Service Award in 2021. Jason is the chair of M&A South (formerly ACG Capital Connection), the premier dealmaker networking event in the South, and is a former director of ACG Atlanta, a chapter of the Association for Corporate Growth.

Jason is recognized in the REITs category by *Chambers USA* and in *The Best Lawyers in America*[®] for Securities/Capital Markets Law. He has also been named "Legal Elite" by *Georgia Trend* magazine.

Representative Experience

- Counsel to Starwood Real Estate Income Trust, an NAV-based equity REIT, in its \$5 billion IPO and \$10 billion follow-on offering.
- Counsel to Nuveen Global Cities REIT, an NAV-based equity REIT, in its \$5 billion IPO and \$5 billion follow-on offering.
- Counsel to FS Credit Real Estate Income Trust, a commercial mortgage REIT, in its \$2.75 billion IPO and \$2.75 billion follow-on offering.
- Counsel to a private water-treatment company in its sale to a private equity firm.
- Counsel to two wirehouses in their distribution of alternative investment products.
- Counsel to a public REIT in its disposition of \$500 million of real estate properties to a public REIT.
- Counsel to Jones Lang LaSalle Income Property Trust in its conversion to an NAV-based REIT and subsequent IPO and follow-on offerings.
- Counsel to a real estate operating platform in its equity financing from a private equity firm.

Publications & Presentations

Presentations

- "How Regulatory and Legislative Activities Impact Product Offerings," The Institute of Portfolio Alternatives (IPA) New and Emerging Sponsor Workshop, webinar, July 22, 2021.

- “Regulatory Issues to Watch: IPA Conversations with the SEC, FINRA and NASAA,” IPAVision 2020, October 27-29, 2020.
- “Evaluating Core Vs. Core+ Vs. Value Added Vs. Opportunistic Vs. Debt Investment Strategies in Today’s Market,” moderator, 15th Annual Western Non-Listed Alternative Investment Product Symposium, Dana Point, CA, December 4-5, 2019.
- “Direct Access: Examining the IPA’s Regulatory Priorities,” panelist, IPAVision 2019 and Due Diligence Symposium, Toronto, Ontario, September 23-25, 2019.
- “A Candid Conversation on Due Diligence, Valuations & Financial Transparency: Product Sponsors, 3rd-Party Due Diligence Service Providers & IBDs/RIAs Perspectives,” moderator, 16th Annual New York Non-Listed Alternative Investment Products Symposium, New York, NY, June 24-25, 2019.
- “An Interview with Sonia Barros, Assistant Director, Real Estate and Commodities, SEC,” interviewer, IPA Summit 2019, Washington, D.C., May 6-9, 2019.
- “Interval Funds,” IMN’s 15th Annual New York Non-Traded REIT & Retail Alternative Investment Symposium, New York, NY, June 20-21, 2018.
- “Product Structure,” IPA Vision 2017, Chicago, IL, September 24-28, 2017.
- “Private Placements,” IMN 14th Annual New York Non-Traded REIT & Retail Alternative Investment Symposium, New York, NY, June 12-13, 2017.
- “Product Structuring and DOL Implementation,” moderator, IMN 12th Annual Western Non-Traded REIT & Retail Alternative Investment Symposium, Dana Point, CA, December 1-2, 2016.
- “Regulation A+/Crowdfunding,” IMN 13th Annual New York Non-Traded REIT & Retail Alternative Investment Symposium, New York, NY, June 29-30, 2016.
- Metro NYC REIT Roundtable, Grant Thornton, New York, NY, October 14, 2015.
- “FINRA RN 15-02 – Preparing for the Coming Change: Sponsor and Broker/Dealer Perspectives,” moderator, IMN’s 12th Annual New York Non-Traded REIT & Retail Alternative Investment Symposium, New York, NY, June 24-25, 2015.
- Metro NYC REIT Roundtable, Grant Thornton, New York, NY, November 12, 2014.

Professional & Community Engagement

- National Association of Real Estate Investment Trusts (Nareit)
- ACG Atlanta, board
- CFO Roundtable
- Institute for Portfolio Alternatives (IPA), Committee on Policy, Regulatory, and Legal Affairs
- Duke Atlanta, board
- Georgia Bar Association, Ad Hoc Committee on Benefit Corporations
- Junior Achievement of Georgia, Leadership Council
- Atlanta Bar Association
- State Bar of Georgia

Education

- Duke University (J.D., 2000)
- Duke University (A.B., 1997)

Admitted to Practice

- Georgia

Related Services

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