



## **MICHAEL H. ZAFIROPOULOS**

MORRISSEY, WILSON & ZAFIROPOULOS, LLP

### **Practice Areas**

Commercial and Residential Real Estate; Land Use Planning; Contracts, Business Law

### **Experience**

Michael Zafiroopoulos is a partner in Morrissey, Wilson & Zafiroopoulos, LLP's transactional law group. Mr. Zafiroopoulos has represented clients in a broad range of real estate transactions and offers a full range of services related to the acquisition, disposition, development, leasing, financing, and land use and management of residential and commercial property. His representations include work relating to commercial and residential real estate development, permitting, negotiating loan documents, drafting condominium documents, negotiating lease and purchase and sale agreements, counseling condominium associations, conveyancing and preparation of zoning opinions. Mr. Zafiroopoulos has also represented clients in the acquisition and disposition of closely held businesses, as well as doctors relative to the acquisition, disposition and merger of dental and medical practices.

Mr. Zafiroopoulos has also been a principal in several large residential subdivision and condominium projects throughout greater Boston. One of these projects was a \$15 million residential condominium development in Boston where he was a Principal on the development team that was awarded the 2009 B.A.G.B (Builders Association of Greater Boston) Silver Prism Award in the Category of Multi-Unit Residential Conversion for the "Residences at Bigelow Court" a 26 unit condominium project comprised of townhomes and flats. Prism award winners represent the best of the best in building, design, and marketing throughout the Metro Boston area and beyond. Mr. Zafiroopoulos' responsibilities included negotiating land acquisition, coordinating neighborhood outreach, permitting, structuring acquisition and construction financing, design development, developing marketing strategies, developing budgets and construction schedules, preparing requests for proposals, serving as clerk of the works, construction supervision, drafting condominium documents, negotiating purchase and sale agreements and conducting unit closings.

Mr. Zafiroopoulos' extensive and unique experiences allow him to be an effective resource for businesses and real estate clients. Formulating solutions to ordinary issues or complicated and seemingly irresolvable conflicts requires an adept understanding of the nuances of each deal. The goal is always finding a practical and creative solution to attain the client's objectives and getting the deal completed in an efficient and advantageous manner.

MORRISSEY, WILSON & ZAFIROPOULOS, LLP is a full-service firm that has the resources and expertise in other practice areas such as corporate, construction, litigation and bankruptcy law which

are often needed by clients in real estate transactions. The firm's team concept affords clients the ability to capitalize on these additional legal resources in a seamless manner, resulting in a successful conclusion.

Mr. Zafiroopoulos resides in Needham, Massachusetts with his wife and daughter.

### **Professional Affiliations**

- Massachusetts Real Estate Bar Association
- New England Land Title Association
- Hellenic Bar Association, President

### **Ancillary Business Affiliations**

- First American Title Insurance Company, Agent
- Stewart Title Insurance Company, Agent

### **Additional Information**

- Member of the Building Committee, St. Demetrios Church, Weston, MA – active participation in the planning, development and construction of a \$6.2 million project involving the building of a new sanctuary and church offices
- Massachusetts Licensed Construction Supervisor
- Boston College Club
- Rivers School, Weston, MA
  - Member of Alumni Council
  - Chair, Nominating Committee
  - Chairman of the Annual Fund
  - V.P. Executive Committee
  - Member Alumni Excellence Award Committee

### **Education**

J.D., Suffolk University Law School

B.A., Boston College, Political Science

### **Admissions**

Mr. Zafiroopoulos is admitted to practice before the Supreme Judicial Court of Massachusetts, and the U.S. District Court for the District of Massachusetts.

### **Representative Transactions**

- Counsel to institutional owner/developer of project in excess of \$20 million consisting of 72 residential condominium units in Cambridge, Massachusetts
- Counsel to owner/developer of project in excess of \$15 million mixed-use development of 36 residential and commercial condominium units in Somerville, Massachusetts
- Counsel to owner/developer of project in excess of \$13 million conversion of former church into 11 luxury residential condominium units in Newton, Massachusetts
- Counsel to owner/developer with respect to approximately \$8.5 million conversion of former nursing home into 10 condominium units in Newton, Massachusetts

- Counsel to closely held family business with commercial and residential real estate portfolio in excess of \$500 million in Greater Boston area
- Counsel to closely held family business with commercial and residential real estate portfolio in excess of \$35 million in Greater Boston area.
- Counsel to owner of commercial retail property in excess of \$10 million in Mansfield, Massachusetts.
- Counsel to Federal Court appointed Receiver of commercial property consisting of 55,000 square feet of warehouse/manufacturing space on 4.63 acres of land in Peabody.
- Counsel to State Court appointed Receiver of multi-family property in Haverhill, Massachusetts.