



Jennifer C. Johnson

Partner

she/her/hers

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Jennifer Johnson is one of Silicon Valley's most sophisticated, effective and adept commercial real estate attorneys. Jennifer combines her vast domestic and international real estate experience and trusted relationships within the real estate industry to help Fortune 100 and Fortune 500 companies, investment funds, established nonprofit corporations, developers, local businesses, entrepreneurs and investors to efficiently navigate the most complex real estate transactions.

Drawing on more than two decades of legal experience and as one of a handful of leasing lawyers in the Bay Area with international capabilities, Jennifer helps clients expand their presence around the globe. She has negotiated some of the largest real estate transactions in the country, including serving as primary real estate counsel to Fortune 500 companies in multi-hundred million dollar Class A office leases and subleases both domestically (California, New York, Massachusetts, Maryland, Florida, Utah and New Jersey) and internationally (England, Poland, Russia, Australia, Canada, Turkey and South Africa).

With a sub-specialty in insolvency law, Jennifer also brings a unique bankruptcy and workout perspective to her clients' real estate transactions.

Jennifer is currently a member of Lathrop GPM's Executive Committee and was Hopkins Carley's first female managing partner. She was recently selected as one of the 2024 Lawdragon 500 Leading Global Real Estate Lawyers and as one of GlobeSt.'s 2024 Women of Influence. Jennifer has also been selected to the Northern California Super Lawyers list every year since 2015.

Jennifer is a well-regarded voice in real estate law, often presenting at industry happenings such as The Registry events and Association of Corporate Counsel events, as well as for clients and colleagues.

Areas of Focus

Services

[Real Estate & Development](#)

[Real Estate Litigation &](#)

[Disputes](#)

[Financial Services](#)

Sectors

[Financial Institutions](#)

[Restaurant, Food & Beverage](#)

[Industrial & Manufacturing](#)

[Technology](#)

Prior to joining the firm, she served as a Director and Co-chair of the Real Estate Department at Carr McClellan.

Experience

- Represented a Fortune 500 Financial Services firm in leasing numerous floors in one of the most preeminent office buildings in Manhattan, New York – in one of the largest office leases in Manhattan, to date.
 - Represented one of the Bay Area's largest life sciences landlords and developers in the acquisition of properties and the lease of over one million square feet within its many campuses.
 - Represented a nonprofit client in selling its campus in Santa Clara, comprising a significant portion of its real estate holdings.
 - Represented client in purchasing a campus under development by developer in Poland.
 - Represented tenant in one of the largest office leases in Baltimore, Maryland.
 - Represented multi-state bank with more than 700 branches selling over \$150 million in commercial properties. Properties included vacant land, office properties, apartment buildings, retail space, industrial facilities and medical condominiums.
 - Represented financial services firm in creating lease form and negotiating leasing for spaces in its newly developed mixed-use project.
 - Consummated over \$500 million of 1031 exchanges for high-net-worth individuals with respect to properties located throughout the United States.
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Credentials

Education

- University of California - Los Angeles, J.D.
- University of California - San Diego, B.A., summa cum laude
 - Honors in Philosophy

Bar Admissions

- California

Court Admissions

- All California State Courts

Recognition

- *Silicon Valley Business Journal*, "Women of Influence," 2025
 - *GlobeSt.*, "Women of Influence," 2024
 - *Lawdragon*, "500 Leading Global Real Estate Lawyers," 2024
 - *Northern California Super Lawyers*®, Real Estate – Business, 2015-2024
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Presentations

- Moderator, Developer/Owner Panel, TheRegistry's 2025 Silicon Valley Outlook Event, March 6, 2025
 - Silicon Valley CRE Industry Outlook, The Registry, January 19, 2021
 - Silicon Valley Mid-Year Broker Forum, The Registry, June 2018
 - Silicon Valley Mid-Year Broker Forum, The Registry, June 1, 2017
 - "Preparing for a Downturn: What Commercial Landlords and Tenants Should Know About Bankruptcy," Association of Corporate Counsel, April 28, 2016
 - "Growing Pains: Lease Structure, Exit Strategies, and Creating Leverage With Your Landlord as Your Business Evolves," Association of Corporate Counsel, May 28, 2015
 - "Off on the Right Foot: Seven Steps to a Successful Office Lease," Association of Corporate Counsel, March 26, 2015
 - "Be Fast or Be Taxed," Real Estate/Tax Briefing Series, June 2014
 - "Deal or No Deal: Non-Disclosure Agreements in Real Estate," Association of Corporate Counsel, November 8, 2013
 - "Establishing Remote Office Locations," Association of Corporate Counsel, May 10, 2013
 - "Effective Strategies for Recovering Possession of Leased Premises," Real Estate/Business Litigation Briefing Series, 2011
 - "When Foreclosure and Bankruptcy Collide," Real Estate Briefing Series, 2010
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Publications

- "[State of the Union: Women in the Law](#)," Law Practice Today, February 201
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Professional Activities

- San Mateo County Economic Development Association (SAMCEDA), Board member



- California Women Lawyers, Former Board member
- Santa Clara Bar Association, Executive Committee of the Women Lawyers' Section

Community Involvement

- The Women's CLUB of Silicon Valley
- Caminar, Former Board member
- Second Harvest Food Bank, Former Committee member