

Linsey Cohen

Managing Partner



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Services / Industries

Real Estate

Corporate

Telecommunications, Media & Technology

Family Offices, Businesses & Entrepreneurs

Construction

Hospitality, Food & Beverage

Cannabis & Regulated Industries

Bio

With over 25 years of experience in the real estate industry, Linsey Cohen has navigated every corner of the field—from retail and office spaces to multifamily developments. Clients value Linsey for her deep knowledge of the real estate landscape and her proven ability to navigate complex transactions. Her impressive client portfolio includes investors and corporations with property interests spanning the United States.

Linsey brings tireless business savvy to every deal, keeping transactions on track even through the most complex negotiations. She advises a notable roster of clients on high-stakes national commercial real estate acquisitions, dispositions, financing and leasing matters, including:

- One of the nation's largest drugstore retailers, helping execute its plans for strategic store development through leasing, acquisition or, when appropriate, repurposing assets
 - A discount supermarket chain with an aggressive nationwide expansion, negotiating leases, serving as outside counsel for all company lease administration matters, serving as outside counsel for various other real estate matters, managing real estate aspects of strategic acquisitions and spearheading the negotiation of long-term lease agreements for the company's distribution centers
 - The second-largest radio network and media company in the United States, based in Pennsylvania, advising on office leases, tower leasing and acquisitions, dispositions, sales, and vendor agreements
 - A large national private institutional investor in multifamily housing, helping on large complex matters, including the acquisition and disposition of more than \$1 billion in assets from its securitized portfolios, as well as the acquisition of large portfolios of apartment complexes around the country
 - A variety of parties in multiple facets of distressed properties, assisting in ongoing representation of several court-appointed receivers and representation of borrowers in asset restructuring
- Linsey prides herself on her "business-first" perspective, learned early in her career while she was an in-house lawyer, to help her clients find the optimal business solution within a legal context. She often counsels entrepreneurial and middle-market clients

on corporate and business concerns beyond real estate, liaising with other Gould & Ratner lawyers in litigation, tax, construction and other related areas to resolve issues.

An important aspect of Linsey's practice is her active involvement in several real estate industry groups – such as Commercial Real Estate Executive Women (CREW) Chicago's chapter and the International Council of Shopping Centers (ICSC) – as well as the boards of local businesses and nonprofit organizations. Most recently, Linsey joined the Board of Directors for S.I. Container Builds, Inc., a woman-owned business that works with developers, owners, nonprofits and others to provide sustainable and affordable housing options. Also in 2024, she began serving on the Board of Directors for the Israel Tennis & Education Centers, and in 2019 Linsey joined the board of directors of ZCenter, a nonprofit that provides support to sexual abuse survivors in the northern suburbs of Chicago.

Linsey has been recognized by *Crain's Chicago Business* as a "Notable Women in Law" for 2020, 2022 and 2024, as "Real Estate Lawyer of the Year" for 2020 by *Illinois Real Estate Journals*, and as a "Top Women in the Law" by Law Bulletin Media in 2025. Linsey was recognized in the 2024 edition of *The Best Lawyers in America*® for her work in real estate law. In 2020, Linsey was inducted into *Midwest Real Estate News'* Commercial Real Estate Hall of Fame. In 2021 she was recognized as "Chicago Power Woman in Commercial Real Estate" by *Bisnow*, a "Notable GenX Leader in Law" by *Crain's Chicago Business* and a recipient of *Connect CRE's* "2021 Lawyers in Real Estate" award.

Credentials

Education

Loyola University Chicago School of Law

University of Illinois at Urbana-Champaign

Bar Admissions

Illinois

Affiliations

- American Bar Association
- Chicago Mortgage Attorneys Association
- CREW Chicago (Commercial Real Estate Executive Women)
- Faculty Lecturer, Institute for Paralegal Studies, Loyola University Chicago, 2003–2004
- International Council of Shopping Centers (ICSC)
- Board of Directors, ZCenter
- Chicago Regional Board of Directors, Israel Tennis & Education Centers
- Board of Directors, S.I. Container Builds, Inc.
- Private Directors Association

Speaking Engagements

- [Linsey Cohen Guests on the CEO Bros: After Hours Podcast, July 22, 2025](#)

Events

- [Gould & Ratner Hosted the 2022 CREW Chicago Convention Reception, September 22, 2022](#)

Key Cases or Transactions

- Represents an impressive list of national retail tenants including:
 - Advising one of the nation's largest drugstore retailers by helping to execute its plans for strategic store development through leasing, acquisition or, when appropriate, repurposing assets.
 - Representing a discount supermarket chain with an aggressive nationwide expansion, negotiating leases, serving as outside counsel for all company lease administration matters and serving as outside counsel for various other real estate matters.
 - Assisting a Bay-area brewery and tasting room in their expansion efforts.
 - Assisting a neighborhood-centric, hand-crafted coffee maker, in its strategic nationwide expansion.
 - Representing a micro food hall in negotiating leases as a part of its strategic nationwide expansion.
- Represents a Pennsylvania-based national media company and radio network, including advising on office leases, tower leasing and acquisitions, dispositions, sales and vendor agreements.
- Represents a large national private institutional investor in multifamily housing, helping on complex matters including the acquisition and disposition of more than \$1 billion in assets from its securitized portfolios, as well as the acquisition of large portfolios of apartment complexes around the country.
- Represented a national private institutional investor in the \$450 million acquisition of two multifamily properties in Texas.
- Represented a national private institutional investor in the \$75 million acquisition of a multifamily property in the Chicago suburbs.
- Represented a client in a series of "build-to-suit exchange" transactions, which entailed selling two properties for \$25 million and \$46 million, respectively, and using those funds to complete leasehold improvements.
- Represented shopping center developer in the acquisition and development of an approximately 450,000-square foot shopping center, including the negotiation of the purchase and sale agreement, acquisition of property, review of plat of subdivision and associated easement agreements, negotiation of site development agreement with big box anchor, and negotiation of reciprocal easement and operating agreement.
- Represented shopping center developer in the acquisition and re-development of a 20,000-square foot strip center development, including the negotiation of the purchase and sale agreement, acquisition of property, negotiation with existing tenant to buy-out existing lease, and drafting of reciprocal easement and operating agreement.
- Represented junior anchor tenant in relocation efforts for retail store, including negotiation, drafting and review of lease termination agreement, and review of relocation lease.
- Represented real estate investor in acquisition of fee interest in property encumbered by long-term, triple-net retail leases, including the acquisition of triple-net leases with a local banking institution as well as a national office supply store.
- Represented a variety of parties in multiple facets of distressed properties, including ongoing representation of several court-appointed receivers and representation of borrowers in asset restructuring.

News

Linsey Cohen Talks With Law.com About the Value of Business Knowledge for Lawyers, August 25, 2026

Nine Gould & Ratner Lawyers Recognized in the 2027 Edition of The Best Lawyers in America®, August 20, 2026

Sixteen Gould & Ratner Attorneys Named to Legal 500 City Elite List for Chicago, July 16, 2026

Nine Gould & Ratner Lawyers Recognized in the 2026 Edition of The Best Lawyers in America®, August 21, 2025

Linsey Cohen Guests on the CEO Bros: After Hours Podcast, July 22, 2025

Gould & Ratner Selects Managing Partners, February 12, 2025

Gould & Ratner Attorneys Named to 2025 Best Lawyers and "Ones to Watch" Lists, August 15, 2024

Three Gould & Ratner Partners Recognized by Crain's as "Notable Women in Law" for 2024, February 21, 2024

Gould & Ratner Assists Grocery Outlet Inc. in Buying United Grocery Outlet, February 20, 2024

Gould & Ratner Selects Managing Partners, February 19, 2024

Gould & Ratner Named to 2024 U.S. News Best Lawyers and "Ones to Watch" Lists, August 17, 2023

Gould & Ratner Selects Managing Partners, February 10, 2023

Gould & Ratner Lawyers Named to Crain's 2022 Notable Women in Law, September 5, 2022

Linsey Cohen Named a 2021 "Power Woman" by Bisnow, February 17, 2022

Linsey Cohen Wins Connect CRE "2021 Lawyers in Real Estate" Award, November 24, 2021

Linsey Cohen Named to Crain's "2021 Notable Gen X Leaders in Law" List, November 19, 2021

Linsey Cohen Inducted Into Midwest Real Estate News' 2020 Commercial Real Estate Hall of Fame, February 2, 2021

Linsey Cohen is Named Real Estate Lawyer of the Year for 2020 by the Illinois Real Estate Journals, September 22, 2020

Gould & Ratner Lawyers Named to Crain's 2020 Notable Women in Law List, September 8, 2020

Standing Out in the Coffee-Shop Sector, December 18, 2016