Cooley

Michelle Garcia Schulman

Partner



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Reston

Infrastructure, Energy and Real Estate
Data Centers and Digital Infrastructure
Proptech
Real Estate Financing and Capital Markets

Michelle is co-chair of Cooley's infrastructure, energy and real estate practice group. She focuses on transactional commercial real estate, representing private equity firms, real estate funds, and data infrastructure owners and operators across a broad range of domestic and international transactions, with an emphasis on the acquisition, disposition, financing and leasing of commercial property, including office, industrial, retail and raw land.

Michelle also has extensive experience advising companies and negotiating agreements relating to all aspects of the niche real estate class of data center development, including, but not limited to, planning, acquisition, financing, construction, leasing, colocation agreements and telecommunication master service agreements, both domestically and internationally.

Additionally, Michelle has experience in the hospitality sector, having represented clients in large and complex acquisitions, dispositions and financings of hotel and resort properties, including the negotiation of the related management agreements.

Before joining Cooley, Michelle was an associate at a US-based international law firm, where she represented developers, borrowers and users in commercial real estate transactions, as well as US and international construction companies and government contractors in complex commercial litigation and the negotiation of multifaceted construction contracts.

Education

The George Washington University Law School JD, 1999

James Madison University BA, 1991

Admissions & Credentials

Virginia

Rankings & Accolades

Chambers USA: Real Estate – Virginia: Northern (2023 – 2026)

Virginia Super Lawyers: Real Estate Law

The Legal 500 US: Real Estate (2024 – 2025)

Memberships & Affiliations

American Bar Association (ABA)

National Association of Industrial and Office Properties (NAIOP)

Commercial Real Estate Women (CREW) Northern Virginia

Hispanic Bar Association of the District of Columbia (HBA-DC)

Hispanic National Bar Association (HNBA)

Commercial Real Estate Brokerage Association of Greater Washington, DC (CREBA)