BERGER SINGERMAN
FLORIDA'S BUSINESS LAW FIRM



MARC STEPHEN SHUSTER

Partner

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Marc Stephen Shuster, based in Miami, is a member of Berger Singerman's Executive Committee, former Team Manager for the Business, Finance, and Tax Team, and former Hiring Partner of the Firm.

His primary practice is representing family offices (international and domestic), and high net worth individuals, in connection with a range of legal matters, spanning from real estate, fund formation and corporate joint venture work, to being the corporate lead in assisting in the division of assets for high net worth divorce matters. Marc spends considerable time handling unique family office matters, governance, management and succession. Marc also routinely assists his clients with sourcing and managing capital and deal flow.

Chambers & Partners USA: America's Leading Lawyers has consistently recognized Marc as "a great deal lawyer," "dynamic", and a "problem solver" who "really understands (his clients') business," and "how to structure deals," noting he has a "real gift of viewing the transaction and potential litigation through the lens of a business person." One client even stated: "The relationship with the client is everything to him, so he's available 24 hours a day, and he always reaches out to make sure we're okay. He sees us as a business partner, which we really appreciate."

Education

J.D., *with honors*, University of Florida Frederic G. Levin College of Law
B.A., *summa cum laude*, George Washington University

Bar Admissions

Florida

Practice Teams

Business, Finance & Tax

Practice Areas

Corporate
Distressed M&A & Restructuring
Family Office
Fund Formation
Hospitality & Leisure
International & Cross Border Transactions
Latin America & Caribbean Practice
Mergers & Acquisitions
Private Equity & Venture Capital
Real Estate
Opportunity Zones

Awards & Honors

- *Legal 500's "US Elite: Miami and Florida"*
  - Real Estate, 2026
  - International Corporate and M&A, 2025
- *Chambers & Partners USA, America's Leading Business Lawyers*, Real Estate, 2011-2026
- *The Best Lawyers in America*®, 2019-2027
- *Florida Super Lawyers,*
  - Real Estate, International, Business/Corporate, 2014-2020
  - Real Estate, 2026
- *South Florida Legal Guide*, Top Lawyers, Real Estate, Corporate, 2013-2019
- *Florida Trend,* Legal Elite, 2011-2013, 2016–2018
- *South Florida Business and Wealth*, Finalist, Up and Comer Award, 2015
- *Daily Business Review*, Winner, Top Dealmaker Award: Leasing, 2014
- *Florida Super Lawyers,* Rising Star, 2009-2014
- *Lifestyle Magazine*, Winner, Up and Comer Awards, Law Firm Category, 2014
- *Daily Business Review*, Finalist,Top Dealmakers Award, 2013
- *South Florida Legal Guide*, Top Up and Comer, 2010-2013
- *Florida Trend,* Up and Comer, 2006-2007, 2009-2010

- *South Florida Business Journal*, 40 under 40, 2009
- *South Florida Business Journal*, Winner, Up and Comers Award, 2006
- Martindale-Hubbell, AV® Preeminent™ rated

Representative Matters

- Represented multi-billion dollar family in assisting on managing assets
- Counsel to Canadian family office in structuring inbound real estate joint venture for development of $300 million multi-family project
- Counsel to Russian family in their Florida corporate and real estate deals
- Counsel to Canadian family offices in their Florida corporate and real estate deals
- Counsel to Florida family office in their Florida real estate matters
- Counsel to New York City family offices in their Florida corporate and real estate deals
- Counsel to number of NYC-based and South Florida-based start- ups in the technology space
- Counsel to Tampa-based family offices in investment in medical marijuana operation
- Counsel to Miami-based family office debt fund in its formation and deals
- Counsel to Miami-based family offices in acquiring bulk condos
- Counsel to NYC-based family office in real estate transactions
- Counsel to Philadelphia-based family in sale of technology company to private equity firm
- Counsel to Fort Lauderdale-based family in sale of technology company to private equity firm
- Represents Contraria Development in the development of a preparatory school and athletic training facility
- Represented J. Milton & Associates in a joint venture acquisition of a South Beach hotel
- Represented Sefira Capital in a joint venture acquisition of the 407-room Westin Tysons Corner
- Represented Gencom in its acquisition of Rosewood Tucker's Point Resort & Golf Club in Bermuda
- Counsel to NYC-based publicly traded REIT in their Florida real estate matters, including the $171 million dollar acquisition of private schools located in Florida
- Counsel to South Florida Fortune 100 company in their Florida real estate matters
- Counsel to South Florida private equity firm in structuring their joint venture arrangements for real estate acquisitions
- Counsel to South Florida developer in their Florida real estate matters
- Counsel to Miami family office in their real estate matters
- Counsel to Miami family office in their real estate workout matters
- Counsel to local developer in structuring real estate joint ventures including condominium projects
- Counsel to real estate investment trust in refinance of 5 property portfolio
- Counsel to Russian private equity firm in their Florida real estate matters
- Counsel to real estate developer in sell-off of $800 million portfolio
- Counsel to U.K. based family office in their Florida corporate and real estate matters
- Counsel to German family in their Florida real estate matters
- Counsel to Royal Caribbean Cruises Ltd. in connection with the development of new pier in Bermuda
- Counsel to Royal Caribbean Cruises Ltd. In connection with its redevelopment project at the Port of Miami
- Counsel to Royal Caribbean Cruises Ltd. in connection with its development of a new $250 million marina and pier development in Barbados

- Counsel to Royal Caribbean Cruises Ltd. in connection with its development of a $20 million performer training and housing facility at Florida International University
- Counsel to Hunter & Harp Holdings in acquisition of DoubletreeTallahassee
- Counsel to Hunter & Harp Holdings in sale of Hotel Duval
- Counsel to Starwood Property Trust in 107-property bulk real property acquisition in Florida
- Counsel to international law firm in evaluating Florida issues pertaining to financing on a franchised South Beach hotel
- Counsel to Inbursa in $200 million acquisition and construction/renovation loan involving Perry Hotel f/k/a/ Gansevoort Hotel on Miami Beach, Florida
- Counsel to Madison Realty Capital in connection with Florida real estate matters
- Counsel to Florida-based emergency management/services conglomerate in negotiating for disaster relief work throughout Caribbean
- Counsel to Royal Caribbean Cruises Ltd. in $200 million development of new cruise port in Falmouth, Jamaica
- Counsel to Herb Stettin, as Chapter 11 Trustee of Rothstein Rosenfeldt Adler, PA, in connection with negotiating and preparing settlement agreements with former clients and third party vendors
- Represented Royal Caribbean Cruises Ltd. in acquiring development and long-term lease rights in St. Maarten port valued at over $50 million. As a part of the transaction, worked on preferential berthing agreement to ensure berthing capability for fleet
- Counsel to a subsidiary of a private equity fund in the sale of a hotel and workout with bankrupt borrower in a transaction valued at $30 million dollars
- Counsel to Inbursa in $190 million construction loan involving development of Four Seasons resort in Florida
- Counsel to W Financial Fund in “hard money” loans involving shopping centers located throughout Florida
- Counsel to distressed national multi-family owner/operator in disposition of $100 million portfolio of apartment complexes, in its Chapter 11 proceeding
- Counsel to distressed national storage facility owner in complex workout arrangement involving approximately 300 assets guaranteed by loans exceeding $700 million
- Counsel to P&M Management in construction, development and acquisition of new build hotels throughout South Florida (most recently, representing them in their construction of a Comfort Suites near the Miami International Airport)
- Counsel to national hotel owner in acquisition of $300 million hotel portfolio
- Counsel to Tampa-based vacant land investor in working out troubled loans valued in excess of $20 million in its Chapter 11 proceeding
- Counsel to distressed hotel owner in complex loan workout where underlying property value exceeds $20 million
- Counsel to distressed real estate developer in negotiating the restructure of multiple troubled loans valued at $50 million Represented distressed entrepreneur in disposition of telecommunications company and its assets to competitor
- Represented Florida-based real estate developer in negotiating with hard money lender a covenant not to enforce a $40 million personal judgment
- Represented Royal Caribbean Cruises Ltd. in negotiating $200 million transaction with Port Everglades County Government to deliver berthing of world’s largest passenger vessel. As a partof the transaction, negotiated the construction of a new, state-of- the-art 150,000 square foot terminal
- Counsel to Royal Caribbean Cruises Ltd. in negotiating with ports of Galveston, Texas, Ketchikan, Alaska, Colon, Panama, Marseilles, France and Cozumel, Mexico in connection with securing various preferential

berthing rights
- Counsel to Budapest-based family office in fish farm development in Orlando
- Council to Cleveland-based family in structuring their real estate investments
- Counsel to Sefira Capital in their fund formations and real estate acquisitions
- Counsel to Orlando-based PE Fund in structuring their mezzanine financing fund
- Counsel to Fort Lauderdale-based debt fund in loan transactions
- Counsel to Waypoint Residential in purchase and sale of apartment complexes

Community Activities / Associations

- Adjunct Professor, Florida International University, College of Business, Fall 2021-Spring 2022
- Hollo Real Estate Advisory Board Member, FIU College of Business
- Board Member, Planning Giving Advisory Board, Museum of Art, Broward County
- Member, Law360 Hospitality Editorial Advisory Board
- Editorial Board Member, www.hotelexecutive.com
- Member, Greater Miami & The Beaches Hotel Association
- Board of Directors, Camillus House
- Miami Children's Young Ambassador, Miami Children's Hospital
- Honorary Trustee, Fort Lauderdale Museum of Art
- Leadership Broward Class XXIII Graduate
- Member, Brazil-American Chamber of Commerce of Florida
- Committee Member, Florida State University College of Business Real Estate Trends Conference
- Member, Fidelity Commercial Real Estate Council for Florida
- Co-Founder, Leaders of Tomorrow, a networking group of the next generation of business and community leaders
- Committee Member, Florida Bar RPPTL Section, Real Property Forms
- Committee Member, Florida Bar RPPTL Section, Landlord/Tenant
- Outside General Counsel, Jack and Jill Children's Center, Inc.

In the News

Berger Singerman Attorneys Recognized in the 33rd Edition of Best Lawyers In America
August 20, 2026

Twenty-One Berger Singerman Attorneys Recognized in 2026 Edition of Florida Super Lawyers
June 26, 2026

Berger Singerman Recognized by Chambers USA for 23rd Consecutive Year
June 4, 2026

Berger Singerman Attorneys Recognized in Legal 500's 2026 "US Elite: Miami and Florida" Rankings
April 15, 2026

Berger Singerman Attorneys Recognized in Legal 500's Inaugural "US Elite: Miami" Rankings
June 11, 2025

Fortune Quotes Marc Shuster in, "Family offices are booming: Inside the secretive finance centers that cater to billionaires like Jeff Bezos and the Walton family"
February 11, 2025

Fortune Features Marc Shuster in, "Billionaires with a problem turn to this Florida attorney"
December 11, 2024

Fifty-Six Berger Singerman Attorneys Recognized in the 2025 Edition of Best Lawyers In America
August 15, 2024

The Real Deal Quotes Marc Stephen Shuster and Javi Vazquez in "Playing with the House's Money: How buyers, sellers are closing deals."
November 16, 2023

Berger Singerman Recognized by Chambers USA for Twentieth Consecutive Year
June 1, 2023

GlobeSt. Quotes Marc Shuster in, "Broker Dual-Rep Conflicts of Interest May See More Lawsuits"
September 27, 2022

Forty-Three Berger Singerman Attorneys Recognized in the 2023 Edition of Best Lawyers In America
August 18, 2022

Berger Singerman Recognized by Chambers USA for Nineteenth Consecutive Year
June 1, 2022

Daily Business Review Quotes Marc Shuster in, "Is Build-to-Rent a Good Alternative to South Florida's Housing Affordability Crisis?"
May 6, 2022

The Real Deal features one of our clients in, "New York developers score $147M construction loan for student housing near FIU"
January 6, 2022

Thirty-Nine Berger Singerman Attorneys Recognized in the 2022 Edition of Best Lawyers In America
August 19, 2021

Benzinga quotes Marc Stephen Shuster in, "Florida's Cannabis Market: What Investors And Entrepreneurs Need To Know"
July 8, 2021

Modern Restaurant Management Featured Berger Singerman's Hospitality Survey in, "MRM Research Roundup: End-of-May 2021 Edition"
June 4, 2021

Positivity Brewing for South Florida Hospitality Industry in 2021 Although Some Pandemic Related Disruptions Persist
June 4, 2021

TD Ameritrade's The Ticker Tape Quotes Marc Shuster in, "Cannabiz: How to Invest in This Growing Industry"
February 25, 2021

NSU Art Museum Announces The Launch Of New Planned Giving Advisory Board
January 7, 2021

Thirty-Five Berger Singerman Attorneys Recognized in the 2021 Edition of Best Lawyers In America
August 19, 2020

Twenty-Seven Berger Singerman Attorneys Recognized in 2020 Edition of Florida Super Lawyers
June 8, 2020

Twenty-one Berger Singerman Attorneys Listed in South Florida Legal Guide as Top Attorneys
October 31, 2019

Thirty Berger Singerman Attorneys Recognized in the 2020 Edition of Best Lawyers In America
August 14, 2019

Twenty-Eight Berger Singerman Attorneys Recognized in 2019 Edition of Florida Super Lawyers
May 29, 2019

Berger Singerman Recognized by Chambers USA for Sixteenth Consecutive Year
April 24, 2019

South Florida Legal Guide Names 21 Berger Singerman Attorneys as Top Lawyers
March 7, 2019

GlobeSt Quotes Barry Lapides, Jeffrey Margolis, Iryna Ivashchuk and Marc Shuster in "South Florida's Economic Outlook: Sunny"
January 16, 2019

Tax Cuts and Jobs Act Sparks Optimism in 2019 South Florida Real Estate Market
January 9, 2019

Thirty Berger Singerman Attorneys Recognized in the 2019 Edition of Best Lawyers In America
August 14, 2018

Thirty-One Berger Singerman Attorneys Recognized in 2018 Edition of Florida Super Lawyers
June 17, 2018

Berger Singerman Recognized by Chambers USA for 15th Consecutive Year
May 2, 2018

GlobeSt Interviews Barry Lapides, Jeffrey Margolis and Marc Shuster in "Trio of Experts Make S. FL CRE Market Predictions"
February 28, 2018

South Florida Business Journal, "Condo Vultures founder Zalewski joins new private equity fund to buy Miami condos as prices fall"
January 31, 2018

Medium Quotes Barry Lapides, Jeffrey Margolis and Marc Shuster in "Will There Be A Real Estate Bubble In South Florida?"
January 21, 2018

South Florida Real Estate Bubble Won't Burst in 2018 According to Berger Singerman Survey
January 16, 2018

Bisnow Quotes Barry Lapides, Jeffrey Margolis and Marc Shuster in "These 3 Words Best Describe South Florida Real Estate Market"
January 16, 2018

South Florida Legal Guide Names 23 Berger Singerman Attorneys as Top Lawyers
January 9, 2018

Charlotte Business Journal, Second hotel site at Crescent Stonewall Station acquired; 181-room hotel planned
August 30, 2017

Thirty-Two Berger Singerman Attorneys Recognized in the 2017 Super Lawyers Florida Edition
June 8, 2017

Berger Singerman Receives High Marks by Chambers USA for Fourteenth Consecutive Year
May 29, 2017

South Florida Business Journal Quotes Jeffrey Margolis and Marc Stephen Shuster on "S. Fla. real estate pros say these types of properties will yield greatest returns in 2017"
January 19, 2017

Law360 Quotes Jeff Margolis and Marc Shuster in "Real Estate Pros Optimistic About South Fla. Market: Survey

January 19, 2017

The Miami Herald quotes Marc Shuster and Barry Lapides on "Trump Will Be Very Good for South Florida Real Estate, Survey Says"
January 17, 2017

The Miami Herald quotes Marc Shuster on "What will Trump's presidency mean for Miami's real estate?"
November 10, 2016

The Real Deal mentions Marc Shuster on "Five takeaways from Miami hospitality talk"
October 17, 2016

Berger Singerman Attorneys Help Land $247 Million Loan for PortMiami Terminal
September 12, 2016

South Florida Business Journal quotes Marc Shuster on "South Florida a popular market for Middle Eastern real estate investors"
September 8, 2016

Bloomberg quoted Marc Shuster on "Florida Shudders as Zika Spreads, Forcing Miami Shops to Close"
August 4, 2016

GlobeSt.com Interviews Marc Shuster, "Are We Living in a 2008 Bubble"
July 21, 2016

Twelve Berger Singerman Attorneys Recognized in the 2016 Edition of Florida Trend
June 21, 2016

Thirty-Six Berger Singerman Attorneys Recognized in the 2016 Super Lawyers Florida Edition
June 13, 2016

Berger Singerman Receives High Marks by Chambers USA for Thirteenth Consecutive Year
June 1, 2016

Berger Singerman Hosts Hurricane Preparedness Week Series to Ready Florida Businesses for Storm Season
May 11, 2016

Bloomberg quotes Marc Shuster on "Miami Suddenly Has a Glut of Plush Hotel Suites"
May 8, 2016

GlobeST.com Interviews Marc Shuster, "How Recession Concerns Are Impacting Buy-Sell Equations"
April 24, 2016

South Florida Business Journal quotes Marc Shuster on "Condo market correction could be painful for some condo developers"
March 24, 2016

Daily Business Review quotes Marc Shuster on "Crowdfunding Backs Miami Infill Apartments"
February 23, 2016

Realty Today quotes Jeff Margolis and Marc Shuster on "Florida Real Estate May Expect a Promising Year, Survey Says"
January 6, 2016

Florida Trend quotes Jeff Margolis and Marc Shuster on "Real estate will remain strong in 2016, report says"
January 6, 2016

South Florida Business Journal quotes Jeff Margolis and Marc Shuster "5 things to know, including more optimism for South Florida real estate"
January 6, 2016

The Real Deal quotes Jeff Margolis and Marc Shuster on " Survey: 2016 won't turn real estate market upside down in South Florida"
January 6, 2016

Looming Election Won't Take Shine off of South Florida's Real Estate Market According to Berger Singerman Survey
January 5, 2016

Miami Herald quotes Jeff Margolis and Marc Shuster on "Survey: 2016 won't turn real estate market upside down in South Florida"
January 5, 2016

Sun Sentinel quotes Jeff Margolis and Marc Shuster on "Real estate will remain strong in 2016, report says"
January 5, 2016

Publications

Berger Singerman’s Real Estate Team Authors Chambers and Partners’ 2024 Florida-US Regional Real Estate Chapter
May 13, 2024

Berger Singerman’s Real Estate Team Authors Chambers and Partners’ 2023 Florida-US Regional Real Estate Chapter
May 11, 2023

Berger Singerman's Real Estate Team Authors Chambers and Partners' 2022 Florida-US Regional Real Estate Chapter
August 11, 2022

Events & Speaking Engagements

March Shuster, Panelist, "Investment Strategies and Outlooks for 2023", RELPI’s Interests Aligned® - Miami Investors Experience
February 15, 2023

Marc Stephen Shuster, Speaker, "REact 2021 Real Estate Conference", FIU Hollo School of Real Estate
October 8, 2021

Marc Stephen Shuster, Panelist, "When Will Capital Flow Again to "Unloved" Assets and Sectors?", Crittenden Real Estate Finance Conference
September 23, 2021

Marc Shuster, Panelist, "When will capital flow again to “unloved” assets and sectors?," Crittenden Real Estate Finance Conference
September 23, 2021

Marc Stephen Shuster, Moderator, "2008 Again? Dejavu? No! Separating Fact from Fiction in the COVID-19 Real Estate Economy", Crittenden Multifamily Conference
May 18, 2021

Marc Stephen Shuster, Panelist, "Family Office Structure Challenges: Setting the Stage for Managing a Family Office in Today's World, Family Office Winter Forum
March 23, 2021

Marc Stephen Shuster, Panelist, "FIU's Real Estate Leadership Series: How Real Estate in 2021 Will Be Different From 2020," Tibor & Sheila Hollow School of Real Estate
February 23, 2021

Marc Stephen Shuster, Speaker, Zenith Mastermind Retreat 2021
February 2, 2021

Marc Stephen Shuster, Panelist, "Near-Term and Long-Term Impact of COVID-19 on CRE Investments," Virtual Crittenden Multifamily and Real Estate Finance Conference 2020
October 5, 2020

Marc Stephen Shuster, Moderator, "Search and Ye Shall Find": A 'Hot Take' on Alternatives in a Yield-Starved World, Crittenden National Real Estate Conference 2020
April 21, 2020

Marc Stephen Shuster, Moderator, "Developing an Alternative Platform in Miami," ALTSMIA2019
November 6, 2019

Marc Shuster, Speaker, "Investing Strategies for a Changing (and Volatile) Market," Crittenden Real Estate Finance Conference
September 11, 2018

Marc Shuster, Moderator, "Family Office Investments: Look Out Institutionals, There is a New Kid on the Block!" session at the 2018 Crittenden National Real Estate Conference
April 23, 2018

Marc Shuster, Speaker, National Thomson Reuters Sales Conference
January 23, 2018

Marc Shuster, Speaker, "The 2027 Real Estate Market," 2017 Crittenden Real Estate Finance Conference
October 26, 2017

Marc Shuster, Moderator, "Hotels galore! Opportunities, Challenges & Trends," Miami's Hospitality & Culinary Surge
October 17, 2016

Marc Shuster, Speaker, "Creative Ideas and Methods to Source, Structure and Finance Non-Traditional, "Off Market" Real Estate Deals," Crittenden Real Estate Finance Conference
September 22, 2016

Marc Shuster, Moderator, "5th Real Estate Summit," YJP Miami
June 7, 2016

Doing Business in Florida Blog

Looming Election Won't Take Shine Off of South Florida's Real Estate Market According to Berger Singerman Survey
January 5, 2016

Prior Affiliations

- Director & Associate Counsel, Royal Caribbean Cruises Ltd.
- Associate Attorney, Holland & Knight