



Jodi Rich

Partner

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Cleveland - 216.583.7176

With more than 20 years of experience in real estate law, Jodi assists clients with matters involving all types of commercial properties with a particular focus on addressing the legal needs of clients in the retail, restaurant, and hospitality industries. She represents a wide variety of clients in commercial real estate transactions, including buyers, sellers, landlords, tenants, borrowers, and lenders in the acquisition, sale, development, leasing, and financing of commercial properties. Taking the time to understand the intricacies of her clients' businesses, Jodi has particular skill representing restaurant clients in complex real estate matters, and represents both franchisors and restaurant entrepreneurs.

Jodi has experience representing clients with a diverse range of commercial properties, including shopping centers, apartment complexes, and skilled nursing and assisted living facilities. She has extensive experience with 1031 exchanges, has negotiated transactions involving distressed and contaminated properties, and has navigated deals with creditor rights issues. Recognized for her talent, Jodi has been ranked as one of Ohio's "Leaders in Their Field" in Real Estate by Chambers USA since 2022 and named to *The Best Lawyers in America*® for Real Estate Law every year since 2012.

Education

- The George Washington University (B.A., *cum laude*, 1996)
- Case Western Reserve University School of Law (J.D., *magna cum laude*, 2000)
 - Order of the Coif

Bar Admissions

- Ohio

Professional Affiliations

- American Bar Association
- Ohio State Bar Association
- Cleveland Metropolitan Bar Association
- Commercial Real Estate Women

Practices & Industries

- Banking & Commercial Finance
- Real Estate Finance
- Mergers & Acquisitions
- Business Law
- Real Estate
- Leasing & Hospitality
- Health Care
- Health Care Business Transactions
- Retail, Restaurant & Hospitality
- Health Care & Regulated Industries
- Behavioral Health
- Tax-Free Exchanges, Tax Planning, & Economic Development Incentives
- Real Estate Industry

Community Involvement

- Cleveland Restoration Society (*Vice Chair, Board of Trustees*)
- The Park Synagogue (*Board of Trustees*)

Firm Involvement

- Member, Governing Board
- Member, Finance Committee

Awards & Honors

- Ranked as one of Ohio's "Leaders in Their Field" in Real Estate by Chambers USA: America's Leading Lawyers for Business (2022-2026)
- *Crain's Cleveland Business* Notable Women in Law (2026)
- Named to *The Best Lawyers in America*®, Real Estate Law (2012-2026)
- Named to the Ohio Super Lawyers list (2025; 2026)
- Named to the Ohio Super Lawyers Rising Stars list (2006-2007; 2009-2013; 2015)
- YWCA Woman of Professional Excellence Award (2011)

Experience

- Represents buyers and sellers (including REITs and other national developers) in the acquisition, sale, and development of shopping centers.
- Represents buyers and sellers in the acquisition and sale of a wide variety of commercial real estate properties, including office, industrial, warehouse, and apartment complexes, including properties with unique circumstances such as environmental contamination.
- Represents developers and sellers in the sale of land for residential subdivision developments.
- Represents owners and tenants (including national franchisors and other national tenants) in drafting, reviewing, and negotiating leases for retail, office and industrial properties.
- Represents national franchisors in sales of real estate to their franchisees and acquisitions of real estate from their franchisees.
- Represents clients involved in 1031 "Like-Kind" Exchanges, Reverse Exchanges and Forward Build to Suit Exchanges.
- Represents skilled nursing and assisted living facility owners and operators in drafting and negotiating real estate purchase agreements, leases, and loan documents in connection with the purchase and sale of long-term care facilities.
- Represents lenders in drafting and negotiating loan documents for a wide variety of real estate based loans, including loans for the acquisition and redevelopment of shopping centers, acquisition of apartment complexes, and conversion of apartment complexes to condominium projects.
- Represents secured lenders in connection with the workout of credit facilities and collection proceedings.

- Represents borrowers in negotiating loan documents for real estate based loans.
- Represents municipalities and other governmental organizations in the acquisition, development, and redevelopment of real estate.
- Represents public and private clients with respect to open records laws and other public law issues in relation to real estate development.
- Represents boards of education and property owners regarding the valuation of real property for purposes of property taxes and assessments.
- Involved in the representation of a variety of corporate and other entities in formation, general business, and commercial matters.
- Involved in the negotiation and documentation of the sale and purchase of businesses, both through asset purchase and share purchase, as well as the negotiation and documentation of merger agreements.
- Assists clients purchasing property through foreclosure sales and tax certificate foreclosure sales.

News & Media

June 4, 2026

UB Greensfelder Earns Top Rankings in Chambers USA 2026 Edition

March 9, 2026

UB Greensfelder Partners Recognized as Crain's 2026 Women in Law Honorees

August 21, 2025

UB Greensfelder Attorneys Recognized in The Best Lawyers in America® 2026 List

June 5, 2025

UB Greensfelder Expands Chambers USA Rankings with 13 Practices and 24 Attorneys Recognized in the 2025 Edition

December 17, 2024

Ohio Super Lawyers Recognizes 57 UB Greensfelder Attorneys in 2025

August 15, 2024

UB Greensfelder Attorneys Recognized in The Best Lawyers in America® 2025 List

June 6, 2024

Nine UB Greensfelder Practices and 22 Attorneys Recognized by Chambers USA 2024

August 17, 2023

Ulmer Attorneys Recognized in The Best Lawyers in America® 2024 Report

June 7, 2023

Chambers USA 2023 Report Gives Ulmer Top Marks

August 18, 2022

Ulmer Attorneys Recognized in The Best Lawyers in America® 2023 Report

June 2, 2022

Ulmer Earns Top Marks in Chambers USA 2022 Report

July 8, 2021

Ulmer Partner Jodi Rich Appointed to Park Synagogue Board of Trustees