



Real Estate



We have comprehensive experience in all areas of commercial real estate which allows us to assist the client in developing creative strategies and negotiating and documenting successful transactions. Our expertise includes acquisitions, financing, development and leasing for commercial, retail, industrial, and office projects. In addition, our in-depth knowledge of title insurance and underwriting practices and escrow/settlement services (including strong relationships with senior underwriters with the major insurers) allows us to successfully and efficiently consummate transactions.

ATTORNEYS

MAYA G. MOUAWAD
CHRISTINE M. CARSON
ANNE N. LANPHAR
BENJAMIN R. JONES
GABRIEL J. PITASSI

Expertise

- Purchase and sale/exchange transactions: Acquisitions and disposition of commercial real estate (and exchanges) including raw land, and improved land with retail, industrial, office, and other types of improvements. Services include structuring, negotiating and documenting the transaction as well as assisting in due diligence review and preparing documents, reviewing related documents, reviewing title matters, working with escrows, lenders and other third parties. Transactional documents include standard purchase and sale agreements as well as options.
- Financing: Drafting and negotiating loan documents including promissory notes, loan agreements and security instruments for both real and personal property security (trust deeds, security and pledge agreements), and guarantees and resolving title issues for various types of financing including permanent, construction, revolving and leasehold loans. Related expertise includes foreclosure and work-outs including the appropriate documentation and title insurance requirements.
- Development: Drafting and negotiating various types of design, construction and management contracts. Drafting easement agreements, CC&Rs, development agreements, subdivision improvement agreements, licenses, management agreements and related documentation.
- Leasing: Leases for office, industrial, commercial, retail centers, restaurants, hotels and ground leases as well as subleases and assignments, financing documentation (including leasehold interests) and related documents such as subordination, non-disturbance and

attornment agreements and estoppel certificates.

Expertise in Action

Prior to joining the Firm, some of our experienced real estate attorneys represented large sophisticated owners, developers, lenders and landlords. With this in-depth understanding of various issues from different perspectives, we are able to resolve problems through creative alternatives as well as offering risk mitigation strategies to our clients.