



## Real Estate

We transform landscapes and portfolios. From the acquisition and development of raw land to property purchases, sales, leases and management, we help clients close.

Our real estate attorneys represent public and private companies, governmental agencies and utility companies on some of the most complex real estate and infrastructure projects on the West Coast. We are the go-to Firm when they need to acquire, manage, and dispose of real estate.

We are a property Firm. From procuring the largest public works projects to addressing environmental, land use, and natural resources matters, we spend our careers working with parcels and the property on them. We handle all property types – raw land, industrial and R&D properties, offices, retail, other commercial and mixed-use projects, hotels, single and multi-family housing, new development projects, and undeveloped and agricultural land.

In addition to helping buy, sell and lease property, clients call when tenant concerns, insurance claims, condemnations, bankruptcies and other non-routine issues arise. We are legal counsel who understand the business of real estate.

### ACQUISITIONS & DISPOSITIONS

---

We like to dig so, naturally, we thrive on conducting legal due diligence in connection with real estate acquisitions. We handle investigations as well as title, land use, zoning and other entitlement reviews. We examine leases and other contractual obligations as well as perform environmental risk assessments. We then put what we learn to good use in drafting and negotiating letters of intent, purchase, confidentiality, option and land exchange agreements.

### LEASING

---

We have decades of experience negotiating leases for office, retail, industrial and mixed-use properties. We counsel real estate owners, developers, investors, tenants, managers, advisors, and lenders, in all aspects of

leasing, subleasing, and sale-leaseback transactions. Our role in these matters ranges from drafting, reviewing, and negotiating leases and work letters, to ground, build to suit, and maritime leases. We regularly represent corporate entities and public agencies in their own office leasing needs, including helping health care providers and health plans with office and health facility leases.

## FINANCING

---

We represent lenders and borrowers in loans secured by real property, and in other real estate financings and equity participations. Our experience ranges from conventional, acquisition, and construction lending, to permanent as well as mezzanine and bridge loans. We represent borrowers in commercial mortgage-backed securities (CMBS) financings and negotiate interest rate hedging devices. In addition, we represent borrowers in defeasing securitized loans, and buyers and sellers in the assumption of securitized loans.

## LITIGATION

---

When disputes arise, we involve our colleagues down the hall. Nossaman has an extensive litigation practice. Our litigators handle all types of real estate litigation from tenant delinquencies, workouts, and bankruptcies, to construction defects and loan defaults. In all cases, we work closely with clients to find solutions, whether at trial or through settlement.

## PRACTICE CONTACTS

---

David Graeler  
dgraeler@nossaman.com

Karla N. MacCary  
kmaccary@nossaman.com

## AREAS OF CONCENTRATION

---

Asset & Property Management  
Construction Law, Claims & Litigation  
Joint Venture Formation  
Leasing  
Oil & Gas  
Property Acquisitions & Dispositions  
Real Estate Financing  
Real Estate Litigation  
Taxation  
Workouts & Restructures