



## Real Estate

Real estate law has been a cornerstone of Procopio's practice since the firm's inception in 1946. Today, we are the largest law firm in the San Diego region with one of the top real estate practices in the southwestern United States. Attorneys in our Real Estate Practice Group comprise a very large number of skilled professionals with a diverse background, bringing a wealth of experience to transactions of all types and levels of complexity.

## Our Services

We provide a full range of value-added services to real estate owners, investors, lenders, developers, property managers and real estate professionals with in-depth expertise in the following areas:

- Purchase and Sale Transactions
- Portfolio Acquisitions and Dispositions
- Option Agreements and 1031 Exchanges
- Entity Formation and Joint Ventures
- Due Diligence
- Land Use and Entitlements
- Environmental and CEQA Regulations
- Commercial Loans, Public Finance and Tax Credits
- Commercial, Transient-Oriented and Mixed-Use Development
- Subdivision Documents for Master-Planned Communities and High-Rise Projects
- Leasing of Retail, Office, Industrial, Medical, Biotech and R&D Space
- Hotel and Golf Course Developments

## Our Specialties





### Acquisitions and Dispositions

Procopio's real estate attorneys advise individual, institutional and publicly-traded clients on a regular basis with respect to local, multi-state, international and portfolio acquisitions and dispositions of real estate.

### Land Use Entitlements and Project Management

Our attorneys have represented local and national developers in a wide-range of development projects. Procopio lawyers specialize in zoning, land use, planning, entitlements, and CEQA for all product types including residential, commercial, industrial, institutional, and mixed-use projects, as well as project advocacy before local, regional and state agencies. In addition, Procopio's team includes land use planning specialists who can provide entitlement project management services, including coordination and management of the development team, preparation and coordination of permit application packages, coordination of public outreach, and negotiation with local, regional and state agency staff and decision makers.

### Landlord and Tenant Lease Representation

Procopio attorneys are skilled at utilizing a client's form of lease or drafting project-specific leases, and negotiating transactions on behalf of landlords and tenants. We also handle ground leases for development projects, building and free-standing cell site leases, build-to-suit leases, and sale-leaseback transactions.

### Rural and Urban Development Projects

Our attorneys have represented local and national developers in a wide-range of development projects. Procopio lawyers specialize in rural and urban zoning, land use, planning, permit processing, entitlements, as well as project advocacy before local, regional and state agencies.

### Real Estate Finance

Procopio attorneys represent a variety of lenders including national banks, insurance companies and private capital sources. We have extensive experience on behalf of lenders and borrowers with term loans, construction loans, business lines of credit, letters of credit, personal guarantees, mezzanine loans and participation agreements.





### Environmental and Natural Resources

Along with attorneys from our Energy and Environment practice group, Procopio's real estate attorneys assist our clients to navigate state and federal laws relating to the environment and natural resources, including issues such as hazardous materials, solid waste, air and water quality, endangered species, wetlands, protected habitats, and waste discharge requirements.

## **Testimonials**

"Procopio has operated as a seamless extension of our legal team for years now, helping us on a wide variety of real estate, financial and other matters. We appreciate the responsiveness and attention to detail by the firm's attorneys, a reflection of Procopio's commitment to client service. We can always count on Procopio to get the deal done right and within our time constraints, regardless of unexpected challenges or increasing complexity."

-- *Brad Termini, CEO, Zephyr Partners*

"Whether it's land use, acquisition, leasing, JV's or finance, the Procopio Real Estate team continues to knock it out of the park for us, deal after deal. The combination of deep legal expertise and pragmatic problem solving gives them a well-earned spot as our trusted partners."

-- *Doug Arthur, President & CEO, SENTRE, Inc.*

"We can always count on Procopio's Real Estate team to bring to the table solid legal expertise, exceptional responsiveness and a pragmatic problem solving capability."

-- *Marc Wolfsheimer, President, Wolfsheimer Management Corp.*

DISCLAIMER: These testimonials or endorsements do not constitute a guarantee, warranty, or prediction regarding the outcome of your legal matter.

