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» REAL ESTATE LAW



Senior Real Estate Partners: (from left to right) Peter Weil, Daniel Jordan, Richard Volpert, Roger Howard

A Full-Service Real Estate Powerhouse

Glaser Weil LLP

Photo by Allen Gilbert

With a lot of capital chasing a lot of the same properties, success in today's challenging real estate market often comes down to who can perform the fastest.

"We're able to move very, very quickly on a transaction," says Daniel Jordan, co-chair of the Glaser Weil Real Estate Department with partner Roger Howard. "Our clients can acquire a property in a short period of time and still accomplish the necessary due diligence."

The firm's agility is due to its expertise and extensive offerings. Where other firms might outsource parts of a transaction, Glaser Weil can cover the gamut, from land entitlement, to construction, to leasing and financing, to environmental issues.

"We provide one-stop shopping for all real estate needs," Jordan says.

Glaser Weil attorneys have orchestrated numerous well-known, multifaceted development projects in California and around the country, including CityCenter™ Las Vegas, the \$9 billion, 20 million-square-foot mixed-use project, and the iconic Walt Disney Concert Hall in Los Angeles. Recent transactions range from the sale of 250 gas stations to the acquisition of dozens of shopping centers and numerous

commercial office buildings. Many of these deals are complex, with challenges such as corporate tax implications, environmental issues and land entitlement hurdles.

"We're one of the unique mid-sized firms in Southern California that can provide that broad base of services," Howard notes. "Usually you'd have to go to multiple firms, or big, impersonal, multinational firms, to find that level of expertise in different areas. We have 21 attorneys in real estate, seven in environmental law and 10 in land use and government regulation right here in Los Angeles. We also have a network of affiliated mid-sized firms that we work with in the major commercial markets in the U.S. and in many parts of the world."

Team Approach

From time to time, disputes between buyers and sellers require a court appearance.

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The good news is Glaser Weil's award-winning litigation team works in conjunction with the real estate team to resolve matters effectively and efficiently.

"Our litigators, such as star trial lawyer Patty Glaser, work hand-in-hand with the transactional attorneys who can provide the substantive background needed for each case," Jordan says. "Over and over again, we have found this to give our clients tremendous advantage."

Making Connections

The team approach extends to other aspects of service. The Real Estate Department's entrepreneurial attorneys don't hesitate to connect clients to other resources.

"If we see projects that may be of interest to our clients, we're not bashful to introduce them," Howard says.

This collaborative mindset has earned the firm a reputation for hands-on commitment to clients, so much so that some of their clients were once sitting on the other side of the table. It's not uncommon, once a transaction has been completed, for the opposing party to hire Glaser Weil for future projects.

"That's always a terrific compliment," Howard says.

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