



## Craig B. Etlin

### PARTNER

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### AREAS OF EXPERTISE

Real Estate, Acquisitions and Dispositions, Corporate Facilities, Loans, Joint Ventures, Workouts, and Enforcement Actions, Development, Debt Financing

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## Overview

Craig Etlin's real estate practice includes all aspects of transactional real estate, including acquisitions, sales, financing, leasing of office, retail and industrial properties, negotiation of complex joint venture agreements for commercial and residential development projects, redevelopment law, and large portfolio transactions. Mr. Etlin has been involved in workouts of troubled projects, including foreclosures, restructuring of debt, restructuring of equity, resolution of partnership disputes, and resolution of construction disputes. He has also represented both owners and contractors in negotiations of construction contracts. Mr. Etlin's clients include domestic and foreign institutional investors, real estate developers, and large corporate users of real estate.

Mr. Etlin has lectured on commercial real estate lending and workouts, commercial leasing, purchase and sale agreements, construction and mechanic's lien law, and title insurance.

Prior to joining Shartsis Friese LLP, Mr. Etlin was a partner of Morrison & Foerster LLP.

## Experience

### *Representation of DRA Advisors LLC*

Representation of DRA Advisors LLC, a New York-based investment advisor, for over twenty years in connection with the acquisition and disposition of investment properties on the west coast and negotiation of joint ventures for ownership and operation of these properties. Recent notable transactions include the acquisition and financing of Redmond Town Center, a 709,000 square foot regional mall located in Redmond, Washington, which was structured, in part, as the acquisition of a private REIT, acquisition and financing of an 858,000 square foot office complex in Northridge, California, and acquisition and financing of an Industrial/R&D portfolio of 1.9 million square feet located in 25 buildings throughout Silicon Valley, also structured as acquisition of a private REIT.

### *Representation of Pacific Eagle Holdings Corporation*

Representation of Pacific Eagle Holdings Corporation, the San Francisco-based subsidiary of Great Eagle Holdings Limited, a publicly-traded company based in Hong Kong, in connection with acquisition and disposition of investment properties throughout the U.S., including class-A office buildings, hotels and development sites for condominium and hotel developments; formation of Pacific Eagle (US) Real Estate Fund, L.P., a vehicle for attracting capital to the U.S. from investors in China.

### *Representation of Emerald Fund, Inc.*

Represented Emerald Fund, Inc., and its financial partner in connection with a \$147 million loan for the conversion of an office building located in San Francisco to a 418 unit high-rise apartment complex, and in connection with a \$157.5 million loan for the construction of a 420 unit mid-rise apartment complex on a neighboring site; also represented Emerald Fund, Inc., in connection with the sale of Potrero Center, a 227,000 square foot shopping center in San Francisco.

### *Representation of Kaiser Foundation Hospitals.*

Representation of Kaiser Foundation Hospitals for over twenty years in acquisition and disposition of real estate for various hospital and medical office campuses throughout California, including site assembly for the rebuilding of Kaiser's flagship Oakland Hospital.

### *Redevelopment of Downtown San Francisco Retail Center.*

Represented the San Francisco Redevelopment Agency in connection with agreements for the redevelopment of the former Emporium department store site to accommodate a new Bloomingdale's store, a retail and entertainment mall, and office space. Mr. Etlin received a California Lawyer Attorney of the Year (CLAY) award for work on this project.

### *Ed Roberts Campus Representation.*

Represented, pro bono, The Ed Roberts Campus, a non-profit corporation founded by a consortium of other non-profit organizations that work in the area of disability rights and support for people with disabilities in living independently, in connection with the development of an office building adjacent to the Ashby BART station in Berkeley that serves as a home for the sponsoring non-profit organizations, as well as other organizations that provide services for people with disabilities.

## Publications/Speaking

The State Bar of California Real Property Law Section 30th Annual Retreat | Diamonds in the Rough: Finding Opportunities in a Changing Market.

Practicing Law Institute – 13th Annual Commercial Real Estate Institute.

## Professional Activities

Member, Urban Land Institute

Member, Lambda Alpha International, Land Economics Society

## Education

University of California, Los Angeles  
B.A., 1982

University of California, Berkeley, School of Law  
J.D., 1985

## Admissions

California State Bar

## Accolades

Craig Etlin is recommended as a leading lawyer by Best Lawyers In America 2007 through 2015, and Northern California Super Lawyers 2006 through 2015.

