

## Real Estate Acquisitions & Dispositions

Shartsis Friese's real estate attorneys partner with clients to turn complex real estate transactions into strategic opportunities.

Representing a diverse range of clients — including developers, institutional investors, real estate and opportunity funds, REITs, and corporations — we offer experienced counsel in the purchase and sale of all types of commercial properties across California and the nation.

- **Market Insight:** Our attorneys bring deep knowledge of local and national markets, enabling clients to make informed decisions and assess opportunities with confidence.
- **Comprehensive Guidance:** We support clients through every stage of a deal — from initial structuring and due diligence, through negotiation and financing, to closing and post-closing matters — ensuring a seamless experience.
- **Tailored Solutions:** Whether acquiring a single property, a portfolio or an equity interest in a real estate entity, we design strategies that align with each client's goals and risk profile.
- **Debt Expertise:** Our team also advises on the acquisition, disposition and financing of commercial real estate debt, including both performing and distressed assets, helping clients to create opportunities, maximize value and manage risk.

We help clients acquire properties that drive growth, such as office buildings, industrial and warehouse facilities, shopping centers, multi-family projects, wineries, hotels and undeveloped land. Our experience navigating complex real estate transactions helps clients avoid pitfalls, close efficiently and achieve their business objectives.

### RELATED ATTORNEYS

[Peter Aitelli, Partner](#)

[Tess S. Brandwein, Counsel](#)

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[Alan J. Robin, Senior Counsel](#)

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## Experience

- Successfully represented a technology company in its first office acquisition.
- Represented an institutional investor in the sale of environmentally impacted property in Silicon Valley.
- Successfully completed the sale and leaseback of multiple properties throughout the United States and Canada for a Fortune 500 company.
- For a global technology company, negotiated the acquisition and short-term leaseback of a 96-acre corporate campus in Silicon Valley after previously.
- Represented a consortium of high-net-worth individuals in the sale of a commercial building in Silicon Valley.
- Represented a Fortune 50 technology company in the disposition and redevelopment of a Santa Clara office research and development campus.
- Represented an institutional real estate investment fund in connection with the sale of a \$175 million office park.
- Negotiated the sale of a California multifamily portfolio totaling more than [##] units [WHO'S WAS THIS?].
- Represented a Bay Area developer in connection with the sale of a 200-unit multifamily building to the City and County of San Francisco.
- Represented a consortium of high-net-worth individuals in the sale of a commercial building in Silicon Valley to a Fortune 50 technology company for \$100 million, and then completed numerous acquisitions, including office and retail properties, throughout the country through a series of 1031 exchanges with an aggregate value in excess of \$100 million.
- Negotiated the acquisition of property and the construction of a 363,000-square-foot building on the property for a leading computer networking company in Silicon Valley.
- Represented a Fortune 50 technology in the disposition of a multibuilding office campus located in Redwood Shores, California.
- Represented an institutional real estate investment fund in

connection with the sale of \$175 million office park in Los Angeles, California.

- Advised a Fortune 500 construction manufacturer in the acquisition of vacant land and the construction and development of a \$200 million industrial warehouse in Gallatin, Tennessee.
- Negotiated the sale of a California multifamily portfolio consisting of 2,000 apartment units in both Southern and Northern California.
- Represented a Bay Area developer in connection with the sale of a recently constructed 200-unit multifamily building to the City and County of San Francisco.
- Led the acquisition of a newly completed 379-unit, \$183 million multifamily project in Southern California for a national multifamily developer.