

Law Offices of  
**Gregory L. Wasserman**  
Real Estate & Business Counsel

**INTEGRITY**

**JUDGMENT**

**FORESIGHT**

**EXPERIENCE**

The Law Offices of Gregory L. Wasserman is a results oriented boutique law firm that exclusively specializes in transactional real estate and business law matters, with a particular expertise with investment and development in the land and residential sectors. We provide professional, pragmatic and forward looking representation in an efficient, personalized and cost effective manner. Some brief information about our practice and experience is included on the following pages. Please contact us to discuss how we can assist you in your transactional real estate and business endeavors.

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**General Information**

The firm's principal attorney, Greg Wasserman, has been lead counsel for billions of dollars of sophisticated real estate transactions nationwide and has experience across all major product types. Mr. Wasserman also has extensive experience with general business matters, including contracts, financing, capital raising, entity formation and related matters. The goal of the firm is to become an integral member of our client's deal team, providing counsel at the initial stages of a transaction to leverage our expertise and to maximize the value we add to the process. We measure success by both the quality of our work product and the depth of our client trust and relationships, and we currently serve as outside general counsel on business and real estate matters with several firms.

**Principal Attorney**

Greg Wasserman is a seasoned attorney with over 20 years of business and legal experience in the real estate industry. Mr. Wasserman has served as lead counsel in structuring, restructuring, negotiating, documenting and closing billions of dollars of complex real estate acquisition, disposition, development, financing and joint-venture transactions. He also has substantial experience with construction and consulting agreements, entity formation and representation, leasing and general business transactions. Mr. Wasserman has represented large developers, lenders, institutional investors, family offices, small and mid-sized companies and more entrepreneurial ventures and undertakings.

Mr. Wasserman's background includes both private practice and executive level experience at Hearthstone, Inc., a real estate private equity and investment management firm focused on the land and residential sectors. At Hearthstone Mr. Wasserman served as the Assistant General Counsel as well as the Director of Infill Acquisitions and Development. Additionally, he was the primary legal counsel and strategic advisor on business and operational matters to Silverstone Communities, a Hearthstone affiliated residential development firm that had 6 offices across the country. Mr. Wasserman also has extensive experience underwriting and evaluating real estate assets and development projects, and he is a licensed real estate broker in the State of California.

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Mr. Wasserman's blended legal and business background has proven especially valuable in identifying and mitigating transaction risks while providing practical and well reasoned advice to clients on their complex real estate and business dealings. He has extensive experience coordinating and managing the legal aspects of large and sophisticated real estate transactions, diligently resolving specific issues without losing sight of the context and the client's ultimate goals. Mr. Wasserman's deep background and hands on, in-the-trenches experience is especially well suited to a distressed and retrenching marketplace.

Mr. Wasserman received his B.A. from the University of Rochester with a double major in Economics and Political Science, and his J.D. from the University of California, Hastings College of the Law. He is a member of the State Bars of California and Colorado.

**Real Estate Services**

The real estate services we offer our clients include or relate to the following:

- Project Acquisitions & Dispositions
- Debt, Equity & Hybrid/Participating Financing
- Joint Ventures, Entity Formations and Acquisition Syndications
- Project Development & Construction
- Leasing and Property Operations
- Note Acquisitions
- Loan Work-outs & Financial Restructurings
- Condominium Conversions
- Land Acquisition & Development
- Lot Option Financing & Land Banking

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**Business Services**

The business services we offer our clients include or relate to the following:

- Entity Selection, Formation & Governance
- Contract Negotiation, Drafting and Review
- Standard Forms & Related Documentation Preparation and Review
- Business Purchases & Sales
- Business Financings
- Joint Ventures, Strategic Alliances and Referral Fee Agreements

**Representative Matters**

Some representative transactions that the firm's principal attorney has been lead counsel or the primary attorney are reflected below:

- Represent a distressed land and residential investment firm in their corporate and entity related matters and their acquisition and financing related activities, including the purchase of several bank owned residential development projects utilizing participating loans from an institutional capital source, and the subsequent sale of standing inventory homes and the optioning of developed lots.
- Created template purchase agreement for a NYSE traded industrial REIT and support their acquisition related activities.
- Provide landlord side leasing services and support to a large CMBS Trustee.
- Serve as outside General Counsel to IHI Electronics, Inc., a Southern California electronics distribution company, and represent them in their leasing and general business transactional matters.

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- Supported a national wireless carrier in site evaluation and leasing activities.
- Represented Revolution Capital Group, LLC, in entity selection and formation activities related to the establishment of their global private equity investment and advisory firm, and represent them in leasing and portfolio company related activities.
- Represented a public software company in their headquarters lease in San Jose, California and additional space in New York City.
- Represented a private equity investment management firm in numerous off balance sheet land/lot acquisition, development and financing arrangements with public and major private homebuilders.
- Land Acquisition and Development/Lot Option Financing Transactions
  - 775+/- lots in the Sacramento area in a \$92.2MM transaction
  - 850+/- lots in the Las Vegas area in a \$91MM transaction
  - 575+ /-lots in Riverside County, California in a \$58MM transaction
  - 175+/- lots in Riverside County, California in a \$24.2MM transaction
  - 225+/- lots in the Las Vegas metro in a \$20.5MM transaction
  - 350+/- lots in South Carolina in a \$17.7MM transaction
  - 350+/- lots in North Carolina in a \$16.7MM transaction
  - 300+/- lots in the Phoenix metro in a \$16.5MM transaction
  - 125+/- lots in Georgia in a \$13.5MM transaction
- Project Work-Outs and Financing Restructurings
  - 351 unit townhouse and condominium project in Denver, Colorado
  - 80 unit condominium project in Southern California
  - 11 project land development/lot banking portfolio in California, Nevada and Arizona
  - 5 project land development/lot banking portfolio in California, Colorado and Arizona
  - 11 project land development/lot banking portfolio in California, Virginia, Nevada, Arizona and New York

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➤ Ground Up Development Projects/Joint Ventures and Financings

- 478 units in Fairfax, Virginia in a \$146MM mid-rise and podium condominium development project with a separate parking structure
- 327 units in Seattle, Washington in an \$87MM high-rise apartment development project with a retail component and subterranean parking
- 367 units in San Jose, California in a \$72MM mid-rise apartment development project with a separate parking structure, an affordable housing component and environmental impairment
- 110 units in Millbrae, California in a \$57.7MM condominium loft development project with subterranean parking in a Redevelopment Project Area with environmental impairment
- 78 units in Los Altos, California in a \$46.3MM mid-rise condominium development project with subterranean parking and an affordable housing component
- 80 units in Cupertino, California in a \$42MM podium condominium development project with a retail component with significant co-development obligations
- 35 units in Santa Clara, California in a \$30.7MM single family small-lot development project and an affordable housing component
- 66 units in Mountain View, California in a \$28MM townhouse development project with an affordable housing component and environmental impairment
- 273 units in Concord, California in a \$40MM mid-rise apartment development project in a Redevelopment Project Area with an affordable housing component and environmental impairment
- 45 units in Pleasanton, California in a \$25.7MM townhouse development project and an affordable housing component
- 55 units in Grand Terrace, California in a \$15MM single family and attached unit development project
- 47 units in Rocklin, California in a \$14MM single family small-lot development project with an affordable housing component
- 76 units in Murrieta, California in a \$32MM single family development project
- 355 units in Denver, Colorado in a \$56MM rental loft development project with wrap around parking and a retail component; multiple parcels assembled to facilitate development

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- 200 units in Bothell, Washington in a \$23MM garden style apartment development project
- 235 units in Mukilteo, Washington in a \$24MM garden style apartment development project
  
- Project Acquisitions/Joint Ventures and Financings
  - 273 units in Tampa, Florida in a \$47MM transaction
  - 400 units in Roseville, California in a \$45MM transaction
  - 292 units and 204 units in Dallas, Texas in a \$21MM transaction
  - 338 garden style units in San Diego, California in an \$88.5MM transaction
  - 158 high rise units with subterranean parking in Denver, Colorado in a \$29.7MM transaction
  - 262 garden style units in San Diego, California in a \$61.7MM transaction
  - 82 townhouse style units with subterranean parking in Burbank, California in a \$29MM transaction
  - 127 high rise units in St. Louis, Missouri in a \$14.5MM transaction
  
- Project Dispositions
  - 187 units in Los Angeles, California for \$85MM
  - 160 units in Diamond Bar, California for \$25MM in a complex tax structured transaction
  - 328 units in Denver, Colorado for \$33MM in a complex UPREIT transaction
  - 268 affordable housing units in Sacramento, California for \$13MM, subject to a Regulatory Agreement and with HAP Contracts in place
  - 183 units in Denver, Colorado for \$23MM
  - 168 affordable housing units in Sacramento, California for \$12.8 MM subject to a Regulatory Agreement and with HAP Contracts in place

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**Representative Parties**

Some of the parties (or their affiliates) that the firm's principal attorney represents, has represented or has completed transactions with are reflected below:

Hearthstone, Inc.	Beazer Homes
JP Morgan	KB Home
AIG Global Real Estate	Ridgeback Partners, LLC
Guaranty Bank	Silverstone Communities
MetLife	Meritage Homes
GMAC	Sares Regis Group
GE Capital	Peery Arillaga
Bank of America	AMLI
Key Bank	Waterton Residential
TIAA-CREF	Shea Homes
CALSTRS	Fairfield Residential
CALPERS	Pacific Property Company
Citigroup Real Estate	Pauls Corp.
Fleet Bank	Brehm Communities
Urdang Capital Management	McCar Development Company
Equity Residential	Sea Country Homes
Legacy Partners	Capital Pacific Holdings
Lincoln Property Co.	Fore Property Company
Trammel Crow	Regis Homes
BRE Properties	Demmon Partners

Please contact us to discuss how we may be of service.