



INNOVATIVE LAWYERS THINKING *outside the box*

STECKBAUER WEINHART JAFFE, LLP

RECOGNIZED NATIONALLY AS A PRE-EMINENT REAL ESTATE AND FINANCE BOUTIQUE

Unlike most law firms that specialize in representing either commercial lenders or commercial borrowers, Steckbauer Weinhart Jaffe's attorneys have been representing both lenders and borrowers in countless originations and restructurings (when applicable) for over 20 years. Our workout group's inside understanding of both securitized and portfolio held commercial mortgage loans and their often complicated and unique structuring has proven invaluable to both our lender and borrower clients when they find themselves in the difficult position of having to negotiate the restructure of a loan (or pool of loans) that has matured or is otherwise non-performing. Indeed, over the past 2 years alone, SWJ has represented clients throughout the United States in re-working more than a billion dollars of troubled commercial mortgage loans. In addition, in those instances where a true restructuring of the debt becomes unrealistic and remedies enter the picture, SWJ's litigation and bankruptcy attorneys have been invaluable to the workout group's efforts.

As a result of the long-term experience possessed by Steckbauer Weinhart Jaffe's attorneys in the commercial lending arena, we are uniquely positioned to understand the constraints that are placed upon lenders through both the securitization process and on a macro level, institutionally. This understanding permits SWJ's attorneys to consistently and economically develop modification structures that work for both sides of the transaction. We have found that our recognition and reputation within the commercial loan industry serve to open many doors to our clients that other firms find blocked. We know that relationships matter, and our clients have found that our boutique size allows them to consistently achieve exceptional results at a substantially lower cost than is found at our larger, frequently more bureaucratic, national competitors.

Steckbauer Weinhart Jaffe also understands that our clients' specific business and administrative needs are integrally related to the legal services we provide. With the goal of complementing our full suite of legal workout services, in addition to the firm's seasoned transactional, litigation and bankruptcy attorneys, SWJ has created strategic alliances with some of the most respected, non-lawyer, servicing experts in the nation (including the former leaders of such servicing institutions as Bank of America, GE Capital, Prudential and Nomura). These strategic alliances permit us to assist both our lender and our borrower clients in better identifying the various potential business and legal options and/or alternatives attendant to the seemingly enumerable and often unique challenges created by problem loan situations. SWJ's workout group can truly boast long-term and vastly experienced commercial mortgage loan origination and servicing expertise.

With special expertise in real estate law and commercial finance, Steckbauer Weinhart Jaffe, LLP's principal practice areas include:

- Real Estate Finance – Structured and Securitized Financing
- Litigation
- Loan Workouts and Restructurings
- Real Estate Transactions
- Loan Servicing
- Bankruptcy
- Municipalities
- Corporate and Business Organizational Structuring and Restructuring



CONTACT:
Brian Weinhart/Robert Jaffe
Real Estate/Finance

William Steckbauer
Litigation/Bankruptcy

333 South Hope Street, 36th Floor
Los Angeles, CA 90071

Phone: (213) 229-2868
Fax: (213) 229-2870
swjlaw.com

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California's 2009 Major Real Estate Law Firms

RANKED BY NUMBER OF CALIFORNIA REAL ESTATE ATTORNEYS, THEN PARTNERS AS OF JAN. 1, 2009. *TIES PUBLISHED ALPHABETICALLY.

RESULTS BASED ON 2009 CALIFORNIA REAL ESTATE JOURNAL SURVEY

COMPANY ADDRESS WEB SITE	# CA REAL ESTATE ATTORNEYS/ PARTNERS	CA BILLINGS (in millions)		REAL ESTATE PRACTICE AREAS (see key)	RECENT CA REAL ESTATE PROJECTS/CASES	NOTABLE CA REAL ESTATE CLIENTS	CA PRINCIPAL/ CA CONTACT INFO	OFFICES WORLDWIDE/ CA OFFICES/ HQ/YR EST. IN CA
		2008	2007					
29 Morgan Miller Blair 1331 N. California Blvd., Ste. 200 Walnut Creek, CA 94596 www.mmlaw.com	20 15	N/A N/A N/A	N/A N/A N/A	All but Agr, Bnk, Hot, PM, Pub, Tel	Represented: Prevailing party (County) in County of <i>Humboldt v. McKee</i> (2008) in the Court of Appeal; Prevailing party (Cannery Business Park) in <i>Sixells, LLC v. Cannery Business Park</i> (2008) in both the trial court and the 3rd District Court of Appeal	Pulte Home; Blake Hunt Ventures; City of Hercules; Standard Pacific	George Cabot, Chairman Mary Enemark, Dir. of Bus. Dev. menemark@mmlaw.com	1 1 Walnut Creek 1985
30 Meyers, Nave, Riback, Silver & Wilson 555 12th St. Oakland, CA 94607 www.meyersnave.com	19 12	N/A N/A N/A	N/A N/A N/A	Dev, DD, Env, Fin, Lit, LU, Pub, Tax, Tel	Crows Landing Base Re-Use; China Shipping Container Terminal, Port of L.A.; Georgia Pacific Mill Site Re-Use; Hollywood Park Re-Use Development; Lowe's Concord Shopping Center; Leo Dell Oro Master Plan Development	City of L.A., Oakland, Stockton, Palmdale, Larkspur; Counties of Stanislaus and Los Angeles; University of California; East Bay Regional Parks	Jayne Williams, Mng. Principal Steven T. Mattas, Chair, Land- Use Group (510) 808-2000 smattas@meyersnave.com	5 5 Oakland 1986
31 Steckbauer Weinhart Jaffe LLP 333 S. Hope St., 36th Fl. Los Angeles, CA 90071 www.swjlaw.com	16 6	N/A N/A N/A	N/A N/A N/A	All but Agr, Bnk, Env, Pub, Tax, Tel	Successfully negotiated the workout of over \$200M multi- family loan portfolio; Lead counsel for Lowe Enterprises mezzanine financing for SLS Hotel, L.A.; Involved in the restructure of over \$1B commercial loan portfolio with multiple lenders for property operator	Pacific Coast Capital Partners; Triple Net Properties; Mesa West Capital LLC; Lowe Enterprises; NewMark Merrill Companies LLC; R.W. Selby Company Inc.	Brian S. Weinhart, Partner (213) 229-2868 bweinhart@swjlaw.com	N/A 1 Los Angeles 1996
32 Buchalter Nemer PC 1000 Wilshire Blvd. Ste. 1500 Los Angeles, CA 90017 www.buchalter.com	15 10	N/A N/A N/A	N/A N/A N/A	All but Env, Hot, Ins, LU, MU, Pub, Res, Tel	N/A	N/A	Rick Cohen, President and CEO Michael Williamson, Shareholder and Chair of RE Practice Group (213) 891-0700 mwilliamson@buchalter.com	4 3 Los Angeles 1948
33 Greenberg Traurig LLP 2450 Colorado Ave., Ste. 400 E. Santa Monica, CA 90404 www.gtlaw.com	14 4	N/A N/A N/A	N/A N/A N/A	All but Agr	N/A	N/A	William Goines, Heather Meeker, Tom Loo & Jeff Scott Co-Managing Shareholders Heather Sarni, Marketing and Recruiting Manager (650) 328-8500 sarnih@gtlaw.com	32 4 N/A 2000
34 Freeman, Freeman & Smiley LLP 3415 S. Sepulveda Blvd., Ste. 1200 Los Angeles, CA 90034 www.ffslaw.com	12 8	N/A N/A N/A	N/A N/A N/A	All but Agr, Bnk, Hot, LU, Pub, Tel	Sale-leaseback 450,000 s.f. industrial complex, SoCal; Foreclosure and loan to facilitate resale of 138-lot luxury dev. project, Riverside County; Represented retail landlords in over 30 major deals; Foreclosure and loan to facilitate resale of 79-lot master development project, San Marcos	Unilever United States; City of Anaheim; Fidelity National Title Insurance; The Travelers Co., Inc.; Centerline Capital Group; Square Mile Capital Management LLC; Target Corp.; Weingarten Realty Management Co.; Callaway Golf; Preferred Bank; HSBC; NewMark Merrill Co.; The Merrill Group of Cos.	Bruce M. Smiley Founding Partner (310) 255-6100	2 2 Los Angeles 1976
35 Foley & Lardner LLP 555 S. Flower St., Ste. 3500 Los Angeles, CA 90071 www.foley.com	11 4	\$6.5 \$2.5 \$1.6	N/A N/A N/A	All but Agr, Pub, Res	Represented: Wells Fargo Bank, review and collateral structuring, incl. CA real estate collateral, \$4.2B loan facility to a national energy company; Developer \$1B redevelopment, Brown Field Airport; Developer, Palm Springs commercial project with 12 MW of solar power	32 Winds/Windrose; Citigroup; Excel Reality Holdings; Hamilton Zanze & Co.; Textron Financial; Thomas Jefferson School of Law; Transportation Corridor System; US Bank Wells Fargo Bank	Van A. Tengberg, Mgr. Ptr., S.D. Jack Lasater, Mgr. Partner L.A. Eileen Ridley, Mgr. Partner, S.F. Megan Mandeville Mktg. Mgr. (213) 972-4530 mmandeville@foley.com	22 7 N/A 1996
36* Garrett DeFrenza Stiepel LLP 695 Town Center Drive, Ste. 500 Costa Mesa, CA 92626 www.gdslaw.net	10 6	N/A N/A N/A	N/A N/A N/A	Crp, Dev, Fin, Ind, Inv, Off, Own, PM, Ret, Tax	375,000 s.f., refrigerated warehouse with lease purchase option, Anaheim; 300,000 s.f., specialized retail center sale, \$98M, Costa Mesa; Aquisition of regional mall, \$107M, including equity JV and debt financing transactions, Sacramento	N/A	Marc De Freza, Partner Tamara Wandelt, Administrator (714) 384-4308 twandelt@gsdlaw.net	1 1 Costa Mesa 2002
36* Loeb & Loeb LLP 10100 Santa Monica Blvd., Ste. 2200 Los Angeles, CA 90067 www.loeb.com	10 6	N/A N/A N/A	N/A N/A N/A	All but Agr, Ind, Tel	Leasing of all asset classes for both tenants and landlords; Environmental issues; Acquisitions and sales; Partnerships, joint ventures and limited liability company agreements; Creditors' rights, workouts and restructuring; Mortgage banking; Credit-enhancement facilities for tax- exempt and taxable bonds; Land-use and real estate development	Kennedy Wilson; City National Bank; Macquarie Bank Limited; Bank of the West; Bixby Land Co.; Kaiser Permanente	Raymond A. Sanseverino, Partner and Chair NY & L.A. RE Depts., Chair Commercial Real Estate; Marie C. Alvarez, National Leasing Mktg. Communications Mgr. (310) 282-2020 malvarez@loeb.com	4 1 Los Angeles 1909
37 Proskauer Rose LLP 2049 Century Park E., 32nd Fl. Los Angeles, CA 90067 www.proskauer.com	8 5	N/A N/A N/A	N/A N/A N/A	All but Agr, LU, Pub, Tel	TIAA-CREF, disposition of 9 office building complexes; CBRE Strategic Partners, various new luxury condominium projects; Court-appointed receiver for a regional shopping center encumbered by a large first mortgage loan, in default; Purchase and lease back of two core Class A office buildings	TIAA-CREF; Wells Fargo Bank; CBRE Strategic Partners; Douglas P. Wilson; Wachovia; Scotia Capital	Bert H. Deixler, Partner D. Eric Remensperger, Partner (310) 557-2900 eremensperger@proskauer.com	12 1 New York 1979

PRACTICE AREAS:

Agr: Agriculture, winery; **Bnk:** Bankruptcy, foreclosures, workouts; **Crp:** Corporate, business; **Dev:** Community development, construction, construction disputes, development, development-risk management, master-planned residential and commercial development, redevelopment; **DD:** Due diligence; **Env:** Brownfields, CEQA, coastal zone law, conservation transactions, environmental, environmental compliance, hazardous waste, NEPA, oil and gas, Proposition 65, water quality, water resources; **Fin:** Capital, debt financing, equity financing, finance, fund formation, infrastructure funding, mortgage banking, private equity, REITS, secured financing; **Hot:** Hospitality, hotels, golf courses, resorts; **Ind:** Industrial; **Ins:** Institutional; **Inv:** Acquisitions, asset management, investment, international transactions; **Lit:** Dispute resolution, litigation; **LU:** Land use, land-use litigation, permitting, reciprocal easement agreements, zoning; **MU:** Mixed use; **Off:** Office; **Own:** Joint ventures, ownership, partnerships, restructuring; **PM:** Landlord/tenant, leasing, lease contracts, property management; **Pub:** Eminent domain, government advocacy, lobbying, public finance, public policy; **Res:** Affordable housing, condominium law, homeowners associations, residential properties, specialty housing; **Ret:** Retail, shopping centers; **Tax:** Taxation, trust and estates; **Tel:** E-commerce, telecommunications, wireless

Information provided by the firms. To the best of our knowledge, this information is accurate as of press time. While every effort is made to ensure the accuracy and thoroughness of the list, omissions and typographical errors sometimes occur. Please send corrections or additions on company letterhead to the California Real Estate Journal, 915 E. First St., Los Angeles, CA 90012 or call Editor Michael Gottlieb at (213) 229-5308.

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