



Dennis B. Ellman

Partner

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While helping clients realize their real property goals during the past three decades, Dennis Ellman has consistently maximized his clients' opportunities in all economic cycles.

Dennis advises and represents real estate developers, family offices, brokers, investors and construction and architecture professionals in financing, lease negotiations, construction contracts, project agreements, 1031 Exchanges and all aspects of real property acquisitions and dispositions. Dennis also represents high-net-worth individuals purchasing, developing and selling large residential estates in the Bel Air, Holmby, Beverly Hills and Malibu areas of Los Angeles.

Client Counsel

Known for his practical dealmaking, his skillful parsing of a transaction's critical terms, and an innate sense of his clients' risk thresholds and how to protect their interests, Dennis has counseled generations of real estate developers. He is well-attuned to the entrepreneurial perspective of his developer clients and provides them with the legal context to take advantage of high-value opportunities while managing -financial commitments.

He has structured and advised on the construction, sale and leasing of major industrial properties, shopping centers, commercial buildings, residential developments and hotel properties throughout California, Nevada and Texas. These include Buena Park Mall, the Universal Music Group Building in Santa Monica, the Beverly Center in West Los Angeles, and MacDonald Ranch and the Sunset Galleria Shopping Mall in Henderson, Nevada.

The building of ultra high-end custom homes, and the myriad legal agreements and decisions connected with the successful construction of these residences, is another practice focus of Dennis. His lifelong passion for architecture informs his comprehensive counsel to individual homeowners in this area. His role is often akin to a "legal" general contractor-overseer. Dennis's representation covers all phases of construction – from dirt to doorbell – and ranges from land acquisition and entitlements, to contractor and architect agreements, right through to project completion.

Professional Affiliations

- Member, Board of Directors, Los Angeles Chapter of the Juvenile Diabetes Research Foundation, 2001-2007

- Past President, Los Angeles Chapter of the Juvenile Diabetes Research Foundation, 2005-2007
- Chairman, Major Gifts, Los Angeles Chapter of the Juvenile Diabetes Research Foundation, 2007-present
- Member, Advisory Board, Los Angeles Chapter of the Juvenile Diabetes Research Foundation, 2007-present
- Board of Directors AYSO Region 33, 2004-present
- Referee Administrator AYSO Region 33, 2006-2007

Awards

- *Best Lawyers in America*, Real Estate Law, 2013-2021
- *Southern California Super Lawyers* – Real Estate Law, 2014-2019, 2021
- 2009 Caregiver Award, from the Juvenile Diabetes Research Foundation, May 2009
- Rated "AV Preeminent 5.0 out of 5," Martindale Hubbell

Bar Admissions

- California

Education

- New York University School of Law (J.D., 1976)
- Boston University (B.A., *magna cum laude*, 1973)

Real Estate Experience

Construction:

- Represented the developer of a 224-unit high-rise condominium project in Marina del Rey, California in connection with the sale of the partially built project and negotiation of a "turnkey" building agreement for the completion of the project
- Negotiated the contract for construction of the new Earthquake Soccer Club Stadium in San Jose, California
- Negotiated the contract for construction of a first class high rise office building on Bixel Street in downtown, Los Angeles
- Negotiated the contract for construction of the Universal Music Group Building, a Class-A office building in Santa Monica, California
- Negotiated the contract for the substantial renovation of the Carmel Valley Ranch Resort in Carmel Valley, California
- Represent two of the largest custom home building contractors in Los Angeles, California

- Negotiated the contract for a substantial renovation of a regional shopping center in Orange County, California

Leasing:

- Represented the owner of Buena Park Mall, a regional Shopping Mall and Buena Park Place, a neighboring “power center,” in the negotiation of leases to Kohl’s Department Stores, Inc., PetsMart, Union Bank, Michaels, Foot Locker, K-B Toys, Payless ShoeSource, Portillo’s, Panda Express, Chili’s, Cold Stone Creamery and similar national tenants
- Represented the owner of an approximately 900,000 square foot regional shopping mall in West Los Angeles in connection with the leasing of in excess of 200,000 square feet to in-line national tenants including The Gap, California Pizza Kitchen, Boulmiche, Lady Footlocker, P.J. Clark, Ultimode, Express, Ltd., Paris, Bruno Magli, Banana Republic, Kenneth J. Lane
- Represent the owner of a first class office building in the Century City development in Los Angeles, California in the preparation of its lease form and ongoing lease negotiations with tenants
- Designed and implemented the auction process for the owner of an approximately 30-acre warehouse facility in San Fernando, California; as a result of this auction, the client was able to achieve a sale price which was 23 percent in excess of the original listing price

Development:

- Represented the developer of MacDonald Ranch, a master planned community of approximately 2,200 acres in Henderson, Nevada including sales to Del Webb Communities, Toll Brothers and Christopher Homes
- Represented the developer of an approximately 120-acre site outside of Las Vegas in negotiating a joint venture for the development of a regional shopping mall including the negotiation of project management, leasing, asset management and property management agreements; also represented the developer in the consummation of a buy/sell agreement with its joint venture partner

Acquisitions/Dispositions:

- Represented the developer of a 588-unit apartment complex in West Los Angeles in connection with the sale of the project to a large pension fund
- Represented a real estate developer in connection with the acquisition of a deeply discounted note and the subsequent deed in lieu of foreclosure for a 217-unit residential commercial project in downtown Los Angeles
- Represented two corporations owned by feuding members of a family in connection with the disposition of real properties having a value in excess of \$80,000,000 in and around the metropolitan Los Angeles area including a property with significant environmental contamination
- Represented the seller of the building occupied by Hermes on Rodeo Drive in Beverly Hills, California
- Negotiated the sale of a major commercial property on Wilshire Boulevard in Beverly Hills as part of a multi-property Like Kind Exchange

- Represented the purchase of residential estates on the Westside of Los Angeles and Malibu with purchase prices totaling in excess of \$100,000,000 in calendar year 2013 alone

Insights

January 21, 2021

26 Greenberg Glusker Attorneys Selected to 2021 Southern California Super Lawyers
Super Lawyers

August 20, 2020

36 Greenberg Glusker Attorneys Named to 2021 Best Lawyers® List

January 15, 2020

23 Greenberg Glusker Attorneys Selected to 2020 Southern California Super Lawyers

August 15, 2019

29 Greenberg Glusker LLP Lawyers Named to 2020 Best Lawyers® List

January 31, 2019

24 Greenberg Glusker Attorneys Selected to 2019 Southern California Super Lawyers

August 15, 2018

26 Greenberg Glusker attorneys named to 2019 Best Lawyers® list

August 15, 2017

21 Greenberg Glusker Fields Claman & Machtinger LLP attorneys named to 2018 Best Lawyers® list
Best Lawyers

January 22, 2016

23 Greenberg Glusker Attorneys Named to Super Lawyers 2016
Super Lawyers

August 18, 2015

Greenberg Glusker Attorneys Named to The Best Lawyers in America© 2016
Best Lawyers- Press Release

August 19, 2014

12 Greenberg Glusker Attorneys Named to The Best Lawyers in America 2014
Best Lawyers

December 2011

How to choose the right professionals when building your dream home
Smart Business Magazine

April 1, 2009

Legal Boom Rises From Dust of CRE Bust

GlobeSt.com