



Michael Manley

Counsel

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Michael Manley is Counsel in Greenberg Glusker's Real Estate Group and has extensive commercial real estate transaction experience with a strong focus on leasing, acquisitions, and portfolio management.

He has handled a wide range of complex matters, including lease negotiations, financing, joint venture agreements, asset management, and the acquisition and disposition of commercial and mixed-use properties. Michael has expertise across multiple industries including retail, restaurant, office, industrial, life science, and other commercial sectors.

Prior to joining the firm, Michael served as the Executive Director of a non-profit whose mission was centered around ending youth homelessness in San Diego by providing supportive housing and job training programs for transition-aged youth. Michael graduated from University of California San Diego, where he studied economics, and earned his J.D. from California Western School of Law.

Bar Admissions

- California

Education

- California Western School of Law (J.D., *magna cum laude*, 2010)
- University of California, San Diego (B.A., 2005)
 - Economics

Representative Matters

Acquisition and Disposition Transactions

- Represented large REIT with over \$2 billion in assets in a dozen acquisitions of large multi-tenant office buildings and complexes ranging from \$30M to \$70M per transaction in Arizona, California, and Texas.

Drafted and negotiated purchase agreements, oversaw due diligence, negotiated and drafted lease and management agreements, reviewed loan documents and managed transactions from start to finish.

- Represented numerous real estate portfolio operators and affiliate entities in dozens of acquisitions and dispositions of commercial property spanning multiple sectors including retail, restaurant, office, industrial, medical and life science in multiple states, including Arizona, California, Colorado, Nevada, Texas, and Pennsylvania. Drafted and negotiated purchase agreements, oversaw due diligence, managed escrow, negotiated and drafted lease agreements, management agreements, asset purchase agreements, license agreements, loan documents, security agreements and managed transactions from start to finish.
- Represented real estate portfolio operator and affiliate entities in dozens of acquisitions of residential apartment complexes in California and Arizona. Drafted and negotiated purchase agreements, oversaw due diligence, negotiated and drafted TIC agreements, operating agreements, management agreements, and loan documents.

Real Estate Development Deals

- Represented premier movie theatre operator in complex commercial development project including, but not limited to, drafting and negotiating purchase agreements, joint development agreements, escrow agreements, CC&Rs, leases, work letters and municipal approval applications.
- Represented several owners in the design build of premier custom residential properties. Drafted and negotiated construction agreements with architects, contractors, and project managers.
- Represented real estate developers and affiliates in the development and renovation of several multi-tenant office and laboratory spaces including negotiating design and construction agreements, drafting CC&Rs, and negotiating and drafting leases and work letters.
- Represented family trust in the sale of a commercial property complex to mixed-use commercial property developer including negotiating and drafting purchase agreements, amendments, easements, joint development agreements, and escrow agreements.

Leasing Transactions

- Represented national franchisor and innumerable franchisee retailers with over 300 retail locations spanning 33 states in leasing space from institutional shopping center owners, including negotiation of term sheets, lease agreements, work letters, collateral assignments, and operating agreements.
- Represented numerous regional landlord operators spanning multiple sectors including retail, office, industrial, and medical office operators in commercial leasing and portfolio management. Negotiated and drafted leases and subleases, assignments, amendments, consents, surrender and termination agreements, work letters, collateral assignments, subordinations, estoppels, easements and consents.