



## Steven J. Lurie

Partner

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Greenberg Glusker partner Steven Lurie is one of the nation's preeminent real estate attorneys. He advises and represents primarily developers, investors, borrowers, landlords and tenants in a variety of transactions. In the past year, he was the lead lawyer on over \$3.5B in transactions involving real estate in 25 states and the District of Columbia.

He maintains a diverse practice that includes development projects, acquisitions and sales, financing transactions, leasing and joint venture transactions. [Read more about Steve's real estate experience >>](#)

Steve is also a nationally renowned golf course attorney, having created a niche market in the golf industry for his firm. He has handled sale, purchase, lease, finance, management agreement and other transactions for golf industry clients involving 269 golf courses in 31 states. [Read more about Steve's golf course experience >>](#)

Clients engage Steve for counsel on structuring complex transactions and developing creative strategies to get deals done, believing he will find a way to help them achieve their objectives in virtually any situation. Clients turn to him to provide not just legal advice, but also business advice and judgment, especially during economic downturns. One client noted Steve's "phenomenal business sense," while another recognized Steve's "extensive knowledge of the commercial real estate industry."

In addition to working diligently to ensure the success of his clients, Steve is equally dedicated to helping members of his community through a variety of endeavors, including his pro bono work for The Maple Counseling Center, as a member of the Advisory Board for the Los Angeles Sports & Entertainment Commission, and a member of the Board of Directors for the City of Hope Los Angeles Real Estate Council.

Highly respected by those in the real estate industry, Steve has received many accolades, including from *Chambers*, *Daily Journal*, *Connect Media*, *Los Angeles Business Journal*, *Best Lawyers* and *Super Lawyers*.

Steve's career is a homegrown success story, having started at Greenberg Glusker as a summer clerk and through perseverance and dedication becoming a mainstay of the firm's success. He has also served on the firm's management committee for the past eight years.

### Professional Affiliations

- Advisory Board, Los Angeles Sports & Entertainment Commission
- Member, Board of Directors, City of Hope Los Angeles Real Estate Council

### Awards

- *Chambers USA*, Leading Lawyer in the Practice of Real Estate, 2021–2024
- "Industrial Influencer," *GlobeSt.*, 2022
- "Top 50 Real Estate Lawyer in U.S.," *Connect Media*, 2020
- "2020 Real Estate Attorney of the Year – Leader in the Law," *Los Angeles Business Journal*, 2020
- "The Best Lawyers in America®," Real Estate Law, 2014–2025
- *Southern California Super Lawyers*, 2007–2024
- "Top 100 Attorney in California," *Daily Journal*, 2010
- "California Dealmaker," *California Real Estate Journal*, 2009
- "Who's Who in Real Estate," *Los Angeles Business Journal*, 2009
- Received The State Bar of California's "Wiley W. Manuel Pro Bono Award" in recognition of his contribution of pro bono legal services
- Rated, "AV Preeminent 5.0 out of 5," Martindale Hubbell

### Bar Admissions

- California

### Education

- University of California, Berkeley School of Law (J.D., *Order of the Coif*, 1988)
- University of California, Berkeley (B.S., 1984)
  - Business Administration
  - Phi Beta Kappa
  - Beta Gamma Sigma

## Real Estate Experience

- Represented the developer in land acquisition and pending development of a project in Burbank containing 573 apartment units in two towers and a seven-story, 307 room hotel. The complex will offer 69 affordable and subsidized units for low-income residents.
- Represented the buyer in the acquisition of the office and retail portions of a 19-story 430,000 square foot mixed-use office tower in Portland, Oregon. The LEED Gold-certified asset is a condominium in a larger building that contains a hotel project on the bottom floors.

- Over a 4-month period during the COVID-19 pandemic, represented affiliated borrowers in 10 construction loan transactions with JP Morgan Chase Bank, Comerica Bank, The Northwestern Mutual Life Insurance Company, City National Bank, and Zions Bancorporation for 10 industrial development projects located in Bethlehem, PA, Atlanta, GA, Denver, CO, San Diego, CA, Dallas, TX, Kyle, TX, Ontario, CA, and City of Industry, CA.
- Represented the investor in the acquisition for \$129 million of a 7-property portfolio in Indianapolis, Indiana and Columbus, Ohio. The portfolio included high-cube distribution buildings containing 3.15 million square feet of space.
- Represented the sponsor in an equity raise from 74 accredited investors for the development of a 200-unit apartment project in an affluent suburb of Denver, and the developer/borrower in a construction loan transaction with PNC Bank.
- Represented the developer in the purchase from a public pension fund of 50% membership interests in 11 limited liability companies that own industrial warehouses near Denver International Airport.
- Represented the developer in connection with the re-development of the historic Stockyards project in Fort Worth, Texas, including construction loans for a hotel with 199 guest rooms, and for the construction/renovation of a retail/visitors center/entertainment project.
- Represented the developer/landlord in a build-to-suit lease with an international retailer for a 1.7 million square foot industrial warehouse in a business park located in Pennsylvania.
- Represented the developer/landlord in two build-to-suit leases for adjacent properties in Central Florida to a Fortune 10 company. One lease covered a to-be-built 965,000 square foot warehouse/distribution facility, and the other lease covered a to-be-built 1,125,150 square foot warehouse/distribution facility.
- Represented the borrower in a syndicated \$600 million senior unsecured line of credit transaction. The lender group included Wells Fargo, JPMorgan Chase, Regions Bank, PNC Bank, and U.S. Bank.
- Represented an investor in the acquisition of a 713,000 square foot Class A distribution facility under construction in Fort Worth, Texas. The acquisition was the down leg of an Internal Revenue Code Section 1031 tax-deferred exchange transaction.
- Represented the investor in the sale of 8 industrial/distribution buildings consisting of 3.86 million square feet, along with 41 acres of vacant land. The transaction also involved two Internal Revenue Code Section 1031 tax-deferred exchange transactions, as well as a loan defeasance transaction.
- Represented the sponsor in the formation of a fund with an employee pension plan of a Fortune 20 company for the acquisition of multi-family projects throughout the United States.
- Represented the investor in the acquisition of a 1,440,000 square foot high-cubed distribution facility in Fort Worth, Texas from the subsidiary of a German public company, and the leasing back of the property to the seller. The property was in the design development stage when the purchase and sale agreement was executed and the lease was negotiated.
- Represented the developer/ground lessee in obtaining an option to ground lease approximately 174 acres in a suburb of Atlanta for commercial development under a participating rent structure.

- Represented affiliated investors in purchase and sale transactions over a recent 8-month period for the acquisition and disposition of five multi-family projects containing 667 apartment units. The acquisitions were in Chino, CA and Sacramento, CA, and the dispositions were in Concord, CA, San Pedro, CA, and Santa Clarita, CA.
- Represented the developer in the sale of a 228-unit transit-oriented development apartment project (with 4,000 square feet of ground-floor retail space, and a 2,200 square foot fitness center) under construction in an Opportunity Zone located in Orange County, California.
- Represented the purchaser in the acquisition of 16 landscape maintenance facilities located in California, Texas, Florida, Georgia, Colorado and Nevada.
- Represented the landlord in the lease of a 194,150 square foot full office building in Northern California to a public university.
- Represented affiliated borrowers in substituting a mortgage on a high-rise apartment project in Brooklyn, New York for mortgages on two student housing projects in Tucson, Arizona.
- Represented the developer in the acquisition, financing, construction and leasing of a 125,000 square foot lifestyle center featuring retailers, restaurants, a movie theatre complex, office space and a boutique hotel in the historic Claremont Village shopping district.
- Represented the developer/ground lessee in the ground leasing, financing, construction, space leasing, sub-ground leasing and all other aspects of the development of an upscale retail project in Manhattan Beach.
- Represented the buyer/borrower in the acquisition, financing and leasing of a 173,000 square-foot shopping center in Marin County, California.
- Represented a non-profit tenant in the termination of the lease of its old headquarters, and a new full-floor office lease and construction documents for the improvement of its new headquarters.
- Represented a public company tenant in the lease of a 100,000 square foot industrial facility.

## Golf Course Experience

- Handled over 300 purchase, sale, lease, management agreement and other transactions for golf course industry clients.
- Represented Joe Guerra in the formation of a joint venture Sequoia/Canongate Golf, with Boston-based Parthenon Capital. Represented the joint venture (i) in the acquisition of more than 50 courses, including "The Woodlands" in Houston, Texas, a resort containing 5 golf courses, restaurants and hotel facilities, and (ii) the subsequent sale of the company to ClubCorp.
- Represented American Golf and NGP Realty Sub in the sale of approximately 100 golf courses and private clubs. The transactions included the sale of significant portfolios in the South and Midwest, as well as the sale of single golf courses and private clubs throughout the country.

- Represented Concert Golf securing \$100 million in new equity for additional investments in private golf and country clubs from funds managed by Blackstone and a group of high net-worth families led by Fireside Investments.
- Represented multiple private clubs in connection with clubhouse and golf course renovations.
- Negotiated loan modification agreements on behalf of the owners of golf courses in San Diego County and Northern Nevada. The transactions, among other things, resulted in the extension of the maturity date of the loans, the reduction of the interest rate of the loans, and the conversion of the required interest payments to a portion of net cash flow, with the balance of interest payments deferred until the extended maturity dates.