

Alec G. Nedelman

Senior Counsel, Business & Talent Development

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Practices

FOCUS: Real Estate

Real Estate Acquisitions, Dispositions and Joint Ventures

Real Estate Finance and Lending

Education

JD, University of California, Los Angeles, School of Law

BA, University of California, San Diego, *summa cum laude*

Bar Admissions

California

Community Involvements

State Bar of California

California Lawyers Association

American College of Mortgage Attorneys

Santa Monica Conservancy

Alec Nedelman has been a trusted advisor and counselor to real estate clients and companies, providing them with the critical thinking needed to reason through unexpected issues and opportunities. He helps clients analyze, structure, negotiate and implement complex commercial real estate transactions, including loan originations, ground leases and workouts and restructurings.

By combining recognized negotiating skills, marketing acumen and practical business skills with legal analysis and experience, Alec assists in solving high-impact business problems, strategic business planning, profit maximization and loss prevention in commercial real estate lending.

A focus on value

With many years of experience both as an outside counsel and a corporate counsel, Alec brings a unique understanding and perspective to matters. Alec is laser-focused on his long standing commitment to making sure the value of legal services exceeds expectations.

A closer and consigliere

Whether as general counsel for structured finance at a leading publicly traded finance company in the commercial real estate industry, as senior vice president for business and legal affairs in the commercial real estate division of a large national mortgage lender, or in private practice, Alec's internal and external clients look to him as their trusted advisor to close their most complex transactions, advise on negotiation strategies, manage other attorneys and develop training programs. Alec's clients work with him not only for his business-smart handling of complex and often heavily structured transactions, but also for his judgment and breadth of knowledge and experience.

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Skilled in workouts and restructurings

Alec has almost 40 years of workout experience representing financial institutions, pension funds, thrifts, life companies, REITs and others in workout negotiations, debt modifications and restructurings, deeds-in-lieu or in-aid of foreclosure, foreclosures, bankruptcy plans, development and disposition of REO, and purchases and sales of non-performing loan pools.

Publications

- E-Commerce and Real Estate: A Phantom Menace | *The Los Angeles Business Journal* (August 23, 1999)
- An Outline of Techniques and Strategies in Workout Negotiations | *Playing the New Real Estate Game Successfully* | Prentice Hall Law & Business (1993)
- Techniques and Strategies to Use in Workout Negotiations | *Real Estate Finance Journal* (Summer 1992)
- An Outline of Techniques and Strategies in Workout Negotiations | *Legal and Business Aspects of the Depressed Real Estate Market* | Prentice Hall Law & Business (1992)
- An Outline of Techniques and Strategies in Workout Negotiations | *Real Estate Workouts and Turnarounds* | Prentice Hall Law & Business (1991)
- Why A Letter of Credit May Be Better Than Money in the Bank | *CRC Report* | California Research Corporation (July 1991)
- Required Ground Lease Provisions for Non-Subordinated Leasehold Financing | *Ground Leases and the Real Estate Development Process* | Prentice Hall Law & Business (1990)
- An Outline of Techniques and Strategies in Workout Negotiations | *Real Estate Workouts and Turnarounds* | Prentice Hall Law & Business (1989)

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Presentations and Events

- 46th Annual Meeting of the American College of Mortgage Attorneys (2019) | *Moderator* | *Not Your Grandparents' Ground Lease*
- 40th Annual Meeting of the American College of Mortgage Attorneys (2013) | *Moderator* | *Considerations for Lenders in Joint Venture Formation*
- 39th Annual Meeting of the American College of Mortgage Attorneys (2012) | *Panelist* | *Now That You Own It, Part II: The Fun Starts*
- 38th Annual Meeting of the American College of Mortgage Attorneys (2011) | *Panelist* | *Mortgage Lawyers and Social Media — What Your Clients Expect From You*
Panelist | *Lessons Learned During the Recession — Changes for New Lending*
- 37th Annual Meeting of the American College of Mortgage Attorneys (2010) | *Moderator* | *Alternative Fee Arrangements: Where's the Value?*
- IMN West Coast Borrowers' & Investors' Forum on Real Estate Mezzanine Loans (2006) | *Panelist*
- IOMA Audio Conference on Law Firm Sales: Tactics and Best Practices (2005) | *Panelist*
- ICSC California Retail Leasing Symposium (2003) | *Panelist*
- USC Gould School of Law, Los Angeles County Bar Association Benjamin S. Crocker Symposium on Real Estate Law and Business (2003) | *Panelist* | *Real Estate Equity and Finance Markets*
- Northern Trust Lender's Conference (2002) | *Speaker* | *California One Action and Anti-deficiency Rules*
- Crittenden CMBS Conference (1997) | *Panelist*

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- Meeting of the Debt Restructure Roundtable (1996) | *Speaker / Loan Extensions, Modifications and Refinancings*
- California Bankers Association Bank Counsel Seminar (1995) | *Panelist*
- Pension Real Estate Association Regional Conference (1995) | *Panelist*
- Meeting of the Debt Restructure Roundtable (1994) | *Speaker / Loan Extensions, Modifications and Refinancings*
- California League of Savings Institutions Symposium (1994) | *Panelist*
- Fourth Annual Institute on Real Estate Workouts and Turnarounds (1993) | *Panelist*
- Second Annual Institute on Real Estate Workouts and Turnarounds (1991) | *Panelist*