
Craig S. Coan

Partner

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Craig Coan, a seasoned legal counselor, former accountant, and trader, applies entrepreneurial insight to create value in real estate deals for his varied, nationwide clients, including developers, family office, shopping center owners, private equity portfolio companies, restaurateurs, and REITs.

Craig's career trajectory has been particularly distinguished by his practical approach and entrepreneurial empathy. After practicing law in his twenties, Craig was a market maker on the floor of the Chicago Board Options Exchange for 15 years, a role that required him to make numerous high-stakes decisions daily.

A former CPA with a Big Eight accounting firm, Craig approaches each matter as if his own money is at stake, often applying his accounting and tax skills in the process. That holistic approach applies across a broad spectrum of real estate transactions in which Craig boasts significant experience: acquiring and disposing of distressed assets; office, retail, and industrial leasing on behalf of landlords and tenants; handling development matters; representing borrowers in financing transactions; and overseeing tax-free exchanges.

Professional Affiliations

- Century City Bar Association
- Urban Land Institute

Bar Admissions

- California
- Illinois

Services

- Real Estate
- Acquisitions & Sales
- Real Estate Financing
- Leasing
- Project Development
- Restaurants
- Cannabis
- Retail & Hospitality

Education

- Northwestern University School of Law (J.D., *cum laude*, 1986)
 - Executive Editor, Journal of Criminal Law and Criminology
 - University of Florida (B.S., *high honors*, 1982)
 - Accounting
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Representative Experience

- Assisting a developer client in the development and leasing of a ground up 80,000 square foot shopping center.
 - Representing multiple quick-serve restaurant chains in nationwide leasing, licensing and real estate matters.
 - Represented largest American private label water bottle supplier in acquisition and development of 22-acre parcel for construction of a 377,000 square foot manufacturing bottling plant.
 - Assisted Chicago-based bank with over 600 branches nationwide, in the disposition of over 100 properties of its REO portfolio.
 - Represented long-term skilled nursing and senior housing REIT in the acquisition, lease-back and development of independent living, assisted living and skilled care facilities throughout the country.
 - Represented industrial developers in the sale, acquisition, financing and lease of industrial buildings throughout the country.
 - Represented borrowers and lenders in the financing and refinancing of development, construction and acquisition of real estate.
 - Represented clients in the creation and organization of commercial condominiums, shopping centers and senior housing campuses.
 - Representing shopping center owners in an outside general counsel role as well as leasing and financing transactions.
 - Represented concert promoter in the negotiation of an exclusive license to state concerts at a minor league baseball stadium.
 - Provided outside general counsel representation for closely held businesses.
 - Representing private equity portfolio companies in the leasing, acquisition and development of preschools throughout the country.
 - Represented media company in 50,000 square foot creative office lease.
 - Negotiated studio leases for production companies and landlords.
 - Assisting clients with tax driven transactions, including 1031 deferred exchanges.
 - Act as informal general counsel for my real estate clients.
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Q&A with Craig

Q: How has your previous career shaped the way you advise clients today?

A: My experience as an options floor trader at the Chicago Board Options Exchange,

trading my own money and running my own business, has provided me with a tremendous amount of insight into my clients' businesses. I had to make hundreds of decisions daily, with each one having a direct monetary consequence. Accordingly, I am not afraid to give my opinion to a client.

Q: What's your approach to negotiation and client advocacy?

A: I do whatever I can to get clients what they want. To get them the results they need, but at the same recognizing the other party's interests and goals and finding creative ways to reach agreement.

Q: Can you share an example of a time you used your diverse background to solve a client issue?

A: I was able to come up with a creative solution, combining my background in tax along with my real estate expertise, that gave him the tax protection he needed. Even though I'm not a tax practitioner, I look at everything from a holistic approach.

Q: What does returning to Greenberg Glusker mean to you?

A: I always regretted leaving Greenberg Glusker and when I had the opportunity to come back here as a partner, I was very happy. There are still a lot of people here today that were here when I left in 1989. When people ask, 'What is it like today?' I say, 'The lawyers are much smarter and better than I remembered.'

Q: How does your entrepreneurial past influence your practice?

A: The entrepreneurial empathy I developed running my own derivatives trading company—"sleepless nights worrying about where the market's going, personal experiences that a lot of lawyers don't have"—motivates me to dig deep to solve my clients' problems and get deals done. I know how to think like an entrepreneur. In most cases I'm able to see the risk/reward the client sees, and identify what might be overlooked.