
Michael Manley

Partner

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

Michael represents institutional property owners, developers, operators, and tenants in complex commercial real estate matters, including ground-up retail development projects, build-to-suit and portfolio leases, financings, and the acquisition and disposition of commercial and mixed-use properties spanning a broad range of asset classes, including retail, restaurant, office, industrial, life science, and other commercial property types.

Michael is known for his pragmatic, business-oriented approach and for partnering closely with clients to understand their commercial objectives and risk tolerance, allowing him to deliver clear, efficient, and results-driven advice across transactions of varying size and complexity.

Before joining Greenberg Glusker, Michael was a partner at a San Diego-based boutique firm, and later served as Executive Director of a San Diego nonprofit dedicated to ending youth homelessness through supportive housing and workforce development initiatives.

Bar Admissions

- California

Education

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

Services

- Real Estate
- Acquisitions & Sales
- Real Estate Financing
- Leasing
- Retail & Hospitality

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.