

Theani C. Louskos



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Education

University of California, Berkeley,
School of Law (Boalt Hall), J.D., 1980

Indiana University, B.A., 1973

Bar Admissions

State Bar of California

International Council of Shopping Centers

Commercial Real Estate Women (CREW)

Speaking Engagements

Speaker on Retail Leasing for the Practicing Law Institute's program on Negotiating Commercial Leases (2001 – 2006)

Speaker on Reciprocal Easement Agreements for the Practicing Law Institute's Commercial Real Estate Institute (2006)

Moderator and panelist for the Real Property Purchase and Sale Agreement program presented by California Continuing Education of the Bar (CEB) and the State Bar of California's Real Property Law Section (2002, 2004 and 2006)

Publications

Coauthor of the Chapter "Lawyer's Role in Real Property Sales", California Real Property Sales Transactions, published by CEB (2007)

Author of "Unique Issues and Major Differences between Retail and Office Leasing", Spring 2004 edition of the California Real Property Law Journal published by the State Bar of California

Practice Areas

Transactional Real Estate

Experience

Ms. Louskos is a shareholder in the firm. She represents both landlords and tenants in commercial leasing matters and has drafted and negotiated office, retail, industrial and restaurant leases. Ms. Louskos specializes in the representation of national retail tenants and has negotiated over two hundred major retail leases for them over the past two years. Ms. Louskos has also handled major real estate acquisitions and sales on behalf of national retailers, developers, syndicators and Real Estate Investment Trusts.

Ms. Louskos has represented institutional lenders and borrowers in financing office, industrial, retail and residential projects throughout the United States, including the drafting and negotiation of loan and loan defeasance documentation, preparation of legal opinions involving secured transactions, review of title matters and due diligence review. Ms. Louskos has represented clients in negotiating loan restructures, discounted payoffs with commercial lenders and real estate loan workouts.

Ms. Louskos represents clients in the acquisition and sale of businesses and assets and counsels business clients in connection with a variety of commercial contracts.

Representative Matters

Represents Ross Dress For Less, Inc. in leasing and real estate transactions.

Represented a national retailer in bulk acquisition of 37 retail leases.

Represented a national retailer in acquisition of warehouse facilities.

Represented a national retailer in negotiation of an industrial lease for a 423,000 square foot warehouse and distribution facility.

Represented a landlord of high rise multimedia building in San Francisco in complex lease negotiations with a rental value of approximately \$50 million.

Represented a national retailer in sale of multi-store retail chain.

Represented both lenders and borrowers in the closing of over \$1 billion in real estate loans, including financing of the Avco Center in Los Angeles; the Clift Hotel in San Francisco, 1700 California Street in San Francisco and the Capitol Mall in Sacramento.

Represented a joint venture partner in the negotiation and closing of the \$157 million financing commitment for the Apple Computer headquarters.

Represented an East Bay real estate syndicator in the restructuring of \$100 million of debt.

Represented a construction lender in the financing of multiple apartment projects throughout the United States.

Represented developers in the negotiation of loan workouts and loan forbearance agreements.