

## Martin I. Zankel



### Contact

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### Education

University of California, Hastings College of the Law, J.D., 1974

University of Pennsylvania, Wharton School of Finance and Commerce, B.S., 1955

### Professional Affiliations

Bar Association of San Francisco

American Bar Association, Section of Real Property Probate and Trust Law, Commercial Leasing Committee

International Council of Shopping Centers

Urban Land Institute

Past President, Berkeley Repertory Theater Board of Directors

Member, Board of Trustees, NPR Foundation

Adjunct Professor of Law, Hastings College of the Law, University of California, San Francisco

Adjunct Professor of Law, University of Miami Law School, Masters Program in Real Estate Development Law

### Bar Admissions

State Bar of California, Real Property Law Section

### Practice Areas

Transactional Real Estate

### Experience

Martin Zankel is Emeritus Counsel to the firm. He specializes in large, multifaceted property transactions and has represented national retailers, real estate developers and investors in a variety of transactions, including in major acquisitions.

Mr. Zankel's expertise extends to the efficient sale and acquisition of business entities. He possesses extensive experience in navigating clients through structurally complex acquisition, financing, and restructuring transactions.

### Representative Matters

Mr. Zankel was instrumental in managing a major institutional joint venture for a developer and in the \$2,000,000,000 restructuring of equity and lending interests with an institutional lender on behalf of a real estate investor-developer.

Mr. Zankel represented the sellers in the sale of the major West Coast auction house to a Fortune 500 company.

Mr. Zankel managed the phase-out of a 28-store division for a retail client who elected to exit a single geographic market.

Mr. Zankel has managed the acquisition financing of a nine-figure package of secured loans for a real estate company and was instrumental in the re-financing of this loan two years later.

### Publications

Author, *Negotiating Commercial Real Estate Leases*, published in 1990 by a division of Longman's and re-issued in 2001 by Mesa House Publishing.

Mr. Zankel has also been the author of numerous articles published in real estate and legal journals.