



## Contact

Main: 415.956.1900  
Direct: 408.204.1384  
Fax: 415.956.1152  
Email: [jhall@bzbm.com](mailto:jhall@bzbm.com)  
LinkedIn: Joel R. Hall

## Education

Villanova University School of Law, J.D., 1968  
Pennsylvania State University, B.A.  
(Political Science), 1964

## Professional Affiliations

American College of Real Estate Lawyers  
Past Advisory Board Member (2006-2017),  
Advanced Commercial Leasing Institute of the  
Georgetown University Law Center  
International Council of Shopping Centers

## Bar Admissions

State Bar of California, Real Property Section

## Honors

Named as a "Super Lawyer" (2012 to present)  
by Thomson Reuters

## Practice Areas

Transactional Real Estate

## Experience

Joel Hall is Of Counsel to the firm. He specializes in all aspects of real estate leasing as well as in purchases and sales of real estate including retail, office and industrial properties. He is recognized as an accomplished negotiator.

Prior to associating with the firm, Joel has represented several international retailers, including Apple Inc., in negotiating leases for retail stores in the United States. He is a former partner of Miller Starr Regalia, Walnut Creek, CA.

Prior to entering private practice, Joel was an Associate General Counsel for Gap, Inc. where he was involved in all aspects of new store development for The Gap, Banana Republic, Old Navy and their outlet divisions. During his 25 year tenure at Gap, Inc., Joel negotiated leases, nondisturbance agreements and other related documents in connection with the company's retail stores and initiated the formation of leasing policy for all divisions.

Before joining Gap Inc., Joel represented shopping center developers in leasing transactions, real estate acquisitions and sales.

## Representative Matters

Negotiated leases for Apple, Inc. flagship stores in the U.S. including the landmark store at 58th St. & 5th Ave, New York, NY.

Negotiated flagship location for global retailer at the revitalized World Trade Center, New York, NY and the Century City Shopping Center, Los Angeles, CA.

Negotiated leases for international restaurateur, Estiatorio Milos at The Cosmopolitan of Las Vegas and South Miami Beach, Florida.

## Speaking Engagements/Publications

Joel is a frequent speaker and author of numerous materials on commercial leasing topics on behalf of the International Council of Shopping Centers, the Georgetown University Law Center Advanced Commercial Leasing Institute (where he served on the advisory board), the American College of Real Estate Lawyers, the New York State Bar Association Real Estate Section and several other professional leasing programs. His materials have been cited as secondary authority in state and federal opinions.

## Speaking Engagements/Publications [ Continued ]

"DEEP IN THE HEART OF TAXES": Issues Involving Real Estate Tax Pass Throughs From the Tenant's Viewpoint. Presented to the American Council of Real Estate Lawyers, January, 2016.

"JOURNEY THROUGH THE NINE CIRCLES OF HELL": A Tenant's Odyssey in Negotiating Nondisturbance Agreements. Presented to The New York State Bar Association, New York, NY, June 17, 2015.

"RIDDLE INSIDE A MYSTERY WRAPPED IN AN ENIGMA": Plumbing The Netherworld of Common Area Maintenance Costs. Presented to the International Council of Shopping Centers ("ICSC") 2014 U.S. Shopping Center Law Conference Marriott Grand Lakes, Orlando, Florida, October 22-25, 2014.

"ASSIGNMENT AND SUBLETTING": "Landlord: I'll Always Be Yours (For Now)", Presented to the Georgetown Law Center, Advanced Commercial Leasing Institute, Washington, DC, April 3-5, 2013.

"EXCLUSIVE CLAUSES & RADIUS CLAUSES": Monogamy or Monopoly? Navigating the Minefield of Exclusives and Radius Clauses. Presented to the ICSC 2009 Shopping Center Law Conference, Phoenix, Arizona, October 21-24, 2009.

"CO-TENANCY ISSUES & COVENANTS TO OPERATE" OR "Is There Anybody Out There?/ Dancing In The Dark." Presented to the ICSC 2008 U.S. Shopping Center Law Conference, Hollywood, Florida, October 22- 25, 2008.

"TENANT EXIT STRATEGIES": "Who Picked This Location Anyway?" Presented to the ICSC California Leasing Symposium, San Francisco, California, February 27, 2004.

"TRIPLenet vs. GROSS LEASES": Presented to the ICSC California Retail Leasing Symposium, San Francisco, California, February 28, 2003.