



SETH WEISSMAN

**Partner**

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### **Overview**

Seth Weissman is Partner of the Firm. As a seasoned real estate practitioner, Mr. Weissman oversees every form of real estate matter, from acquisitions and dispositions, to development, construction, equity joint ventures, private placements, debt financing, leasing, and land use.

Recognizing that real estate is a fundamental driver of the American economy, accounting for more than 15% of US GDP, Mr. Weissman helps his clients execute meaningful transactions, develop sustainable projects, and achieve critical goals with lasting impact.

Mr. Weissman's clients include developers, owners, operators, equity investors, lenders, and contractors involved in mixed-use, office, industrial, retail, single-family, multi-family, hospitality, and senior-living projects. When markets face distress, he counsels clients through difficult workouts and restructurings, as well as those taking advantage of market opportunities.

A significant percentage of Mr. Weissman's clients are private investment companies, family offices, and high-net-worth individuals.

Mr. Weissman also has a burgeoning sports practice, advising clients on marketing partnerships and sponsorship opportunities with stadium owners, professional sports leagues, teams, players, and media figures.

Significant representations and transactions include:

- Assisted a privately-held media company in a \$126 million sale-leaseback transaction involving 26 television stations.
- Represented the purchasers/borrowers of multiple apartment portfolios, each valued at over \$100 million.
- Represented a single-family office in the disposition of approximately \$2 billion of real estate in North Carolina and Texas.
- Represented the developer/seller of a six-building research facility in a build-to-suit transaction with a Fortune 100 pharmaceutical company.
- Represented a public company in its marketing partnership with the NBA and WNBA, and the negotiation of multiple player-sponsorship deals.
- Negotiated a 10-year marketing partnership for a major healthcare organization with the owner of SoFi Stadium.
- Ongoing representation of a syndicator in connection with acquisitions and financing of multi-family projects exceeding \$350 million to date.



- Representation since 2014 of a local real estate development company in the acquisition, syndication, financing, construction, operation, and sale of approximately twenty multi-family projects.
- Completed over 75 distressed real estate and note acquisitions between 2010 and 2013, for multi-family, office, retail, and industrial properties in California, Nevada, Arizona, Texas, Colorado, Indiana, Georgia, and Florida, ranging from \$10 million to \$100 million.
- Represented the seller of a \$180 million office portfolio for a Fortune 100 company.
- Represented a Forbes 400 family real estate company from 2007 to 2010 in the acquisition and financing of \$80-100 million in office buildings in Beverly Hills, California.
- Represented equity investors in a 300-unit student housing project in San Diego, California.

### **Prior Experience**

Prior to joining the Firm, Mr. Weissman was a partner at Jeffer Mangels Butler & Mitchell LLP (JMBM).

### **Education**

J.D., University of Southern California Gould School of Law, 1995

B.A., University of California, Los Angeles Phi Beta Kappa, 1992, *magna cum laude*

### **Bar Memberships**

State Bar of California

U.S. District Court, Central District of California

Federal District Court Ninth Circuit