

Michelle Marlo

Senior Counsel

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For over 30 years, Michelle Marlo has represented clients in a variety of complex real estate and commercial transactions, in both private practice and as general counsel to a diverse national consolidated group specializing in development and portfolio management of commercial and industrial properties.

Michelle has been involved in all phases of single site and multisite commercial and industrial property transactions from the ground-up through entitlements, repositioning, restructurings, and financings for institutional, governmental, public and privately-held companies. She has extensive experience in generating investor capital, utilizing debt and equity structures, including private placements, syndications and joint ventures.

Michelle has represented equity investors, project developers and lenders in renewable energy transactions, including geothermal, wind and solar power production.

Representative Experience

- Represented a Canadian equity fund in the acquisition and project financing of a geothermal electrical production plant in northern Nevada.
- Represented a public company in connection with a wind farm development project in Kern County.
- Represented the state of California in connection with the development, entitlement, construction and public financing of a new 13-courtroom courthouse project.
- Represented a private equity sponsor in the formation of a \$40 million syndicated equity investment fund targeting real estate distressed properties.
- Represented a private equity sponsor in the formation of a \$100 million syndicated debt fund offering non-institutional real estate financing in the western United States.
- Represented institutional and regional developers in hundreds of transactions from the ground-up, including acquisition, land assemblage, development, entitlement, construction, leasing, and disposition.
- Represented a developer in a \$150 million acquisition of a prominent UK commercial property.
- Represented one of the largest national retail shopping center developers in the acquisition of development density rights required in connection with its expansion of a major Los Angeles shopping center.
- Represented a developer in the acquisition, financing, development and entitlement of 3,200 acres of undeveloped land for a planned residential and resort development in Calaveras, California.
- Represented a developer in a land assemblage acquisition, re-entitlement and development of 12 properties, and sale to Wal-Mart.
- Represented a national citrus grower and processor in the disposition of all of its plant processing properties in southern California, including the transfer of substantial water rights.

- Represented a developer in the acquisition, entitlement, construction and leasing of a 60,000 square foot Federal Express Distribution Center in northern California.
- Represented a developer/investor in the restructuring of \$250 million in debt secured by 50 commercial and industrial properties through the United States

Professional & Community Engagement

- Urban Land Institute, Member

Education

- Loyola University (J.D., 1978)
- California State University, Los Angeles (B.S., 1972)

Admitted to Practice

- California

Related Services

Corporate & Finance | Corporate & Business Transactions | Real Estate & REITs | Mergers & Acquisitions | Leasing