

Paul J. Titcher

PARTNER

Los Angeles

t. 310.284.2255

f. 310.284.2100

ptitcher@coxcastle.com



Overview

For over thirty years, Paul has represented major developers, owners, and operators of master-planned communities, country clubs, hotels, resorts, senior housing projects, retail projects, and office properties.

What sets Paul apart from most other lawyers is his business-oriented approach and understanding of both the short and long term goals of his clients. His primary focus is to maximize a client's flexibility and return while minimizing its risk. Paul uses this approach to develop long term relationships with his clients that don't end when the deal closes.

Paul has been a pioneer in the area of mixed-use and adaptive re-use development and has worked with developers on the entitlement and structure of a number of major projects in Los Angeles, Long Beach, San Diego, and the Bay Area, including the rehabilitation and repositioning of several historic buildings. Paul has developed creative approaches to address the unique challenges created by these types of projects.

Over the years, Paul has worked with the owners and developers of dozens of equity and non-equity country clubs throughout California. This includes structuring membership programs, registration of membership securities, transferring clubs to the members, and positioning non-equity clubs for sale. In addition, Paul has extensive experience in assisting country clubs with on-going operational and management issues including member disciplinary actions, negotiation of golf tournament agreements, employee issues, and the like.

Practice Areas

Commercial Real Estate
Transactions

Master-Planned Development
Real Estate

Industries

Healthcare & Seniors Housing
Hospitality

Real Estate Sectors

Mixed-Use

Office

Residential, Mixed-Use
Development & Homebuilding

During his career, Paul has worked on dozens of hotel acquisition and disposition transactions and has become a recognized expert in structuring such transactions and in addressing the unique issues that arise in connection therewith. These include liquor license issues, WARN Act compliance, employee and labor issues, special tax considerations, and management transitions.

Bar & Court Admissions

State Bar of California

Education

J.D., University of California, Berkeley School of Law, 1990

B.A., University of California, Santa Barbara, 1987, high honors

Experience

Represented a large privately-held real estate company in connection with the sale of numerous office and retail properties in Southern California.

Represented a country club in connection with the establishment of new club amenities and related membership program.

Represented a country club developer in connection with a major restructuring of the club's membership program.

Represented a country club owner in connection with the sale of a private, non-equity club in Northern California.

Represented the developer of an adaptive reuse project in downtown Los Angeles that transformed an empty office building into a mixed-use project.

Represented the developer of an adaptive reuse project in Koreatown that transformed an empty office building into a mixed-use project.

Represented a country club developer in connection with the early transfer of the club to the members and the sale of the remaining membership interests to the club.

Represented a hotel REIT in connection with the purchase of numerous hotel properties in Southern and Northern California.

Represented a hotel REIT in connection with the purchase of a large hotel in San Francisco.

Represented a hotel REIT in connection with the subdivision and sale of an underutilized portion of an existing hotel site for condominium development.

Insights

News

Hoteliers Look Forward to a Full Recovery
News, *GlobeSt.com*, 6.13.22

Paul Titcher Interviewed In Lodging Magazine Article - Real Estate Lawyer Paul Titcher Reflects on 2019 Development Drivers
News, *Lodging Magazine*, 9.5.19

Paul Titcher Featured In Hotel Business Article - Confidence Increases As Fundamentals Remain Stable
News, 9.7.18

Thirty-five Cox, Castle & Nicholson Attorneys Recognized As 2018 Southern California Super Lawyers & Rising Stars
Press Release, *Southern California Super Lawyers*, 7.10.18

Ira Waldman & Paul Titcher Featured In The American Lawyer Article - Selling Playboy Bunnies in China: How Hugh Hefner Kept His Lawyers Busy
News, *The American Lawyer*, 9.28.17

Thirty Six Cox, Castle & Nicholson Attorneys Recognized As 2017 Southern California Super Lawyers & Rising Stars
Press Release, *Southern California Super Lawyers*, 6.7.17

Cox, Castle & Nicholson Represents Buyer in \$100M Purchase of Playboy Mansion
Press Release, *CCN Press Release*, 8.17.16

Thirty Five Cox, Castle & Nicholson Attorneys Recognized As 2016 Southern California Super Lawyers
Press Release, *Southern California Super Lawyers*, 6.6.16

Thirty Cox, Castle & Nicholson Attorneys Recognized As 2015 Southern California Super Lawyers And Six Named As Rising Stars
Press Release, 1.23.15

41 Cox, Castle & Nicholson Attorneys Recognized As 2014 Super Lawyers
Press Release, 7.17.14

Twenty-Four Cox Castle & Nicholson LLP Attorneys Are Selected To Be Published In The 2013 Super Lawyers Business Edition
Press Release, *Super Lawyers Business Edition Magazine*, 1.21.13

Twenty-Four Cox, Castle & Nicholson, LLP Attorneys Are Selected To Be Included In The Southern California Super Lawyers 2012 List
Press Release, *Law 360*, January 2012

Back to the City
News, 05.01.05

Publications

Mixed-Use Developments Continue Their Evolution
Article, *Western Real Estate Business*, 1.20.20

The Continued Growth of Mixed-Use Developments
Article, *Western Real Estate Business*, 6.1.17

Subdivision Maps Extended for Additional 2 Years
Client Alert, *CCN Client Alert*, 7.15.11

The Right Mix
Article, 07.01.05

The New Gray
Article, 01.01.04

Awards & Affiliations

Honors & Recognitions

Southern California Super Lawyers, 2012-2018

Southern California Rising Stars, 2005-2006

Professional Affiliations

Urban Land Institute (ULI)

Southern California Building Industry Association

Since 2003, Paul has been an instructor for the *Real Estate Development Process* course that is offered by the ULI Real Estate School in Los Angeles and San Francisco.