

## John Matthew Trott

PARTNER

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### Overview

John has extensive experience in representing financial institutions, real estate developers and owners, and institutional investors in complex commercial real property acquisitions, dispositions, and financings, as well as restructuring the financial arrangements of troubled assets.

### Real Estate Acquisition And Dispositions

From negotiating letters of intent to closing, John has extensive experience in the purchase and sale of retail, office, multi-family, and industrial properties, including multi-state and multi-parcel transactions. John's knowledge also extends to assisting clients with due diligence investigations of properties to be acquired.

### Financing Transactions And Related Workouts

John regularly counsels borrowers and lenders in connection with acquisition, development, construction and long-term financing of all types of real estate projects. He also frequently acts as local counsel for transactions involving real property located in California. John has broad experience assisting clients in connection with the purchase and sale of loans, loan defeasance, and loan modifications and workouts.

#### Practice Areas

- Borrower Finance
- Commercial Lending
- Commercial Real Estate Transactions
- Finance & Corporate
- Real Estate

#### Industries

- Banking & Financial Institutions
- Institutional Investors
- Pension Funds

#### Real Estate Sectors

- Industrial
- Mixed-Use
- Multifamily
- Office
- Retail

## Bar & Court Admissions

State Bar of California

## Education

J.D., Columbia University Law School, 1997

M.P.A., Columbia University School of International and Public Affairs, 1992

B.A., Pomona College, 1989

## Experience

Represented borrowers in connection with \$212 million term loan secured by a multi-building office park located in Springfield, Virginia.

Represented construction lender in connection with the financing of acquisition, development and construction of single family detached homes in Southern California.

Negotiated the assumption of an \$8 million loan in connection with the acquisition of a shopping center in Chula Vista, California.

Represented the borrower in connection with a \$125 million senior secured real estate term loan secured by 25 medical office buildings located throughout the country.

Represented an affiliate of borrower in connection with the discounted acquisition of the borrower's debt from a national bank.

Represented a public pension fund in connection with the acquisition of a portfolio of office buildings located in Austin, Texas for a purchase price of over \$850 million.

Negotiated the sale of an office complex in Fairfax, Virginia for a sale price of \$128 million.

Represented a public pension fund in connection with the investment of over \$800 million to acquire a portfolio of residential projects located primarily on the East Coast.

Negotiated the post-foreclosure acquisition of a retail/office project in Hermosa Beach, California from lender.

## Insights

### News

John Trott Featured In Bisnow Article - The LA Deal Sheet  
News, *Bisnow*, 10.3.17

Profiles in Membership  
News, *Probate & Property Magazine*, March/April 2013

Landlord and Tenants Prepare for New Ownership in Leases  
News, *California Real Estate Journal*, 6.8.09

Cox, Castle & Nicholson LLP's Partner John Matthew Trott Was Elected To Fellow Of The American Bar Foundation  
Press Release, *CCN Press Release*, 5.18.08

Cox Castle & Nicholson LLP Closes Another Major Deal: Thomas Properties Group, Inc. Completes One Billion Dollar Financing of 3.5 Million Square Foot Portfolio of Class A Office Properties in Austin, Texas  
Press Release, 06.06.07

Cox, Castle & Nicholson Completes \$458 Million Refinance For 52-Story Tower and Parking Garage  
News, 08.15.06

### Speaking Engagements

2016 Spring Symposia CLE Meeting  
Conference, Westin Copley Place, Boston, MA, 5.13.16

ABA Webinar - Commercial Real Estate Financing  
Webinar, 3.25.15

Strafford Webinar: Subordination, Non-Disturbance and Attornment Agreements in Commercial Leasing and Real Estate Finance  
Webinar, 12.11.13

IMN Borrowers' Forum on Non-Bank Real Estate Finance and Subordinate Debt  
Conference, Fairmont Miramar Hotel, Santa Monica, California, 9.9.13

Troubled Times Ahead? The Impact of Bankruptcy on Commercial Real Estate  
ABA 19th Annual Spring Symposium  
Conference, Washington D.C., 5.2.08

Putting Your Loan Documents to the Test  
3.3.07

## Publications

The Big Payoff - The Challenges and Rewards of Making Discounted Payoffs on Performing Loans  
Article, *The Institutional Real Estate Letter – North America*, June 2010

Clear Channel Outdoor, Inc. v. Nancy Knupfer, Chapter 11 Trustee; DB Burbank, LLC  
Article, *E-Report*, 8.1.08

What Developers Should Know About Special Purpose Bankruptcy Remote Entities  
Article, 09.01.05

Special Purpose Bankruptcy Remote Entities  
Article, 01.01.04

## Awards & Affiliations

### Honors & Recognitions

Southern California Super Lawyers, 2004

### Professional Affiliations

American College of Mortgage Attorneys

American Bar Association

American Bar Association, Chair of the Real Estate Financing Group of the Real Property Trust and Estate Law Section;  
Formerly the Chair of Workouts, Foreclosure and Bankruptcy Subcommittee of the Real Estate Financing Group

American Bar Association's *E-Report*, Editor

Uniform Law Commission's Drafting Committee on Appointment and Powers of Real Estate Receivers, ABA Advisor

American Bar Foundation, Fellow