

Adam B. Weissburg

PARTNER

Los Angeles

t. 310.284.2270

f. 310.284.2100

aweissburg@coxcastle.com



Overview

Adam Weissburg is a transactional attorney who regularly represents borrowers and lenders in all facets of real estate finance.

Adam's lending clientele ranges from local banks to some of the larger financial institutions in the United States, including banks, debt funds, insurance companies and private lenders. On the borrower side, Adam represents local developers, institutional owners of real estate, and public and private REITs. In connection with both transactions, he often is called about to structure for (and in the capacity of representing lenders, splitting loans to accommodate) mezzanine and senior secured real estate facilities. Adam also has extensive experience in workouts and loan amendments, having started his career as a bankruptcy attorney in the early 1990s.

Local Counsel, National Experience

Adam prides himself on having a team of lawyers who can handle large and smaller loans. Staffing efficiencies allow him and his team to represent both lenders and borrowers in loans ranging as low as a few million dollars, while still having the resources and experience to handle loans that routinely exceed \$100 million. Although a resident in Los Angeles and having handled a multitude of California transactions, he acts as lead counsel on transactions throughout the United States.

Practice Areas

- Bankruptcy & Workouts
- Commercial Lending
- Commercial Real Estate Leasing
- Commercial Real Estate Transactions
- Finance & Corporate Real Estate

Industries

- Banking & Financial Institutions
- Hospitality
- Life Sciences

Real Estate Sectors

- Industrial
- Mixed-Use
- Multifamily
- Office
- Residential, Mixed-Use Development & Homebuilding
- Retail

Bar & Court Admissions

State Bar of California

U.S. District Court for the Central, Northern, and Eastern Districts of California

Education

J.D., University of Southern California, Gould School of Law, 1990, Order of the Coif

A.B., University of California, Berkeley, 1986

Experience

Represented a lender to an owner of a boutique hotel in New York City in connection with a \$65 million loan facility, which was structured as a senior loan of \$40 million that was transferred to another lender and the client retaining a junior loan in the amount of \$19 million. Negotiated all loan documents, syndication agreement and inter-creditor agreement with a mezzanine lender to borrower.

Represented an insurance company in \$100 million loan to a publicly traded REIT. The loan was secured by office properties located in Los Angeles and Orange County.

Represented a hedge fund on various loan works outs associated with assets acquired in bankruptcy. Loans worked out included cross collateralized loans, to regional and national lenders, with loan sizes ranging below \$5 million to in excess of \$20 million.

Primary counsel for mezzanine lender in connection with mezzanine loans throughout the United States. Loans included capital for distressed loan acquisition, converting into both senior and mezzanine loans upon sponsor's acquisition of underlying real estate.

Represented a large national bank in connection with the restructure of a \$100 million A/B loan to multiple borrowers and secured by both multiple office buildings along with membership interests in affiliated entities. In addition to the multiple collateral issues, representation included negotiation of the syndication of the loan with various lenders.

Represented one of the largest U.S. national banks in connection with an approximately \$53 million mortgage loan to a large retail shopping center. The collateral was tenanted with small and multiple large, national tenants and subject to a ground lease with the municipality.

Represented an agency office of a foreign lender in connection with an approximately \$500 million facility secured by multifamily properties in four states in the Western United States.

Represented a syndicate of lenders in connection with a loan in the approximate amount of \$500 million secured by a regional shopping center.

Represented borrower in \$240 million financing of trophy hotel in Southern California.

Insights

News

Forty-One Cox Castle Lawyers Named to 2023 Best Lawyers® List
Press Release, *Best Lawyers*, 8.18.22

Thirty-Four Attorneys Named 2022 California Super Lawyers
Press Release, *Super Lawyers*, 8.1.22

Chambers Ranks Eight Cox Castle & Nicholson Attorneys for the 2022 USA Guide
Press Release, *Chambers USA*, 6.3.22

35 Cox, Castle & Nicholson LLP Lawyers Named to 2022 Best Lawyers® list
Press Release, *Best Lawyers®*, 8.19.21

Chambers Ranks Five Cox Castle & Nicholson Attorneys for the 2021 USA Guide
Press Release, *Chambers USA*, 5.20.21

Adam Weissburg Named a 2020 "BTI Client Service All-Star"
Press Release, *BTI Consulting Group*, 12.9.20

32 Cox, Castle & Nicholson LLP Lawyers Named to 2021 Best Lawyers® list
Press Release, *Best Lawyers®*, 8.21.20

Twenty-Five Cox Castle & Nicholson Attorneys have been selected to the 2020 Southern California Super Lawyers
Press Release, *Super Lawyers*, 5.1.20

Capital Markets Team Listed On Real Estate Forum's Rainmakers List
News, *Real Estate Forum*, 2.5.20

Twenty-Nine Cox, Castle & Nicholson Attorneys Have Been Selected for the 2020 Edition of The Best Lawyers in America®.
Press Release,

The Best Lawyers in America®, 8.16.19

Twenty-Nine Cox, Castle & Nicholson Attorneys Recognized As 2019 Southern California Super Lawyers & Rising Stars
Press Release, *Southern California Super Lawyers*, 7.15.19

Cox, Castle & Nicholson Partners Named To 2018 Who's Who Legal Directory
Press Release, *Who's Who Legal*, 11.7.18

Twenty-Six Cox, Castle & Nicholson Attorneys Have Been Selected for the 2019 Edition of The Best Lawyers in America®.
Press Release,

The Best Lawyers in America®, 8.15.18

Cox, Castle & Nicholson Named LA's #1 Real Estate Law Firm By The Real Deal
Press Release, 7.26.18

Cox, Castle & Nicholson Named LA's Top Real Estate Law Firm By The Real Deal
News, *The Real Deal*, 7.26.18

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

Twenty-Three Cox, Castle & Nicholson Attorneys Have Been Selected for the 2018 edition of The Best Lawyers in America®.
Press Release, *The Best Lawyers in America®*, 8.15.17

Adam Weissburg Quoted in Law360 Article - Regulatory Reform May Level The Bank-Nonbank Playing Field
News, *Law360*, 6.20.17

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

Adam Weissburg and Greg Karns were featured in GlobeSt.
News, 12.2.16

Adam Weissburg was featured in GlobeSt.
News, *GlobeSt.*, 10.28.16

Twenty-Two Cox, Castle & Nicholson Attorneys Have Been Selected for the 2017 edition of The Best Lawyers in America®.
Press Release, 9.12.16

Twenty-One Cox, Castle & Nicholson Attorneys Have Been Selected for the 2017 edition of The Best Lawyers in America®.
Press Release, *The Best Lawyers in America®*, 9.12.16

Cox, Castle & Nicholson Attorneys Ranked in Legal 500
Press Release, *Legal 500*, 7.6.16

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

Adam Weissburg & Amanda Wolin Highlighted In Daily Journal's "Dealmakers"
News, *Daily Journal*, 12.31.15

Twenty Two Cox, Castle & Nicholson Attorneys Recognized As 2016 Best Lawyers In America
Press Release, *Best Lawyers in America*, 8.17.15

Cox, Castle & Nicholson Attorneys Ranked In Legal 500 Series
News, *Legal 500*, 6.5.15

Real Estate Developers Find More Middle-Market Capital
News, *Law360*, 2.2.15

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

Cox, Castle & Nicholson Attorneys Highlighted In Daily Journal's "Dealmakers"
News, *Daily Journal*, 12.18.14

Who's Who Legal : Real Estate 2014
News, 10.16.14

20 Cox, Castle & Nicholson Attorneys Recognized as 2014 Best Lawyers
Press Release, 7.18.14

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

Distressed? Don't Overlook Due Diligence
News, *GlobeSt*, 4.18.14

Cox, Castle & Nicholson Closes U.S. Bancorp Deal
News, *Daily Journal*, 10.24.13

Los Angeles Business Journal : Who's Who In L.A. Law
News, *Los Angeles Business Journal*, 7.22.13

Three Cox, Castle & Nicholson Attorneys Featured In LABJ
Press Release, *Los Angeles Business Journal*, 7.22.13

Some RE Investors Ditch Equity For Debt As Deal Prices Rise
News, *Law 360*, 7.18.13

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-three Cox Castle & Nicholson LLP Attorneys Are Selected To Be Published In The 2012 Super Lawyers Business Edition

Press Release, 9.4.12

Construction Jobs Grow But 'Too Many States' Still Suffering

News, *GlobeSt.com*, 4.2.12

Spec Real Estate Lending Returns With Obstacles

News, *Daily Journal*, 3.16.12

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

Fourteen Lawyers from Cox, Castle & Nicholson, LLP are Selected to be Included in The Best Lawyers in America 2012.

Press Release, *Best Lawyers in America*, 11.8.11

Twenty-three Cox Castle & Nicholson LLP Attorneys Are Selected To Be Published In The 2011 Super Lawyers Business Edition

Press Release, 9.1.11

Sixteen Cox, Castle & Nicholson LLP Attorneys Are Recognized As 2011 Southern California Super Lawyers

Press Release, 1.20.11

Congress Eyes New Bill to Aid CRE

News, *GlobeSt.com*, 7.26.10

Eighteen Cox, Castle & Nicholson LLP Attorneys Are Recognized As 2010 Super Lawyers Corporate Counsel

Press Release, *Super Lawyers*, 5.1.10

FDIC Eyes Plan To Securitize Seized Assets

News, *GlobeSt.com*, 2.5.10

Sixteen Cox, Castle & Nicholson LLP Attorneys Are Recognized As 2010 Southern California Super Lawyers

Press Release, *Super Lawyers*, 2.1.10

DEBT & EQUITY - Special Servicers Brace for Looming CMBS Defaults

News, *California Real Estate Journal*, 10.5.09

Lawyers See GGP Court Ruling Regarding Special Purpose Entities as an Isolated Occurrence

News, *Retail Traffic*, 8.25.09

Panel: Toxic Assets Still A Danger
News, *GlobeSt.com*, 8.12.09

Congress Pushes Feds To Extend TALF
News, *GlobeSt.com*, 7.31.09

Industry Contemplates a Toxic Debt Roadmap
News, *Globest.com*, 6.11.09

Sixteen Cox, Castle & Nicholson LLP Attorneys Are Recognized As 2009 Southern California Super Lawyers
Press Release, *Southern California Super Lawyers*, 1.31.09

Industry Sentiment Survey: From Bad To Worse
News, *GlobeSt.com*, 1.28.09

TARP Expected To Change Under Obama
News, *GlobeSt.com*, 1.21.09

TARP Realignment: How Bad A Blow?
News, *GlobeSt.com*, 11.13.08

CRE Ponders \$250B Liquidity Dump Implications
News, *GlobeSt.Com*, 10.16.08

Industry Backed Bailout, But Will It Help?
News, *Retail Traffic*, 10.8.08

Lehman, Merrill Commercial Real Estate Assets Expected To Be Sold
News, *Retail Traffic*, 9.24.08

Where's The Money?
News, *Builder News Magazine*, 7.1.08

Warning Raised In Anticipation Of Distressed Debt Sell-Off
News, *GlobeSt.Com*, 6.22.08

Super Lawyers 2008
News, *Southern California Super Lawyers*, 2.1.08

Office Condos Still Attractive to Investors
News, 08.27.07

Are Subprime Woes Eroding CMBS Safety?
News, 06.01.07

DEJ Roundup: Could Greenspan Be Right?
News, 06.01.05

Speaking Engagements

2022 Real Estate Law and Business Forum
Webinar, 4.7.22

2020 USC Gould School of Law Real Estate Law and Business Forum
4.2.20

2019 American College of Mortgage Attorneys Annual Meeting
Conference, Monterey Plaza Hotel & Spa, Monterey, CA, 9/05/2019-9/07/2019

2019 USC Gould School of Law Real Estate Law and Business Forum
Conference, The Jonathan Club, Los Angeles, CA, 4.11.19

iGlobal Forum's Global Leaders in Real Estate Summit: West
Conference, Julia Morgan Ballroom, San Francisco, CA, 4.26.18

LACBA Allocation of Risk in Springing Guarantees: "Market", Myths and Governing Legal Principles
Seminar, Los Angeles County Bar Association, Los Angeles, CA, 5.17.17

"Game On: The Myth and Reality of Sporting Venues and Urban and Suburban Development"
Conference, San Diego, Spring Meeting 2016

USC Gould School Of Law 2014 Real Estate Law & Business Forum
Conference, The Jonathan Club - Los Angeles, CA, 3.12.15

ACREL 2014 Annual Meeting
Conference, InterContinental Hotel, Boston, Massachusetts, 10.16.14

Crittenden National Real Estate Conference
Conference, Omni San Deigo, San Diego, California, 5.7.14

ACRE Panel - Got Notes?
Seminar, 4.8.14

USC Gould School Of Law Real Estate Law And Business Forum
Conference, Jonathan Club Downtown , Los Angeles, California, 3.5.14

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

NACAB Commercial Real Estate Lending Opportunities Conference
Conference, San Gabriel Hilton, San Gabriel, California, 6.26.13

2013 ICSC Capital MarketPlace West Conference
Conference, Intercontinental Los Angeles, Los Angeles, California, 3.5.13

ICSC Capital Markets Reality Check
ICSC WebXchange (Webinar & Networking Reception)
Webinar, Los Angeles, California, 4.26.12

Hotels in 2012: An Opportunity in a Volatile Market
USC Gould School of Law 2012 Real Estate Law and Business Forum
Conference, Los Angeles, California, 3.8.12

Sourcing & Buying Distressed CRE Debt & Non-Performing Loans
Information Management Network's Western Distressed Commercial Real Estate Forum
Seminar, Century Plaza Hyatt Regency , Los Angeles , California, 5.13.10

Seller Financing: Back in Vogue
2009 ICSC NAIOP Capital MarketPlace Conference.
Conference, Westin Times Square, New York, New York, 9.24.09

What Are Lenders And Borrowers Doing Pre-Foreclosure? Project Level Workouts & Restructuring
Information Management Network's 2nd Western Symposium On Distressed Residential & Multifamily Real Estate
Conference, The Millenium Biltmore Hotel, Los Angeles, California, 9.15.09

OREO Assets: Successfully Managing The Transition From Lender To Owner
California Bankers Association Webinar
Webinar, 8.5.09

A Primer on Seller Financing
NAIOP Webinar
Webinar, 4.30.09

Conducting Business Today; Workouts; & Post-Economic Crisis Business Models
IMN's 6th Annual Western Borrowers' and Investors' Forum
Conference, Los Angeles, California, 4.28.09

Deeds in Lieu, Foreclosures, Receivers and Other Remedies In a Difficult Economy
ULI Orange County
Seminar, Santa Ana, California, 2.24.09

When Borrower Defaults, It is Lender vs. Lender
LACBA Real Property Section
Conference, LACBA Conference Center, Los Angeles, California, 11.19.08

Distressed Loans And Bankruptcy: Working Out Defaults
IMN's Fifth Annual Western Borrowers' & Investors' Forum
Conference, The Four Seasons Hotel, Beverly Hills, California, 4.14.08

Financing the Resort Development South of The Border
2008 ARDA Convention
Conference, Venetian Hotel & Casino, Las Vegas, Nevada, 4.9.08

Deal Structing & Loan Negotiation
4.23.07

Construction & Value-Added Financing
5.5.05

Advanced Commercial Real Estate Financing: Recent Developments for Borrowers and Lenders
1.27.05

Publications

The Impact of Clashing Interests and Agendas on Real Estate Transactions
Article, *Who's Who Legal*, 9.7.16

Opportunity from the Ashes of a Real Estate Meltdown
Article, *The International Who's Who of Real Estate Lawyers*, August 2011

Uninsured, but not Uninformed; Exclusion of Creditors' Rights Title Insurance Coverage
Article, *Stewart Title of California*, May 2010

Uninsured, but not Uninformed; Exclusion of Creditors' Rights Title Insurance Coverage
Client Alert, *CCN Client Alert*, March 2010

The IRS Issues New Regulations Designed To Facilitate CMBS Workouts
Client Alert, *CCN Client Alert*, 9.29.09

SPE Provisions After GGP - A Wall of Steel or Swiss Cheese?
Article, *Finance Newsletter*, 9.10.09

Weathering the Perfect Real Estate Storm
Article, *The International Who's Who of Real Estate Lawyers*, July 2009

Major Shift in Legacy Loan Program
Client Alert, *CCN Client Alert*, 6.4.09

Legacy Loans Program Update
Client Alert, *CCN Client Alert*, 3.29.09

Introducing The Legacy Loans Program - The Government's Latest Attempt To Address The Current Credit Crisis
Client Alert, *CCN Client Alert*, 3.25.09

Resort Development, South of the Border
Article, *Developments - ARDA Publication*, July 2008

Ground Lease and Suggestions for Mitigating the Qualitech Quagmire
Article, *California Real Property Journal*, Spring 2008, Volume 26, No. 2, Spring 2008

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

Multi-State Loan Transactions
Article, 04.26.05

Special Purpose Bankruptcy Remote Entities
Article, 01.01.04

Awards & Affiliations

Honors & Recognitions

Ranked in *Chambers USA Southern California* in Real Estate, 2021-2022

BTI Consulting Group, 2020 Client Service All-Star

GlobeSt. Real Estate Forum's 2020 Rainmaker in Debt & Equity Finance Influencers

Best Lawyers, Real Estate Law, 2011-2023

Who's Who Legal: Hospitality, 2020, 2022

Who's Who Legal: Global Real Estate, 2016, 2018-2022

Legal 500, Real Estate, 2015

Southern California Super Lawyers, *Real Estate*, 2005, 2007-2022

Selected as one of 40 attorneys in *Los Angeles Business Journal's* "Who's Who in Law: Angelenos to Know in Real Estate Law," 2013

Professional Affiliations

American College of Mortgage Attorneys (ACMA)

American College of Real Estate Lawyers (ACREL)

Adjunct Professor, USC Gould Law School (Real Estate and Finance)