



Matthew W. Ellis

Partner / Executive Committee Member

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Practice Areas

Corporate Finance | Energy | Energy Project Development | Financial Institutions | Infrastructure | Mergers & Acquisitions | Real Estate

Matt Ellis is a skilled transactional attorney who assists clients with sophisticated legal matters and complex real estate transactions.

Matt represents landlords, tenants, developers, and lenders in a broad range of real estate transactions. He also represents business owners in connection with general corporate matters, including asset purchases, asset dispositions, entity formation, and joint venture agreements.

Experience

Representative Real Estate Experience

- Negotiated numerous commercial and industrial leases, including retail and office leases in excess of 30,000 square feet and industrial leases in excess of 100,000 square feet.
- Represents regional grocery chain in connection with its acquisition, disposition and leasing of real property.
- Represented a property owner in the sale of a 240 unit apartment complex and subsequent purchase of an office complex in Orange County, California.
- Successfully represented landlords in connection with the negotiation of leases with numerous retail tenants, including Walmart, Walgreens, TJ Maxx, In-N-Out Burger, Petco, Staples and Starbucks.
- Represented a landowner with all title and real estate issues relating to the donation of approximately 9,600 acres of land to a land trust.
- Represented a wind turbine company in connection with the lease and acquisition of numerous wind turbine sites throughout California.
- Negotiated numerous agricultural leases throughout California for numerous crop types.
- Represented a landowner in one of the largest solar farm leases in the Sacramento Valley (approximately

175 acres).

- Represents a homebuilder in connection with its real estate acquisition and dispositions.

Representative Business Experience

- Represented a dairy owner in the sale of one of the largest dairies in California. The sale involved multiple purchasers and seller financing.
- Represented a fast food franchisee in connection with the acquisition of a new territory and all existing restaurants.
- Drafted a joint venture agreement in connection with the acquisition and future development of a 200 acre parcel of property in Lincoln, California.
- Has formed numerous companies and advised clients on entity formation issues.

Representative Lending Experience

- Represents an insurance company with the documentation of agricultural loans.
- Has negotiated many conventional, conduit, and construction loans secured by both real and personal property.
- Has represented several lenders in connection with all real estate aspects of financings secured by solar and wind generation projects in California.
- Has negotiated numerous legal opinions in connection with loan financings.

Professional & Community Service

- Association of Commercial Real Estate
- Urban Land Institute (ULI)
- International Council of Shopping Centers (ICSC)
- NAIOP, San Francisco Bay Area Chapter
- Washoe County Bar Association
- Sacramento County Bar Association, Real Property Law Section
- California Lawyers Association, Real Property Law Section
- State Bar of California, Agribusiness Law Committee, Former Member
- Certified Public Accountant (Inactive)
- Numerous presentations on leasing to various clients and brokerage firms

Education

- J.D., Santa Clara University School of Law, 2002
- B.S., with distinction, University of California at Berkeley, 1996

Honors & Rankings

- Best Lawyers in America[®], Commercial Finance Law; Real Estate Law, 2023
- Best Lawyers in America[®], Corporate Law, 2021
- *Super Lawyers*, Northern California Super Lawyers, Real Estate, 2022
- *Sacramento Magazine*, Top Lawyer, Real Estate, Business/Corporate, Banking & Financial Service, Securities & Corporate Finance, 2018-2022
- *Sacramento Business Journal*, Best of the Bar, 2017-2019

Speaking Engagements / Events

- *Real Estate Lease Escalations in California*, Lorman Education Services, Presenter, 2008

Publications

- *2009 Legislative Review*, Real Property Journal, May 2010

Legal Alerts

- *Your Purchase Agreement May be an Unenforceable Option*, May 2010