



## Matthew W. Ellis Partner

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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<sup>®</sup>, Commercial Finance Law; Real Estate Law, 2023-2024
- Best Lawyers in America<sup>®</sup>, Corporate Law, 2021
- *Super Lawyers*, Northern California Super Lawyers, Real Estate, 2022-2023
- *Sacramento Magazine*, Top Lawyer, Real Estate, Business/Corporate, Banking & Financial Service, Securities & Corporate Finance, 2018-2023
- *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