

Derek R. Guizado

Orange County, California
Senior Counsel

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Areas of Practice & Industry Specialties

Real Estate; Commercial Lease Law; Real Estate Finance



Derek Guizado is a member of the Real Estate practice group in Buchalter's Orange County office. His practice focuses on representing investors in acquisition, leasing, financing, development, and disposition of commercial real estate assets. Mr. Guizado regularly represents developers and investors in all types of asset class, including multifamily, office, industrial, and retail spaces.

Having previously worked in-house for a developer, Mr. Guizado has a unique understanding of the financial side of real estate transactions, and uses that framework to ensure that leases, purchase agreements, and financing documents align with the financial goals of his clients. Mr. Guizado has a keen eye for identifying potential pitfalls in commercial real estate documents and finding creative solutions for investors to minimize leakage and maximize cash flow.

Representative Matters

2023

- Leasing:
 - Represented institutional landlords in negotiation of over 20 retail leases
 - Drafted multi-tenant leases and amendments in retail, industrial, and office complexes
 - Negotiated office leases on behalf of commercial landlords and professional tenants
 - Represented doctors in negotiation of medical facility leases
 - Represented institutional landlords in cannabis industrial leases
- Purchase and Sale:
 - Represented real estate investor in disposition of \$46MM industrial property
 - Represented investors purchasing over 30 Triple Net acquisitions from LOI to Closing, including Opportunity Zones
 - Represented multifamily investors in dispositions of seven apartment complexes totaling over 800 units
 - Represented value-add developer in three apartment complex acquisitions over 150 units each
 - Worked on multiple Triple Net portfolio acquisitions totaling over 100 properties
 - Represented family-owned senior living company in disposition of nine properties located in California for a value of over \$90MM
- Construction:
 - Negotiated apartment construction contracts on behalf of builders and investors
 - Represented developers in negotiating apartment construction contracts
 - Negotiated \$20MM residential construction contract on behalf of builder

- Financing:
 - Represented lender in refinance of hospitality property
 - Represented borrowers in over 20 Triple Net acquisitions
 - Represented lenders in financing office, industrial, and storage properties
 - Drafted loan documents and deeds of trust for hard-money transactions

Presentations

- Presenter, "1031 Exchanges: What is the Deal?," April 24, 2024
- Presenter, "Q1 2024 Real Estate Update?," February 7, 2024
- Presenter, "All Things Real Estate Seminar: Maximizing Returns, Minimizing Taxes," All Things Real Estate Seminar, September 27, 2023

Webinars

- "Buchalter Webinar: Key Considerations for CRE Loan Workouts," July 18, 2023

Education

Mr. Guizado earned his J.D. from Georgetown University Law Center. He earned his B.S. in Marketing from Arizona State University. During law school, he served as a legal fellow in the office of Senator John Kerry, and as the American Bar Association's representative to the Georgetown Law student body.

Bar Admissions

- California

Community

- Urban Land Institute
- American Bar Association
- Orange County Bar Association – Real Estate section
- Make A Wish Foundation – Orange County/Inland Empire Young Professionals
- Constitutional Rights Foundation of Orange County Mock Trial
- Long Beach Museum of Art member and supporter