

**Joseph Vargas**

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Joseph Vargas is a Shareholder in the Firm's Real Estate and Bank and Finance Practice Groups. Mr. Vargas' practice focuses on the representation of commercial banks and other financial institutions in a variety of real estate secured lending transactions, including acquisition, construction, rehabilitation, bridge loan financing involving industrial, multifamily and hotel properties. He also has extensive experience in the representation of lenders and borrowers in various types of commercial lending transactions, including asset-based as well as both secured and unsecured financial transactions. Mr. Vargas' real estate transactional experience also includes the areas of leasing, development and tax motivated real estate transactions. Mr. Vargas has significant experience in a vast array of secured commercial lending transactions, ranging from single asset middle market loans to large complex multi-state transactions. In addition to numerous banks and financial institutions, his representative clients include both owners and developers of commercial and residential real property projects throughout California.

**Deals & Cases:**

- Agent bank in a syndicated \$100+ million mixed collateral loan providing ground up construction financing for a public museum.
- Agent bank in complex unsecured \$750 million, syndicated revolving credit facilities to publicly traded real estate investment trust.
- Bank in \$38 million multi-family project financing.
- Bank in numerous construction financing loans for the development of charter school facilities.
- Institutional lender in \$140+ million multi-state hotel portfolio acquisition financing.
- Lender in \$20+ million marina acquisition loan in Northern California.
- Institutional lender in numerous mixed collateral loan financings involving both personal and real property located in over 30 states.
- Institutional lender in numerous real estate financings for hotel, multifamily, industrial and office properties ranging from middle market to large complex transactions.
- Construction lenders in numerous financings, including office building, rehabilitation, multifamily, office and condominium projects.
- Institutional lender in providing tax credit related loans involving state and federal historic tax credits, low income housing and new markets tax credits.
- Developer-borrower in secured real estate financings with institutional lenders.

**Recent Publications and Presentations:**

- "How to Purchase Real Estate Notes," the Beverly Hills Bar Association, January 28, 2015
- Commentary, "Measuring Success: Is Bank Underwriting Really Dangerously Close to Pre-Crash Levels," *Commercial Property Executive*, November 2013
- "Real Estate Issues for Commercial Lenders," February 8, 2012, Bank & Finance In-house Presentation
- "California's One Action and Anti-Deficiency Rules," Buchalter Nemer Teleseminar, April 27, 2011

- “REO Assets: The Perfect Storm – Avoiding the Reefs,” Urban Land Institute Orange County, CA, June 4, 2009
- “Sliding into Opportunity: A Look at Commercial Real Estate,” *Points & Authorities*, Summer 2009
- “Containing Costs When Negotiating Loan Commitments,” *Los Angeles Business Journal*, March 2007
- “Basic Real Estate Issues for Commercial Lenders,” *The Secured Lender*, January/February 2007
- “A Commercial Lender’s Guide to Real Estate-Secured Lending,” *California Real Estate Journal*, November 6, 2006

Mr. Vargas earned his J.D. at Loyola Law School and received his B.S. in Accounting at Loyola Marymount University. Mr. Vargas is a member of the Business Law Section of the American Bar Association and the Real Estate Section of the Los Angeles County Bar Association. He received the 2009 Outstanding Young Lawyer Award presented by the Los Angeles County Bar Association Real Property Section.

#### **Areas of Practice**

Real Estate  
Real Estate Finance  
Bank and Finance  
Tax Credits  
Workouts and Restructuring

#### **Bar Admissions**

California

#### **Court Admissions**

U.S. District Court for the Central District of California



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