

Marcia L. Sharp

COUNSEL

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Marcia Sharp brings more than 25 years of experience in real estate transactional law to advise major investment banks, real estate developers, financial institutions, non-institutional lenders, landlords and tenants on a broad range of real estate matters nationwide.

Her work includes negotiating and drafting agreements for the acquisition and disposition of real property on behalf of both buyers and sellers, assisting with the securitization of mortgage-backed loans and structuring both construction and permanent financing for lenders and borrowers.

She also handles leasing for office buildings, industrial parks, hotels and multifamily developments and represents institutional capital sources in equity investments and joint venture arrangements for mixed-use projects. Her approach is focused, collaborative and rooted in a deep understanding of how real estate deals get done.

Education

- University of California, Los Angeles School of Law (J.D., 1999)
 - Women's Law Journal
- Loyola Marymount University (B.A., 1996)
 - English Language and Literature

Bar Admissions

- California

Matters

- Represented an opportunity fund in the \$221 million acquisition of 97 gas stations in

Capabilities

- Real Estate Finance
- Finance

California.

- Represented an opportunity fund in a \$100 million sale-leaseback transaction involving 14 convenience store properties across three states.
- Represented an opportunity fund in a sale-leaseback transaction involving 71 properties across eight states for a purchase price of \$720 million, as well as acquisition mortgage financing for \$450 million.
- Represented an opportunity fund in a sale-leaseback transaction involving 23 properties across nine states for a purchase price of \$263 million, as well as acquisition mortgage financing for \$179 million.
- Represented an opportunity fund in the \$450 million acquisition of an oil and gas company and 134 of its gas stations and convenience and its subsequent \$500 million acquisition of a gas store chain and 251 of its gas stations and convenience stores.
- Represented an opportunity fund in connection with a \$128 million net lease portfolio acquisition, comprised of 63 properties located in 15 states.
- Represented an opportunity fund in connection with the disposition of individual gas stations over a six year period.
- Represented a developer client in the lease of its Los Angeles, California, property to a retail store and several fast-casual restaurants.
- Represented a developer client in the \$3 million acquisition of a property in Desert Hot Springs, California, with an established retail lessee.
- Represented a developer client in the \$18 million acquisition of a portion of a Hawthorne Valley Shopping Center property in Palmdale, California, with several established retail leases.
- Represented a hotel and executive apartment client with various Management Agreements, Service Agreements and Master Leases.
- Represented a regional bank with the lease of approximately 90,000 square feet of space in a high rise building for \$3.6 million a year.