

Vivian C. Grigoriens

REAL ESTATE FINANCE VICE CHAIR

she / her / hers

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Vivian Grigoriens is a principal in the Real Estate Finance practice group in Polsinelli's Los Angeles office. She regularly represents institutional lenders, real estate funds, opportunity funds and other real estate investors in a wide array of transactions, including mortgage and mezzanine financing, purchase and sale transactions, mortgage origination for commercial mortgage-backed securitization programs, real estate workouts and restructurings, sale-leasebacks, joint ventures and leasing.

She has comprehensive experience with various asset types including full-service resorts, industrial facilities, office buildings, retail, multi-family and mixed-use projects, as well as pools of residential properties.

Vivian also has experience representing borrowers and lenders in transactions involving residential non-performing mortgage loans and REO and experience in all aspects of the single family rental transaction lifecycle, including acquisitions and dispositions of bulk single family rental properties as well as the financing of such properties and asset/portfolio management.

Education

- University of California, Berkeley, School of Law (J.D., 2009)
 - Co-Editor in Chief, California Law Review and Berkeley Business Law Journal
- University of California, Berkeley (B.A., 2006)
 - magna cum laude

Bar Admissions

- California, 2009

Memberships

- 2018 National Association of Women Lawyers Annual Meeting, Planning Committee
- Los Angeles County Bar Association, Member

Capabilities

- Real Estate Finance
- Real Estate Transactions

Recognition

- Recognized among *GlobeSt.*'s 2025 Women of Influence in the Rising Stars category

Matters

- Represented a lender in connection with a ~\$475 million securitized loan secured by a portfolio of residential homes located in five states. The transaction was the first REO-to-Rental securitization
- Represented a lender in connection with a ~\$1 billion securitized loan secured by a portfolio of residential homes located in ten states
- Represented a national single family rental operator as borrower in an approximately \$200 million loan secured by a portfolio of single family homes located in twenty (20) states
- Represented seven lenders in originating a single family rental loan facility consisting of two cross-collateralized and cross-defaulted loans totaling approximately \$300 million, secured by pools of single family rental properties
- Represented a single family rental operator in negotiating the acquisition of a pool of single family rental properties for approximately \$40 million
- Represented a lender in connection with a mortgage loan secured by over 100 hotels located in 34 states and a mezzanine loan, all totaling ~\$1 billion
- Represented a lender in connection with a mortgage loan secured by approximately 150 hotels located in 32 states and two tranches of mezzanine loans, all totaling ~\$1.3 billion
- Represented a lender in connection with acquisition financing of a portfolio of 23 industrial properties for \$110 million
- Represented a lender in a complex \$138 million construction loan to finance the development of a vacation resort property in St. Thomas, U.S. Virgin Islands
- Represented a lender in connection with the acquisition/construction financing of a mixed use retail and office building in Los Angeles, California for \$140 million and continued representation of the lender in connection with asset management and phased construction
- Represented a mezzanine lender (mezzanine loan amount of \$225 million) in the refinancing of a five-star resort
- Represented a mezzanine lender in the sale of various tranches of mezzanine loans
- Represented a purchaser/landlord in connection with a sale-leaseback of the corporate headquarters campus for a large American investing and wealth management company in Hopewell, New Jersey, which has been described in the press as the largest office acquisition deal in New Jersey history. Representation of such buyer/landlord, as seller, in connection with the various sales of portions of the campus
- Represented a purchaser/landlord in connection with the ~\$154 million acquisition and leaseback to seller of an American multinational technology company's campus in San Jose, California
- Represented a purchaser in connection with the acquisition of the world's largest telecommunications company's office campus located near Atlanta, Georgia for \$290 million
- Represented a purchaser in connection with the purchase of 53 dark grocery stores out of bankruptcy and representation of the seller in the simultaneous sale of 15 of those grocery stores