



GLENN T. SHERMAN

Partner

310.255.6115

Glenn.Sherman@ffslaw.com

Office: Century City

PRACTICE AREAS

Real Estate

Acquisitions and Dispositions
Commercial Leasing
Construction and Development
Real Estate Financing

EDUCATION

J.D., cum laude, Southwestern
University School of Law B.A.,
University of California Los Angeles

ADMITTED TO PRACTICE

California

Glenn T. Sherman is Co-Chair of our Real Estate Department. He handles all aspects of a commercial real estate practice, with extensive experience in construction and development, purchases and sales, and leasing. He has been involved in transactions throughout the United States, including Arizona, California, Illinois, Missouri, Nebraska, Nevada, Oregon, Texas and Washington.

» **Purchases, sales and leasing**

Mr. Sherman counsels clients in the purchase and sale of office buildings, shopping centers, industrial properties and apartment buildings. In addition, he handles various residential agreements and sales. With regard to leasing, Mr. Sherman handles everything from big box retailers to small mom & pop spaces. He creates standard form leases for use across various projects. By representing both landlords and tenants, he has a realistic understanding of the needs of each side and uses that during negotiation to resolve sticking points acceptable to both parties.

» **Honors**

Mr. Sherman has been awarded an AV Preeminent® Rating by Martindale-Hubbell® Peer Review, the highest rating in legal ability and ethical standards.

Representative Clients and Matters

» Negotiated leases on behalf of landlords with the following tenants: Wal-Mart, Ralph's Grocery Co., Smart 'n' Final, Wild Oats, Sprouts, Trader Joe's, 7-Eleven, Walgreens, CVS, Rite Aid, Ross Dress for Less, Marshall's, Fallas Paredes, 99 Cents Only, PetsMart, Staples, Office Depot, Lumber Liquidators, Skechers, Chase, Wells Fargo, Washington Mutual, Payless Shoe Source, Starbucks, McDonald's, Carl's Jr., Panda Express, Jamba Juice, Johnny Rockets, Subway, and numerous sit-down restaurants, among others.

» Negotiated leases on behalf of tenants with the following landlords: Westfield, Kimco, Champion Real Estate Company, Black Rock, Douglas Emmett, TOPA, EOP, The Irvine Company, KBS Realty, among others.

Professional & Community Involvement

- » Los Angeles County Bar Association | Real Property Section
- » International Council of Shopping Centers (ICSC)
- » The Guardians
- » Stop Cancer
- » Camp Max Straus

Presentations & Publications

- » "Single Tenant Build-to-Suit Leases: Creating Value for Both Developers and Retailers" | ICSC U.S. Shopping Center Law Conference | October 6, 2016
- » "Landlord Lease Remedies: A Closer Look" | Los Angeles County Bar Association - Leasing and Development | August 1, 2013
- » "AIA Contracts: If Only You Knew What You Don't Know" | International Council of Shopping Center's (ICSC) Law Conference | November 7, 2012

- » International Council of Shopping Centers (ICSC) seminars | July 4, 2012
- » "Top 10 Issues in Big Box Leasing" | Los Angeles County Bar Association | January 5, 2012
- » "The Infamous LOI" | Gold's Gym Franchise Newsletter | January 4, 2012
- » "Insurance: The Great Equalizer in Lease Negotiations" | AIR Newsletter | January 4, 2001
- » "The Real Estate Show" | KGIL | December 9, 1999

Media Coverage

- » Glenn Sherman Featured in the Los Angeles Daily Journal article, "Big Box Closures Cause Conundrum for Real Estate Lawyers" | September 2014