

Our City

BUSINESS, REAL ESTATE & POLITICS

SAN DIEGO



Most-recommended LAW FIRMS



Allen Matkins

When San Diego attorneys think real estate, their minds quickly turn to Allen Matkins Leck Gamble Mallory & Natsis.

Headquartered in Los Angeles with offices in four major metro areas of California, including San Diego, the firm is known as a powerhouse, handling real estate deals across the country. Founded in 1977, the firm currently has about 200 attorneys, 24 of whom are in San Diego.

Locally, Allen Matkins attorneys have handled some of the largest and most high-profile projects, from Kilroy's mixed-use One Paseo to Illumina's build-to-suit expansion at the new i3 biotech campus.

"Our real estate lawyers, both transactional and litigation, are extraordinarily well prepared, experienced and, chances are, because we have a focus on real estate, whatever the issue is or the transaction is, we've done it before," said partner Valentine Hoy, one of the firm's head litigators in San Diego. "In order to be an Allen Matkins lawyer, you have to be at

the top of your game and the top of your field."

Hoy's work includes reaching a settlement for Kilroy Realty Corp., which was sued by community groups over its One Paseo development in Carmel Valley; filing a Civil Rights Act case against the city in federal court; and defending the developer of the BLVD63 apartment project near San Diego State University against a citizens' lawsuit.

Allen Matkins is a one-stop shop, added partner Martin Togni, with a strong breadth and depth to its practice.

"Because of our size, there isn't a transaction that we haven't seen before," said Togni, who focuses on leasing with an emphasis on the biotech industry. "We can really leverage everything so the work is performed at competitive rates and . . . by the right people."

Togni works with many clients who have a national presence. He's currently working on a 3,000-acre ground lease development in Nevada, and he has done almost all of San Diego-based Illumina's real estate work since the company's inception. He said driving past a

building — especially one where life-changing science is taking place — and knowing that he helped make that project happen is particularly rewarding.

For 10 years, the firm has partnered with UCLA Anderson School of Management to produce a biannual real estate survey. Professionals in the development and investment markets statewide are polled on their outlooks for various markets and building conditions for the next three years.

While recent reports have been fairly positive, expect some pessimism to show up in the latest report, due out in late July, particularly in the office-space sector.

"I think people are pulling in the reins a little bit," said Michael Guzzo, the firm's marketing and communications manager. "There was a ton of money in play, and I think now people are becoming a little more conservative."

But currently, the market is still very active.

"We're really busy, our clients are really busy, and there's a lot of activity out there in the marketplace," Togni said.



Martin Togni and Val Hoy from Allen Matkins



Real Estate

Allen Matkins Leck Gamble Mallory & Natsis	35.5%
Procopio Cory Hargreaves & Savitch	21
Hecht Solberg Robinson Goldberg & Bagley	17
Higgs Fletcher & Mack	16.5
Sheppard Mullin Richter & Hampton	16
DLA Piper	15
Latham & Watkins	13
Solomon Ward Seidenwurm & Smith LLP	12
Seltzer Caplan McMahon Vitek	10



Construction

Higgs Fletcher & Mack	25%
Allen Matkins Leck Gamble Mallory & Natsis	17
Lorber Greenfield & Polito	16
Procopio Cory Hargreaves & Savitch	16
Epsten Grinnell & Howell	13
Marks, Finch, Thornton & Baird	11



Most Recommended Law Firms: Business Law

Procopio Cory Hargreaves & Savitch	43%
DLA Piper	32
Latham & Watkins	31
Cooley	28.5
Sheppard Mullin Richter & Hampton	28
Higgs Fletcher & Mack	26
Pillsbury Winthrop Shaw Pittman	22
Allen Matkins Leck Gamble Mallory & Natsis	21.5
Morrison & Foerster	20
Seltzer Caplan McMahon Vitek	17

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