


Loretta Thompson


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Loretta is a partner on the real estate team.

Her practice includes both commercial and residential real estate matters, including those involving financing and acquiring real estate with digital assets and cryptoassets, and the use of metaverse and NFTs in real estate. She regularly negotiates and facilitates real estate acquisitions and dispositions and handles tax exchanges for REIT's, public and private corporations, family offices and high net worth individuals. Loretta also has extensive experience negotiating and administrating finance transactions, commercial leasing, property management contracts, construction and design contracts, and development agreements and easements. She also advises clients on sustainable investing and resilience management for commercial and residential real estate.

Loretta's leasing practice focuses on the negotiation and documentation of commercial industrial and office project leases, as well as rental agreements and leases of high-end residential properties. She also has extensive experience working on all aspects of lender-side commercial real estate and construction loans (for private equity, portfolio, institutional, secondary market), including due diligence, drafting loan agreements, and facilitating the pre- and post-closing processes.

Prior to her legal career, Loretta spent nearly two decades as an asset manager and leasing agent for some of the highest profile tenants and landlords in Southern California. Highly specialized in industrial and commercial office space leasing, she works with public REITs, financial institutions, high tech businesses, manufacturers, distributors, and other companies to manage all types of commercial leasing transactions.

Track record

Playboy Mansion sale

Represented the Playboy Enterprises affiliated entity as seller's counsel in connection with the sale of the Playboy Mansion for a record-setting \$100 million.

Winery and vineyard estate

Acted as lender's local California counsel in a \$65 million refinance of existing debt on a historic winery and vineyard estate.

REIT sale of apartment portfolio

Represented a national REIT in the \$96.5 million sale of a 2,215 unit apartment portfolio.

\$85 million residential property sale

Acted as lender's counsel in \$85 million residential property sale.

Tax savings for REIT

Represented a national REIT in \$550 million in tax exchanges, resulting in significant tax savings.

\$74m apartment project

Handled \$74 million apartment project sale for a national REIT.

Talks

- '*The Global Rethinkers: ESG in California real estate*,' Withers video - April 13, 2023, speaker
- 'The ROI of Sustainability: Building a Business Case for Living Buildings,' Bisnow's Los Angeles State of the Market - The Resurgence of the Los Angeles CRE Market - October 5, 2021, moderator
- 'A Continued Discussion On: How Environmental, Social, And Governance (Esg) Strategies Create Resilience And Sustainability,' GM Webinar - June 23, 2021, speaker
- 'Buildings Need to Develop Immunity to Forces and New Realities That Affect Them - How Environmental, Social, and Governance (ESG) Strategies to Create Resilience and Sustainability in Real Estate,' GM Webinar - May 20, 2021, speaker
- 'So You Think You Know Title 24: A Checklist for Operations and Tenant Improvements,' BOMA GLA Codes Committee Seminar - March 30, 2017, panelist
- 'BOMA Energy Performance Contract Model (BEPC) and BOMA Green Lease and the BOMA Energy Efficiency Program (BEEP),' Greenbuild International Conference - 2016, panelist
- 'Practical Issues in Section 1031 Exchanges,' USC Gould School of Law 2016 Tax Institute - January 26, 2016, panelist

- 'Partnership and Real Estate Hot Topics,' USC Gould School of Law 2016 Tax Institute - January 26, 2016, panelist

External publications

'From Trophy To Dead Weight At San Francisco's 111 Sutter,' Law360 Real Estate Authority - May 8, 2024, quoted

'Evolving Families in California: Why California life is worth the taxes - at least for many,' Withers Insight - December 8, 2023, featured

'Bring Chicago Home' proposal aims to boost funding for homeless services. But a similar measure in LA slowed real estate sales,' Chicago Tribune - November 19, 2023, quoted

'The Mansion Tax Effect: Luxury Home Sales Stall in Los Angeles,' The Hollywood Reporter - July 15, 2023, quoted
'Find Opportunities for 1031 Exchanges in Today's Market,' National Association of Realtors - May 24, 2023, authored

'An idyllic California town, a celebrity landlord, and a rental from hell,' Business Insider - April 22, 2023, quoted

'The Global Rethinkers: ESG in California Real Estate,' Withers video - April 19, 2023, featured

'Sizing up LA's new transfer tax,' The Real Deal - January 2, 2023, quoted

'City of Los Angeles Trumpets a "Mansion Tax" for Real Estate to Ring in 2023,' Withers Insight - December 21, 2022, author

'Why Real Estate Construction Contract Disputes Are Reaching New Heights,' WealthManagement.com - June 13, 2022, author

'Voices: Tips to Avoid an Audit on a Like-Kind 1031 Exchange,' Accounting Today - May 18, 2022, author

'On the Move: Tracking the Ins and Outs of California Lawyers,' The Recorder - October 1, 2021, featured

'Real Estate Lawyers on the Move,' Law 360 - October 6, 2021, featured

'On the Move: Tracking the Ins and Outs of California Lawyers,' The Daily Journal - September 27, 2021, featured

'Wake Up Call: Women Lawyers File Amicus Brief in Abortion Case,' Bloomberg Law - September 21, 2021, featured

'The Daily Docket,' Thomson Reuters Westlaw - September 21, 2021, featured

'Withers grows California real estate team with partner Loretta Thompson in LA,' Withers Insight - September 20, 2021, quoted

'What Attorneys Must Know As Congress Debates 1031 Program,' Law360 - July 2, 2021, quoted

'Real Estate Legislation To Watch In 2021's 2nd Half,' Law360 - June 30, 2021, quoted

'Forewarned and Forearmed: How to Invest Ahead of a Housing Bust,' Million Acres - June 15, 2021, quoted

'Why American homebuyers will struggle to get insurance,' Mortgage Professional America - May 12, 2021, quoted

'Clairvoyance and Force Majeure: Addressing These Events in Contracts With Command of the Issues,' Greenspoon Marder Client Alert - April 2, 2020, author

'Eight Common Mistakes HNW Investors Make When Buying Commercial Properties,' National Real Estate Investor - February 22, 2019, quoted

Admissions

California, 2000

Education

Southwestern University School of Law, J.D.

Scripps College, J.D.

Languages

English

Memberships

American Bar Association, Real Property Section, Member

Building Owners and Managers Association of Greater Los Angeles (BOMA), Committee Member

BOMA Sustainability Committee, Member, 2010-2014

Vistas for Children Charity, Member

Key dates

Year joined: 2021

Year became partner: 2021

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