

**Los Angeles**

2029 Century Park East  
Suite 2100  
Los Angeles, CA 90067

**PHONE** 310.284.2278

**FAX** 310.284.2100

**EMAIL** [dvillalpando@coxcastle.com](mailto:dvillalpando@coxcastle.com)

**PRACTICE AREAS**

- Real Estate
- Retail & Commercial Development

**EDUCATION**

- J.D., University of California, Los Angeles School of Law, 1994
- B.A., Amherst College, 1991

**BAR ADMISSIONS**

- State Bar of California

# Daniel J. Villalpando

PARTNER

**OVERVIEW**

For more than 25 years, Dan has specialized in commercial development and leasing. Developers and property owners look to Dan for his counsel on all aspects of shopping center development, including the acquisition and disposition of commercial real estate and the negotiation and drafting of development agreements, reciprocal easement agreements and leases with almost every national and regional retailer.

Dan has extensive experience representing both landlords and tenants in all types of retail, office, mixed-used and industrial lease transactions. He has also represented clients in transactions involving a variety of commercial projects, including shopping centers, regional malls, grocery-anchored and lifestyle and power centers.

Dan is a frequent writer on the subjects of commercial development and leasing and has been interviewed and quoted by the media on all issues related to the retail industry. Dan also has spoken at numerous seminars and conferences, including conferences sponsored by the International Conference of Shopping Centers (ICSC), the Continuing Education of the Bar (CEB) and the Los Angeles County Bar Association (LACBA).

**REPRESENTATIVE MATTERS**

Represented the developer in connection with several master ground leases from a public transit company for the development of approximately 17 acres property in Northern California as a transit oriented mixed -used with office, retail, market rate housing, affordable apartments and a hotel.

Represented a global insurance company in the acquisition of the largest enclosed mall on California's Central Coast, containing approximately 600,000 square feet.

Represented the developer in the acquisition and leasing of an approximate 490,000 square foot power center in Southern California.

Represented an industrial property owner in negotiating and preparing leases for an approximate 185 premises portfolio in Southern California.

Represented an international developer in the acquisition of a portfolio of 13 shopping centers throughout the

**LOS ANGELES**

2029 Century Park East, Suite 2100  
Los Angeles, CA 90067

**P** 310.284.2200 **F** 310.284.2100

**ORANGE COUNTY**

3121 Michelson Drive, Suite 200  
Irvine, CA 92612

**P** 949.260.4600 **F** 949.260.4699

**SAN FRANCISCO**

50 California Street, Suite 3200  
San Francisco, CA 94111

**P** 415.262.5100 **F** 415.262.5199

United States.

Represented a developer with the acquisition of raw land in Southern California and the subsequent leasing of the majority of what is now an approximately 730,000 square foot power center.

Represented the developer in the acquisition and subsequent leasing of a power center in Oregon containing approximately 660,000 square feet of retail space.

Represented the developer in the acquisition and subsequent leasing of an existing neighborhood shopping center in Southern California containing approximately 240,000 square feet.

Represented the developer in the leasing of a high-end lifestyle center in North San Diego County containing approximately 450,000 square feet.

## **PUBLICATIONS & SPEAKING ENGAGEMENTS**

---

### **Recent Publications**

*Common Areas Costs During COVID*, Shopping Center Business, 10/12/2020

*Common Area Costs During COVID*, Retail & Restaurant Facility Business, 9/23/2020

*Top 5 Retail Lease Provisions To Revisit In Light Of Covid-19*, 6/26/2020

*"Update on California City and County Moratoriums on Commercial Tenant Evictions," CC&N Client Alert, 3/26/20*

*"Cities of Los Angeles and San Francisco Announce Moratoriums on Commercial Tenant Evictions," CC&N Client Alert, 3/18/20*

*2020 Retail Perspectives Forecast – Retail Development: Holding Its Course*, 1/15/2020

*2019 Retail Perspectives Forecast-Retail Development: And We Go Marching On*, 1/24/2019 (also published in Retail Leader)

*2018 Retail Perspectives Forecast– Retail Development: Riding the Tail Winds*, 1/22/2018 (also published in Retail Merchandiser)

*"Anchors Away," CIRE Magazine*, 11/20/2017

*2017 Retail Perspectives Forecast – Retail Development: Cautious Optimism Rules The Day*, 1/19/2017 (also featured in Globe St. and Retail Merchandiser)

*"I Am Negotiating with a Tenant That Doesn't Want to Operate Continuously – Now What?," Retail Perspectives News Brief*, 12/6/2016

*2016 Retail Perspectives Forecast – Retail Development: Steady As She Goes*, 1/26/2016 (also published in

---

#### **LOS ANGELES**

2029 Century Park East, Suite 2100  
Los Angeles, CA 90067

**P** 310.284.2200 **F** 310.284.2100

#### **ORANGE COUNTY**

3121 Michelson Drive, Suite 200  
Irvine, CA 92612

**P** 949.260.4600 **F** 949.260.4699

#### **SAN FRANCISCO**

50 California Street, Suite 3200  
San Francisco, CA 94111

**P** 415.262.5100 **F** 415.262.5199

Western Real Estate Business)

*2015 Retail Perspectives Forecast - Retail Development: Slow But Steady Wins The Race*, 1/22/2015

*"The New California Energy Disclosure Requirements and Their Impact on Selling a Shopping Center or Leasing a Commercial Building," Retail Perspectives News Brief*, 4/21/2014

*2014 Retail Perspectives Forecast – Retail Development: Coming Around the Bend?* 1/30/2014

*2013 Retail Perspectives Forecast - Retail Development: Ready to Turn the Corner?*, 1/25/2013

*"What To Do If A Tenant Cries Co-Tenancy Foul," Retail Perspectives News Brief*, 5/10/2012

*2012 Retail Perspectives Forecast - Retail Development: Holding On For Better Days*, 2/1/2012

*2011 Retail Perspectives Forecast - Retail Development: Keep On Keepin' On*, 2/15/2011

### Recent Speaking Engagements

Guest Interviewee on *America's Commercial Real Estate Show* to discuss "Rent Payment Issues Following Coronavirus," 3/25/20

*"Ins and Outs of Shopping Center Ground Leases," Los Angeles County Bar Association*, 4/26/2017

*"Key Sublease Issues To Consider When Downsizing Your Business," 2015 ICSC Law Conference*, 10/30/2015

*"Avoiding Leasing Pitfalls in AIR Lease," Los Angeles County Bar Association*, 1/30/2014

*"The Nuts And Bolts Of Retail Leases In Today's Market", Los Angeles County Bar Association*, 3/6/2013

*stimULI Breakfast: Retail Leasing - Back On The Rise*, 7/18/2012

*"Co-Tenancies – The Dance Of Negotiations," Commercial Real Estate Leasing Conference*, 4/27/2012

*"Commercial Leasing: Legal Concerns And Current Market Trends," Beverly Hills Bar Association*, 4/5/2012

*"Rent Relief Amendments - What Retail And Office Landlords And Tenants Should Consider", LACBA Real Property Section*, 5/27/2010

*"Adjusting To Changes In The Economy -- Negotiating Lease Termination And Exit Strategies," 3/26/2009*

## AWARDS & AFFILIATIONS

### Awards & Recognitions

- Selected as an "Influencer in Retail" in Globe Street Real Estate Forum, May 2020, as a member of the

---

#### LOS ANGELES

2029 Century Park East, Suite 2100  
Los Angeles, CA 90067

P 310.284.2200 F 310.284.2100

#### ORANGE COUNTY

3121 Michelson Drive, Suite 200  
Irvine, CA 92612

P 949.260.4600 F 949.260.4699

#### SAN FRANCISCO

50 California Street, Suite 3200  
San Francisco, CA 94111

P 415.262.5100 F 415.262.5199

Retail and Commercial Development Team, the only law firm included as one of 15 national recipients

#### Professional Affiliations

- International Council of Shopping Centers (ICSC)
- Association of Corporate Real Estate Executives
- Los Angeles County Bar Association, Real Property Section
  - Co-Chair of the Commercial Leasing and Development Subsection - 2020

---

**LOS ANGELES**

2029 Century Park East, Suite 2100  
Los Angeles, CA 90067

**P** 310.284.2200 **F** 310.284.2100

**ORANGE COUNTY**

3121 Michelson Drive, Suite 200  
Irvine, CA 92612

**P** 949.260.4600 **F** 949.260.4699

**SAN FRANCISCO**

50 California Street, Suite 3200  
San Francisco, CA 94111

**P** 415.262.5100 **F** 415.262.5199