

# Gregory P. Pressman

*Of Counsel*

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## Contact

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**Advises on real estate acquisition and development, real estate lending and finance, including securitized financing, joint ventures, real estate taxation, debt restructures and workouts, cooperative and condominium development and conversion, and commercial leasing.**

Greg is a member of the New York State Bar Association. He serves on the Executive Committee of the State Bar Association's Real Property Law Section and is a longstanding member of the Section's Committee on Condominiums and Cooperatives. He also currently co-chairs the Section's Legal Opinion Committee.

In 2002, he was elected to the American College of Real Estate Lawyers.

A prolific author and frequent public speaker, Greg has written numerous articles on real estate law for the *New York Law Journal* and has lectured on such real estate-related topics as real estate bankruptcies, loan

workouts (including the impact of securitization on a restructuring), the closing process and drafting commercial real estate loan documents.

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## Practices

**NONPROFIT**

**REAL ESTATE**

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## Bar Admissions

New York

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## Education

New York University School of Law, LL.M., Taxation

University of Pennsylvania Law School, LL.B.

Harvard College, A.B.,  
*cum laude*

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## Publications

- "Top 10 Securitized Loan Negotiations," *Schulte Real Estate Developments*, Winter 2005
- "Attacks Require Fresh Look at Old Concepts," *New York Law Journal*, November 26, 2001
- "Telecom Companies: Unique Tenants," *New York Law Journal*, May 15, 2000
- "Mortgage-Backed Security Process Undergoes Change," *New York Law Journal*, March 29, 1999
- "Financing Demystified: How Mortgage-Backed Securities Are Assembled and Sold," *New York Law Journal*, September 30, 1998
- "Issues in Securitized Mortgage Lending," *New York Law Journal*, January 12, 1998
- "In Search of Perfect Document Assembly," *New York Law Journal*, August 11, 1997
- "Bankruptcy-Remote Entities in Mortgage Securitizations," *New York Law Journal*, June 9, 1997
- "Real Estate Lawyers Can Find Useful Material by Surfing the Net," *New York Law Journal*, September 1996
- "Beware If Client Buys Kid a Co-op," *New York Law Journal*, December 1993
- "Gains Tax Changes Ease Some Burdens," *New York Law Journal's Real Estate Supplement*, June 1993

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## Speaking Engagements

- “Opinions of Counsel and Malpractice Prevention in Commercial Real Estate Financing,” PLI Commercial Real Estate Financing, April 2017
- “Purchase and Sale Agreements: Is My Contract Worth the Paper It Is Written On?,” ICSC U.S. Shopping Center Law Conference, October 2015
- “Legal Opinion Negotiations,” PLI Commercial Real Estate Financing, April 2015
- “Meet the Investors,” 2nd RealShare Distressed Assets Conference, September 2010
- “Commercial Real Estate in a Post-Recession Era,” Globe St.com and Schulte Webinar, May 2010
- “Due Diligence in the Acquisition of Distressed Real Estate— Exactly What Am I Getting Myself into and How Can I Protect Myself?,” ICSC 2009 U.S. Shopping Center Law Conference, December 2009
- Moderator, “Real Estate in Recovery: What Can Be Done to Prepare for a Turnaround?,” Globe St.com and Schulte Webinar, November 2009
- “The Impact of Securitization on Workouts and Restructuring: Dealing with the Special Servicer,” Schulte and Savills Distressed Real Estate: Challenges and Opportunities Seminar, February 2009
- “The Current and Future Practice of Law,” New York State Bar Association Real Property Law Section’s Summer Meeting, July 2007
- Co-Chair, “Loan Workouts – Borrower’s and Lender’s Perspectives,” International Council of Shopping Centers 2002 Law Conference, Panel, October 2002
- Co-Chair, “Bankruptcy – A Real Estate Lawyer’s Perspective,” International Council of Shopping Centers 2001 Law Conference,

Panel, October 2001

- New York University School of Continuing Education, Lecturer, Real Estate Institute, 1984-91
  - “The Closing Process,” Real Estate Transactions Conference, New York State Bar Association, 1991, 1993, 1995
  - “Workouts: Negotiated Alternatives to Contested Foreclosure,” Foreclosures and Workouts Program, New York State Bar Association, 1995, 1997
  - “Drafting Commercial Real Estate Loan Documents,” New York University Intensive Seminar for Real Estate Professionals, February 1993
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## Memberships

- New York State Bar Association
    - Member, Executive Committee, Real Property Law Section, 2002-03
    - Member, Committee on Condominiums and Cooperatives, Real Property Law Section, 1983-Present
  - American College of Real Estate Lawyers
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## Distinctions

- *New York Super Lawyers*
  - Sanctuary for Families – Above & Beyond Award, 2022
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## Prior Experience

- Partner, Schulte Roth & Zabel, 1981-2010
- Partner, Warshaw, Burstein, Cohen, Schlesinger & Kuh, 1980-81

