



## JOAN B. VELAZQUEZ

PARTNER

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Joan Velazquez is a Partner and Chair of the Real Estate Department.

Too many lawyers spend time telling their clients what cannot be done. As the Chair of Ervin Cohen & Jessup's Real Estate practice, Joan is a creative problem solver and proven deal maker who never loses sight of her clients' business goals. She understands that her job is to mitigate her client's legal risks while letting them realize the business opportunity in every deal.

Joan represents real estate owners, developers, investors, lenders, contractors and asset managers in connection with a wide range of projects, including the acquisition, financing, development, leasing, management and sale of:

- Office buildings
- Industrial parks
- Shopping centers
- Low-income projects
- Mixed use projects
- Industrial developments
- Hotel/resort projects

Joan is experienced in the formation of partnerships, joint ventures, limited liability companies and arranging complex capital structures, including highly leveraged mezzanine financing, subordinated lending arrangements and other creative solutions. Having structured, documented and closed more than one billion dollars of financing transactions over the past years, she guides clients with distressed properties successfully restructuring existing debt.

### EDUCATION

J.D., University of Southern California, Gould School of Law

### PRACTICE AREAS

Food, Beverage and Hospitality  
Real Estate

### ADMISSIONS

California

Additionally, Joan's tax background gives her a competitive advantage when structuring deals so she can increase the net return to her clients.

Joan received her J.D. from the University of Southern California Law Center. While at USC, she was a Judicial Extern for the Honorable Justice Otto Kaus.

## HONORS & RECOGNITIONS

Commercial Real Estate Visionaries, *L.A. Times*, 2021 & 2022

Women in Real Estate Award Winner, *connectCRE*, 2021

Inspirational Women, *L.A. Times*, Finalist, 2021

Woman to Watch Award Nominee, *Los Angeles Business Journal*, 2021

Best Lawyers in America, 2019-2022

Southern California Super Lawyers, 2021-2022

## CLIENT ALERTS

Ervin Cohen & Jessup Launches Food, Beverage & Hospitality Practice  
08.03.2020

## SUCCESSES

Ervin Cohen & Jessup Partner Joan Velazquez And Pooja Nair Selected For Inspirational Women Awards

10 Ervin Cohen & Jessup Attorney Named "Best Lawyers In America" And Two Named "Ones To Watch"