

HOGE • FENTON



SEAN A. COTTLE

SHAREHOLDER

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PRACTICE OVERVIEW

As the "go to" attorney for top Silicon Valley real estate developers, Sean Cottle has closed deals worth \$500+ million in transaction value since joining Hoge Fenton in 2004. He is recognized in San Jose and Silicon Valley for his knowledge of local markets and his skill at getting eight-figure deals done, often on tight timelines. For example, he helped close a \$54MM transaction involving three commercial properties within five weeks.

Representative Matters include:

- \$54 million Office Deal in San Jose, CA
- \$27 million Land Deal in Mountain View, CA
- \$27 million Office Deal in Knoxville, TN
- \$24 million Residential Development Deal in Redwood City, CA
- \$23 million Commercial Deal in San Jose, CA

Sean's practice focuses on transactions involving the purchase, sale, and leasing of commercial, industrial, retail property, and residential developments, both in California and across the country. Sean is a leading authority on Opportunity Zones and Opportunity Funds, and has spoken extensively on these topics nationally and internationally. Sean also advises landowners, developers, builders, and subcontractors on various aspects involving entitlement, construction, and property related issues as well as post-sale issues and project advocacy. Sean has served and currently serves as outside general counsel to several contractors.

PRACTICE AREAS

Real Estate and Land Use
Commercial Leasing
Construction
Business Transactions
Environmental Law

EDUCATION

J.D., Tulane University
B.A., Economics/Political Science, Kenyon College

ADMISSIONS

California
U.S. District Court, Central, Eastern, Northern, & Southern Districts of California
U.S. Court of Appeals, Ninth Circuit

PROFESSIONAL ACTIVITIES

Sean is a member of NAIOP – Commercial Real Estate Development Association, a member of the Building Industry Association - Bay Area (Life Spike Member), the California Building Industry Association, and the Real Property

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PROFESSIONAL ACTIVITIES CONT.

Section of the California State Bar Association.

COMMUNITY ACTIVITIES

Sean is involved in the Rotary Club of San Jose and was appointed to the Board of Directors in July 2019. Sean was a member of the Board of Directors of the Silicon Valley Organization, formerly known as the San Jose Silicon Valley Chamber of Commerce from October 2010 to December 2019. He previously served as Chair of the Board in 2015 and as First Vice-Chair for Economic Development. He also served on the Board of Directors of the San Jose Downtown Association from March 2007 until December 2012 as a member of its Executive Committee and former treasurer.

AWARDS

- Chartered Fellow of Construction Lawyers Society of America (CLSA)
- AV Preeminent (highest level of professional excellence) Peer Review and Judiciary Rated
- CV, BV and AV are registered certification marks of Reed Elsevier Properties Inc., used in accordance with the Martindale-Hubbell certification procedures, standards and policies.
- Northern California Super Lawyer: 2020
- Best Lawyers in America 2021, Real Estate

REPRESENTATIVE MATTERS

- Listed below are examples of property transactions that Sean has worked on since joining Hoge Fenton:
- Commercial Buildings:
 - San Jose, CA - \$23 million
 - Livermore, CA - \$17 million
 - Campbell, CA - \$12 million
- Land:
 - Mountain View, CA - \$27 million
 - Mountain View, CA - \$15 million
 - San Jose, CA - \$10 million
- Office Buildings:
 - San Jose, CA - \$54 million
 - Knoxville, TN - \$27 million
 - San Jose, CA - \$22 million
- Retail Center & Warehouse:
 - Knoxville, TN - \$21 million
 - Fort Worth, TX - \$15 million
 - Phoenix, AZ - \$13 million
- Residential Development:
 - Redwood City, CA - \$24 million
 - San Jose, CA - \$18 million

SPEAKING ENGAGEMENTS

- Moderator, [Silicon Valley Real Estate Breakfast: Strategies for a Better Bay Area](#), February 17, 2021
- Moderator, [Who's Developing in Downtown San Jose](#), August 20, 2020
- Co-Presenter, [The Impact of COVID-19 on Silicon Valley Real Estate Pt. 2](#), May 12, 2020
- Moderator, [Building the Bay in the Age of COVID-19](#), May 1, 2020
- Co-Presenter, [The Impact of COVID-19 on Silicon Valley Commercial Real Estate](#), April 14, 2020

SPEAKING ENGAGEMENTS CONT.

- Co-Presenter, *Maximizing Opportunity Zones & Qualified Opportunity Funds*, December 10, 2019
- Presenter, *Opportunity Funds: A New Way to Defer Taxes on Eligible Capital Gains*, East Bay Apartment Forum, May 21, 2019
- Co-Presenter, *Opportunity Funds: A New Way to Defer on Taxes on Eligible Capital Gains*, Bay East Platinum Affiliates, April 29, 2019
- Co-Presenter, [*Opportunity Zones in the Bay Area: What's Behind All the Hype?*](#), CREWSV, April 9, 2019
- Co-Presenter, [*Opportunity Zones and 1031 Exchange Program*](#), ProVisors BAREL, April 3, 2019
- Co-Presenter, [*Using Capital Gain Strategies to Market Yourself to Real Estate Investors*](#), Bay East Platinum Affiliates, February 19, 2019
- Co-Presenter, *The Silicon Valley Real Estate Breakfast, Maximizing the Opportunity Zone*, February 13, 2019