

The Daily Transcript

Top Commercial Real Estate Leaders Matthew Seltzer

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Practicing real estate law is an ongoing labor of love for San Diego-born-and-bred attorney Seltzer, of Seltzer Caplan McMahon Vitek, a firm founded by his grandfather nearly 70 years ago.

“Once I was in law school and started doing legal work during summers and off-school time, I became passionate about the practice of law and real estate law and have loved it ever since,” said Seltzer, who graduated from University of Southern California and earned his law degree at University of San Diego School of Law.



Seltzer specializes in real estate-based financing, commercial leasing, and purchase-and-sale transactions. Last year alone, Seltzer represented clients in more than 160 real estate-based transactions with a value totaling more than \$2 billion.

But perhaps most notable among Seltzer's impressive list of professional achievements was when he represented the owner of Grossmont Center and a neighboring medical office project. He negotiated more than 100 new leases with each of the tenants in the shopping center - more than 1 million square feet of retail space - as well as the surrounding medical office buildings.

“It was challenging in sheer volume, obviously. But it was also challenging and interesting in that I was dealing with effectively every type of tenant you could imagine in a retail context... mom-and-pop shops, small-size retail stores who are on the national level, as well as big national retailers like Target, Walmart, Sports Authority,” said Seltzer. “It was exciting to deal with these folks... and a great sense of accomplishment when we completed it.”

Seltzer said he prides himself on trying to be fair and reasonable in an effort to get the deal done for both sides of a real estate transaction.

“And that's one of the benefits of being in real estate and handling transactions as I do,” Seltzer said. “Generally speaking, both sides can be happy at the end of the day.”