



VIJAY PAI
Managing Partner
Real Estate

Orange County (714) 662-4620 VPai@rutan.com

Vijay Pai is the Managing Partner of the firm. Vijay has substantial experience representing developers, lenders, owners and investors in the structuring, negotiation and documentation of complex real estate and finance transactions with a special emphasis on multi-family housing properties and industrial projects.

Vijay represents developers and owners in all aspects of sophisticated real estate transactions, including development, acquisition, sales, equity/joint ventures, preferred equity, mezzanine financings and mortgage loans. Vijay also represents institutional lenders, second lien lenders and borrowers in a broad range of finance transactions including real estate secured loans (construction, permanent, mezzanine and affordable housing loans) and non-real estate secured asset-based and second lien financing transactions.

Vijay currently serves on the Executive Committee of the firm and is the former head of the firm's Real Estate department.

Areas of Focus

- Real Estate Finance
- Real Estate Acquisitions and Sales
- Asset Based Loans
- Affordable Housing Developments

Representative Matters/Cases

- Acquisition, disposition and financing of multi-family housing properties and industrial projects.
- Drafting and negotiating loan documentation for both lenders and borrowers in connection with real estate secured financings (including in connection with private and Fannie Mae and Freddie Mac loans) and asset-based or cash flow loans.
- Loan restructures, workouts, foreclosures and deeds-in-lieu of foreclosure.

Related Services

- Real Estate
- Acquisitions and Dispositions
- Affordable Housing and Economic Development
- Commercial Finance
- Land Use and Natural Resources
- Real Property Secured Lending
- Tax

Related Industries

- Real Estate
- Commercial and Industrial
- Construction
- Joint Ventures
- Land Development
- Multifamily
- Real Property Secured Lending
- Retail
- Builders and Land Developers

Bar & Court

- Entity formation, including limited and general partnerships, joint ventures, limited liability companies and corporations.
- Representative clients include multifamily housing owners and operators, industrial project owners and operators, private real estate investors, institutional lender and general businesses.

Publications

- "Staying Off the Hook Managing the Evolving Bad-Boy Guaranty," Orange County Business Journal, November 2014
- Non-Recourse Loans & Bad Boy Guaranties, Orange County Register, October 2014

Presentations

- Moderator, The Value Add Proposition- Trends in Multifamily Rehab Projects, Marcus & Millichap/Institutional Property Advisors 2015 Multifamily Forum: Southern, CA, June 2015
- Speaker, Non-Recourse Loans and Guaranties "Bad Boys and Debt A Real Estate Tale," YPA360 Conference, University of California Irvine, August 2012

Awards & Honors

• Southern California Super Lawyers, Rising Stars Edition, 2013-2018

Memberships & Associations

• Orange County Bar Association

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Admissions

• State Bar of California

Education

- Columbia University School of Law (J.D.)
- University of California, Los Angeles (B.A.)