



ROBERT A. STEINBERG, ESQ.
(Real Estate)



Mr. Steinberg's mediation practice focuses on business-related cases. He is known for his technical legal expertise, his innovative solutions to difficult business disputes, and his insight into parties' motivations.

Mr. Steinberg's long experience as a tax and transactional lawyer make him the ideal choice for real estate cases. As a lawyer, he negotiated and drafted documents for the purchase, sale, lease (including ground lease) and encumbrance of commercial, industrial and residential real property.

Representative Real Estate Cases

- Finder's fee claim in multi-million dollar commercial property purchase.
- Claim that allocation provisions of commercial/industrial property purchase agreement did not cover pre-paid amounts for long-term cellular tower lease on property.
- Law firm office lease dispute with landlord.
- Numerous fiduciary bond cases involving real estate brokers and salespersons.
- Several residential property boundary disputes.
- Numerous residential property sales disputes under standard CAR contract.

Career Highlights

- Mr. Steinberg has successfully resolved hundreds of mediated cases. In his twenty-five year career as a corporate, securities and tax lawyer and as a litigator, Mr. Steinberg handled billions of dollars in transactions and obtained tens of millions of dollars in tax refunds.
- As partner-in-charge of the Los Angeles office of an international law firm, Mr. Steinberg increased annual distributable income per partner by more than \$300,000 in fewer than four years.
- 150 of Mr. Steinberg's partners honored him with an award for "Outstanding Teamwork and Collegiality."
- Mr. Steinberg has extensive experience with multinational and multicultural matters.

Mr. Steinberg has published more than fifty articles and presented more than thirty seminars on settlement advocacy, case evaluation, negotiation strategy and tactics, and mediation. He received his undergraduate degree from the University of Michigan (Honors in English), his law degree from Duke University, and his Masters of Law (in Taxation) degree from New York University.