

## General Consulting Services

Kaufman Dolowich provides a full range of real estate services to help position and advance our clients' interests in the real estate market. We work closely with lawyers in our financial services, environmental, dispute resolution and risk management practices to provide comprehensive solutions in the most cost-effective, efficient manner possible. Our client base includes property developers, lenders, government entities, private owners, investment managers, Real Estate Investment Trusts (REITs).

As lawyers, property owners and brokers, our attorneys understand the industry and advise our clients from this multifaceted perspective. We offer a broad array of real estate consulting services, including:

- Purchase and Disposition
- Document Negotiation
- Selection and Management of Outside Consultants and Service Providers
- Due Diligence Review
- Financing
- Lease and Contract Review
- Regulatory Compliance
- Risk Management
- Tax Structure
- Labor Law
- Deal Strategies
- Formation of LLCs/LPs/Trusts for Ownership or Disposition

## Transactions Consulting

Our attorneys guide our clients through the legal framework of all types of commercial real estate transactions. Fundamental to our real estate practice is the acquisition and disposition of every conceivable type of real estate asset, including raw land, commercial, retail, office, industrial, master-planned residential, multifamily, mixed-use, health-care, senior housing, hotel, resort, timeshare, and golf course projects. Our attorneys also have vast experience with troubled or contaminated sites and properties destined for redevelopment and re-use, including military-base and industrial conversions.

## Due Diligence and Risk Management

Each deal is unique and requires its own level and type of due diligence, important in determining the value and viability of the project. Failure to conduct a thorough due diligence could result in an inaccurately valued purchase or sale, violation of regulations or missed opportunities. Our lawyers walk our clients through a due diligence review focused on achieving their goals and timeline. We review such matters as purchase/sales price, zoning, land use, suitability, contamination, labor and other issues that might affect the project.

## Document Negotiation and Drafting

The contract is the backbone of every transaction. Kaufman Dolowich negotiates and constructs contract provisions that protect our clients' interests in purchase and sales agreements, commercial leases, construction contracts and other transactions. Our lawyers leverage their substantial litigation experience to anticipate and address potential problems in the contract to avoid disputes and provide for appropriate relief if problems arise.

## Comprehensive Guidance on Complex Real Estate Transactions

Our attorneys have extensive experience in complex real estate transactions and deal strategies. We provide comprehensive guidance on real estate investment trusts (REIT), 1031 property exchanges and developers' tax incentives. We also recognize important opportunities for tax breaks and deferrals available to our clients.