

## Transactions

Kaufman Dolowich is a national transactional law firm with a premier real estate practice. Our lawyers are leaders in the Southern California real estate market. We represent some of the best known, most successful brokers, developers and businesses in the apartment building, hotel and retail sector. Our lawyers negotiate and draft contracts involving REIT, purchase sales agreements, leases, and other matters, and execute a smooth closing of commercial deals.

### Full-Service Transactional Law Practice

Kaufman Dolowich handles every legal aspect of real estate transactions and delivers comprehensive counsel and complete solutions to our clients. Our attorneys assist clients with transactions involving:

- Purchase and sales agreements
- Publicly financed projects
- Conveyances
- Refinancing and restructuring deals
- Commercial workouts
- Lease preparation and review
- Tax-deferred exchanges
- Real property contracts
- Right of first refusal
- Option agreements
- Assignments
- Letters of intent
- Easements
- Creditors' rights agreements
- Real estate investment trusts (REIT)

### Real-World Real Estate Business Experience

The attorneys in our real estate practice are familiar with the real-world issues that affect real estate businesses; in fact, one of our lawyers is a broker and a commercial property owner. While negotiating a contract, closing a deal or advising a client, our attorneys view the transaction from the perspectives of both an attorney and a businessperson. This insider's view allows us to remain on the pulse of the industry. We are aware of changes in the market while it is happening, not after it is published. This real-time knowledge helps us accurately value a deal during contract negotiations and better understand potential roadblocks to closing a transaction. By straddling the business and legal worlds, we can better assess the potential issues that may arise and communicate more effectively with our clients on their own terms.

### Drafting Solid Contracts that Avoid Disputes

Our real estate lawyers offer a comprehensive range of services, enabling our team to handle the entire life cycle of a real estate transaction. We have substantial real estate litigation experience and take action at the contractual stage to protect our clients. While negotiating a contract, we carefully assess the provisions for loopholes that might result in disputes or leave clients with inadequate recourse should a problem occur. We draft a solid contract that puts our clients in the best position possible.