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# Real Estate Purchase and Sales Transactions

## Purchase and Sale Transactions

At Cullen and Dykman, we represent our clients in all types of purchase and sale transactions that relate to real property, including financing. Our attorneys have experience assisting local, regional, and even national clients.

Our expertise includes handling legal matters that relate to the acquisition, disposition, and development of industrial properties, office buildings, shopping centers, multi-family residential projects, mixed-use buildings, educational facilities, medical buildings, religious centers, and condominiums.

We represent property owners, developers, lenders and real estate brokers providing unique insight to address their real estate needs. Whether a client needs assistance in acquiring, selling or financing real estate, preparing or negotiating the terms purchase and sale agreements, commercial leases or ground leases, or mortgage loans, construction loans, or mezzanine financing, we have the expertise required to achieve the most favorable results and mitigate potential risks.

We can also help resolve zoning, environmental, or land use issues. Our team can assist in disposing of real estate assets, helping our clients achieve the highest possible return on investments.

## Acquisitions and Dispositions

Cullen and Dykman provides a full range of legal representation in the area of acquisitions, all forms of dispositions of real estate, 1031 tax-free exchanges, joint ventures, environmental concerns, transfers of excess development rights and related financing. Our multidisciplinary team of finance, real estate, bankruptcy, litigation, and tax attorneys provides complete representation in all facets of real estate investments.

Our team of attorneys analyze possible risks and measure the potential rewards for distressed real estate investments. We work to provide options and strategies for acquiring troubled real estate projects, including securing a mortgage and mezzanine loans. Offering total representation, we can assist with hedge, opportunity, investment, and private equity funds.

## Construction, Development and Air Rights Transfers

We represent clients in the negotiation, review, and drafting of all forms of construction contracts, including engineering and procurement contracts. Our attorneys also give advice relating to various aspects of construction, including financing, property tax exemption, and abatement programs, as well as, the transfer of

excess development rights, zoning development rights, and environmental issues.

Our clients include:

- Developers
- Contractors
- Homebuilders
- Office Building Owners
- Shopping Center Owners
- Commercial Banks
- Investment Banks
- Cooperative Corporations
- Hotels
- Medical Facilities
- Hospitals
- Senior Living Facilities
- Educational Institutions
- Office and Retail Tenants

Our experienced team helps clients identify any potential challenges, by developing creative problem-solving solutions. If a contractor defaults or a dispute arises, our litigation team works to resolve claims quickly and efficiently. Additionally, our construction attorneys offer corporate client's advice on renovation projects that require a substantial amount of space to operate their business.

Having an integrated team that works together means that our clients have comprehensive legal representation. We help work on facilities, design, construction, and even legal personnel, consultants, and project managers. We can help guide clients through the entire building process, assisting in the preparation of requests for proposals, drafting and negotiating contracts, enforcing obligations, resolving claims, and closing projects.

Here are some of the services we offer:

- Contract Agreement Development and Negotiation
- Construction Financing
- Performance and/or Payment Bonds
- New Markets Tax Credits
- LEED Certifications
- Land Use and Zoning
- Environmental Issues
- OCIP/CCIP Insurance
- Employment and Labor Issues and Resolution
- Dispute Resolution and Litigation