

## → Real Estate Acquisitions and Dispositions

Sheppard Mullin advises both purchasers and sellers on a regular basis in complex real property transactions. Among the many clients represented by the firm's Real Estate attorneys are purchasers and sellers of property used for:

- Residential tracts
- Apartments and condominiums
- Shopping centers
- Retail malls
- Office buildings
- Industrial and R&D projects
- Hotels and resorts
- Mixed use projects
- Wineries and vineyards
- Raw land for development

Sheppard Mullin lawyers negotiate and document real property acquisitions and dispositions, as well as assist clients in conducting due diligence investigations in connection with these transactions. This work also includes investigations and reviews regarding title, land use, zoning and other entitlement issues, leasing and other contractual obligations and the environmental and physical condition of real property and improvements. We also are experienced in structuring and documenting sales to merchant builders in master planned communities and other master developer projects where it is important that the merchant builders comply with project standards, applicable laws and governmental requirements.

Dispositions of residential property in the nature of sales to the public may be regulated by various governmental agencies. We have substantial experience in complying with these regulations and preparing the necessary sales documentation, which includes contracts and escrow instructions for the purchase of homes by consumers and related warranties and seller financing documentation, homeowner deeds and easements, homeowner association deeds and easements, agreements between developers and homeowner associations (including assessment subsidy and maintenance agreements), consumer disclosure documents and bond and other escrow instructions required by the DRE.

Drawing upon our years of experience representing financial institutions and lenders regarding real estate related matters, as well as developer/ builder borrowers, our lawyers are frequently consulted about the financing of various acquisitions. Often, we can introduce the developer/owner of a project to prospective lenders and investors. Because of our experience in representing lenders, we are able to cost effectively provide representation concerning all forms of acquisition financing.