

## Real Estate

The **Real Estate Department** of Salomon Lipschutz & Co. has diversified and extensive experience in everything relating to the planning, development and establishment of different projects of considerable scale throughout Israel, rendering legal services and management of income-producing properties, mainly commercial centers, malls and office buildings.

For over two decades, the Department has been handling the establishment and current operation of dozens of malls and commercial centers. It represents, inter alia, the largest and most prominent groups in this line of business in Israel.

Income-producing real-estate is a unique field requiring vast knowledge and experience. The Real Estate Department team members are thoroughly acquainted with the requirements of different lines of business and what is acceptable and unacceptable is well known to them.

The Team renders comprehensive legal services and advice, enabling its clients to successfully implement and complete different projects of income-producing real-estate. The legal escort starts already at the stage of purchasing the real-estate assets, through due diligence of the property, handling its rezoning, building the project, marketing the project to tenants and lessees, ending with ongoing management of the project after completion.

Clients of the Department enjoy legal services, advice and counselling in everything relating to planning and construction, drawing up contractual contracts including contractor tenders, escort vis-à-vis banking entities, as required, adaptation of lease and management agreements to comply with the project's specific features, including requirements of the bank the project works with, coordination with insurance consultants and technical spec consultants, ongoing counselling in project operation including agreements with suppliers, vendors and advisors (security companies, operating companies, advertising, etc.).

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The Firm's Real Estate Department is also engaged in escorting different transactions relating to real-estate, including, inter alia:

- ✓ Acquisition and sale of real estate for different purposes, including residential, commercial and industrial
- ✓ Handling the establishment and operation of gas stations
- ✓ Acquisition groups
- ✓ Urban renewal projects
- ✓ Sheltered housing
- ✓ Sale of real estate in receivership proceedings – by the Liquidations and Receivership Department
- ✓ Sale and purchase of apartments

**Adv. Hanoch Morgenstern** has 30 years of experience and, jointly with Adv. Ofer Schweizer, is Head of the Firm's Real Estate Department.

Hanoch is engaged, inter alia, in different types of income-producing real-estate, rendering extensive legal counselling in planning, design, establishment and operation of commercial projects and development of income-producing real-estate, including malls, commercial centers, offices, gas stations, etc. Hanoch escorts processes of asset betterment from initiation, planning and design to rezoning at planning committees, and more.

Moreover, Hanoch has extensive experience in conducting negotiations for the acquisition and sale of real-estate assets for housing purposes, acquisition groups, construction associations, urban renewal, real-estate entrepreneurship, etc. and renders legal services in drawing up and arrangement of financing agreement for bank accompaniment to projects, contracting agreements for building projects, and more.

Hanoch represents a wide variety of construction, entrepreneurship and holding companies and groups alongside numerous private and commercial clients.

**Adv. Ofer Schweizer** manages the Firm's Real Estate Department jointly with Adv. Hanoch Morgenstern, and is the managing partner of the Planning and Construction Department. Ofer has 30 years of experience in

conducting negotiations for the acquisition, sale, rent and lease of real-estate assets in general and industrial and commercial assets in particular. Among other things, Ofer renders legal counselling throughout processes of property betterment from initiation and planning stages to rezoning at licensing and planning committees and Israel Land Administration.

Ofer has extensive experience in providing legal services and escorting real-estate transactions from all aspects of taxation, reporting the transactions to tax authorities and conducting tax calculations, submitting objections and appeals against tax assessments received, negotiating with authorities on municipal taxes and levies imposed by local authorities, including betterment tax, and submitting plans and applications for permits to planning institutions, submission of appeals, administrative petitions and objections to the Supreme Court, as required.

**Adv. Chen Dastagor** is a partner in the Real Estate Department, with over 10 years of experience. Chen is engaged in everything relating to the sale and acquisition of different types of real-estate, acquisition groups, urban renewal, handling the sale of residential units in residential project, and more. Chen is also a member of the Property and Land Committee of the Israel Bar Association.

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