



In the increasingly complex world of real estate transactions, experience and imagination are often the most valuable assets. The ability to skillfully plan and orchestrate effective strategies can insure success in major real property transactions.

With more than twenty-five years experience in real estate law, James L. Hillman has negotiated, structured and documented over \$650 million in real estate transactions. This in-depth legal background is coupled with his extensive experience as a principal in real estate transactions and his recognition throughout California as an authority on sophisticated financing techniques. The Law Offices of James L. Hillman is uniquely suited to serve both principals and real estate professionals in real estate matters. Our firm provides a full range of services, including negotiating, structuring and documenting the acquisition, option, lease and disposition of real property. Because our firm exclusively represents and advises clients in real property matters, we are particularly sensitive to the needs of our clients, both in the application of sound legal principles and the timeliness with which we accomplish their objectives.

Lender Workouts

In real estate, unforeseen circumstances can arise that require outside assistance and counsel to resolve. The successful preservation of a client's equity in a troubled property requires technical skill, tactical judgment and exceptional experience to effect lender workouts. The Law Offices of James L.Hillman represents clients in lender workouts by establishing a comprehensive strategy-- based upon intensive analysis of the property, the existing financing and the income available for debt service. Our firm coordinates and organizes the individuals and firms necessary to obtain all of the requisite information.

All relevant documentation is assembled for a full written presentation with extensive use of exhibits describing current operations, appraised values, deferred maintenance and repair costs. Our presentations are carefully prepared to anticipate and answer lenders' questions in advance. In addition to written presentations, we arrange direct, face-to-face presentations with lenders to negotiate modifications to existing loans.

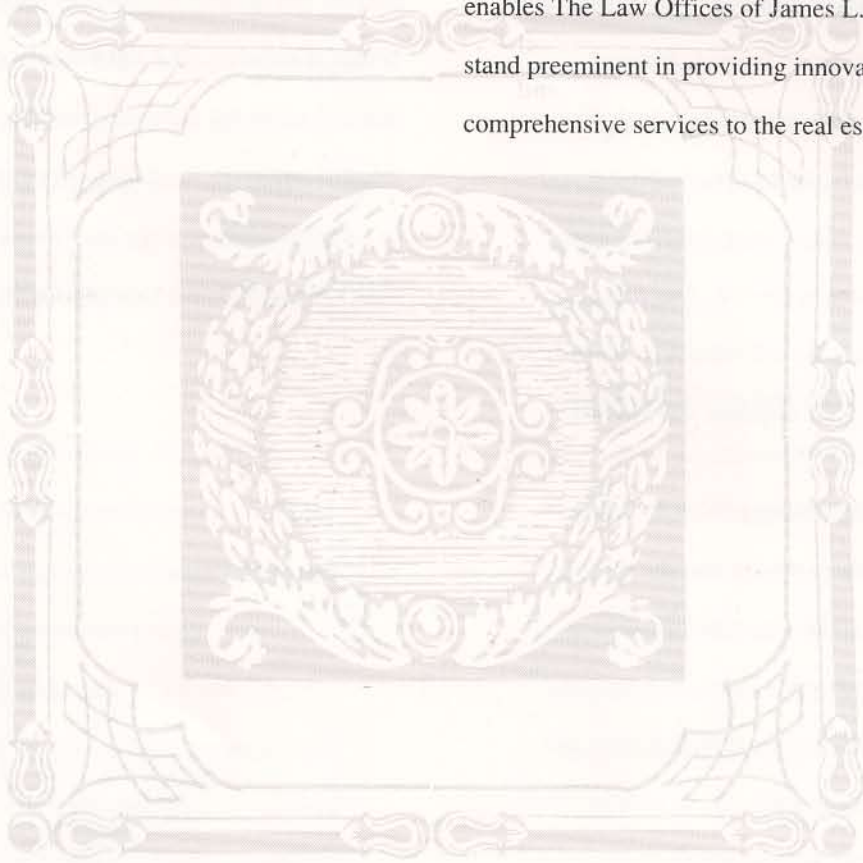
Real Estate Problems

Because of our exclusive involvement and expertise in real estate matters, clients seek our services in analyzing and resolving a broad range of real estate problems. The Law Offices of James L.Hillman advises and represents clients in matters concerning breach of contract, title and vesting issues, quiet title and easement matters, specific performance and selected real estate litigation. Our firm's approach is to counsel clients to make practical business decisions in resolving their real estate problems.



Conclusion

Our firm strives to go beyond ordinary technical skills-- to provide our clients with a "partner" fully committed to their goals. This long-standing commitment to the needs of real estate clients enables The Law Offices of James L.Hillman to stand preeminent in providing innovative and comprehensive services to the real estate industry.



Real Estate Transactions

At the Law Offices of James L. Hillman, the value of experience is evident in our aggressive approach to each facet of transactional real estate practice. Our firm actively plans each transaction, tailoring our services to meet the specific requirements and timetable of the client. We provide precisely drafted documents that effectively protect our client's interests. Our in-depth knowledge of both unique and conventional real estate financing techniques allows us to develop innovative solutions to meet each client's needs.

Services include conceptualizing transactions; originating and drafting letters of intent, purchase and sale agreements; options; exchange agreements; security instruments; promissory notes; loan documents; assumption packages; escrow instructions; as well as specialized agreements such as subordination, re-subordination and co-collateral agreements. Our firm's dedication to the unique requirements of real estate transactions requires us to be immediately accessible and to provide prompt turnaround time in each transaction.



Transaction Management

Large property transactions often involve many diverse participants, a number of distinct phases and an abundance of details. Clients seek our services in the management of these major real estate transactions, from the initial offer to the close of escrow. We carefully orchestrate the entire transaction, coordinating the efforts of brokers, lenders, loan service agents, attorneys and escrow officers through each phase, to achieve successful, timely closings.

A thorough transaction checklist is developed for each client, which details every phase, including inspections, contingency and waiver dates, title reviews, all financing matters and closing requirements. We also provide assistance in generating and presenting loan packages, as well as negotiating with lenders.

Capital Formation Counseling

The Law Offices of James L. Hillman offers extensive experience and technical expertise to clients seeking to form joint capital arrangements. Our firm is qualified to recommend, negotiate and document basic and multi-tiered agreements for general partnerships, limited partnerships and joint ventures. Our firm prepares documents that clearly set forth and define the rights, duties and obligations of all parties involved.