

**3 Elective  
N.J. Continuing  
Education Credits  
C20161109**

**When:**  
Monday  
June 5, 2017

**Time:**  
9:00 am—12:00 pm

**Location &  
Contact Info:**

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Passaic County Board of REALTORS®

## Commercial Real Estate Law By Neil I. Kilstein, Esq.



With few exceptions, New Jersey Law does not differentiate between residential and commercial transactions. However, commercial transactions are more complex and require that the broker or salesperson be familiar with a variety of sophisticated concepts and areas that do not apply to residential. This course reviews those areas and concepts and is intended to be both a refresher course for experienced commercial licensees and to expand the knowledge of brokers and salespersons who only occasionally deal with commercial property.

• *About Neil:*

Neil has been our Board counsel for more than forty years. His practice includes complex real estate transactions including development, acquisitions, sales, leasing and brokerage law. He also deals with estate planning and administration and business purchases and sales.

Neil is a graduate of New York University, magna cum laude (accounting major) and of the Harvard Law School. He is admitted to practice in both New Jersey and New York.

• *Session topics include:*

- Commercial Listing Agreements
- Protecting the Commission You Earn
- Zoning for Commercial Property
- Shopping Center Leases
- Multifamily Sales
- 1031 Exchanges