

# New York Lawyers' Practical Skills Series

# Real Estate Transactions— Commercial Property

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\* I acknowledge with gratitude the invaluable support of my husband, Xenophon A. Theophall, in this work as in everything that I do.

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Currently in private practice in New York City, Ms. Kallas has devoted a great deal of her career to commercial real estate, representing clients from individuals to businesses to commercial, investment and savings banks, and mortgage and insurance companies, and handling the sale, lease and financing of all types of commercial properties, including hotels, multi-family apartment complexes, shopping centers, restaurants, and garages, and Industrial Development Agency projects. On Wall Street, Ms. Kallas was instrumental in developing the new practice area resulting from the private sale of whole mortgage loans among different types of lenders and governmental agencies. For one investment banking client, long before the sub-prime mortgage crisis of 2008, she uncovered a mortgage sale fraud involving hundreds of institutions and \$1 billion in loan sales, and helped assure the conviction of the perpetrator. Ms. Kallas also has been a Vice President at Smith Barney, Harris Upham & Co. Inc., where she obtained her Series 7 and Series 63 licenses and sat on the trading desk.

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