



— PARDALIS & NOHAVICKA, LLP —
ATTORNEYS

Real Estate Workshop & Networking Social

Thursday, April 19, 2018
WeWork Nomad

212.213.8511



pnlawyers.com

About Us

Pardalis & Nohavicka is a boutique full service law firm based out of Manhattan and Astoria/Long Island City in New York City. We handle an eclectic array of matters representing individuals and business owners in civil litigation, criminal cases, employment matters, real estate and business transactions.

With their experience and unique approach our attorneys regularly solve problems for a total fee lower than comparable firms charge. Our lawyers are currently handling matters in the following tribunals: New York State Department of Licensing; New York State Unemployment Insurance Appeals Board; New York State Division of Human Rights; New York City Commission on Human Rights; U.S. Equal Employment Opportunity Commission.

Our mission is to approach each matter with the utmost in ethical standards and integrity. We cannot help but consider it a professional honor to be entrusted with your business and personal matters.

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Why WeWork

PN Lawyers has been in operation for over ten years and apart of the WeWork family as of Fall 2016, when we established our "Giving Back Initiative."

Our firm humbly was established nearly eleven years ago in a windowless office in Queens. We too have been exposed to the expected hardships and obstacles that come with starting your own business. After several years of paying our dues by putting in hard work, endless office hours and always giving our clients 100% of our attention and time, we have reached our goal and tripled our growth. Today, PN Lawyers has 3 offices throughout New York City and many clients globally. Therefore, we are now at a position to finally "Give Back" and help other businesses and startup owners jumpstart their professional journey to proper career success.



As WeWork is providing workspace for startups, small businesses, and freelancers, we're offering necessary, affordable legal protection and hand-holding for these very same businesses.

We are happily available 24 hours a day and 7 days a week. Give us a call and you will receive a live person, not an automated message.

Taso Pardalis

Partner

At New York Law School, Taso focused his studies on Entertainment, Intellectual Property, Construction/Development, Corporate and Business Law, Admiralty/Maritime and Real Estate.

After law school, he worked at Jaffe & Nohavicka at 40 Wall Street, where he focused on Insurance Law, Subrogation and Real Estate. While working at there, he developed the Asbestos Removal Defense Unit, which specialized in representing and advising environmental contractors.

At J&N, Taso worked for his now partner, Joseph Nohavicka, and was the youngest attorney ever to be published in the New York Law Journal on Construction Law.

At Pardalis & Nohavicka, LLP Taso manages the operations of the firm. Taso focuses his practice on entertainment matters, shareholder disputes , construction litigation and contract claims.



A Broker's Commission

The #1 thing we're asked about is the real estate broker's entitlement to a commission.



The real estate broker must be licensed in the State of New York.

A real estate agent or salesperson has no independent right to sue for a real estate commission unless the broker assigns the right to commission to the agent or salesperson

The Real Estate Broker Commission Agreement

- When is an employment contract established?

When an owner of property lists it with a broker and the broker acts to procure a buyer or tenant on the owner's terms.

- What happens in absence of an agreement?

The broker earns his commission when he produces a buyer or lessee who is ready to enter into a lease on terms acceptable to seller or lessor. This goes for both sales and lease transactions.

- Want to earn a commission?

*The broker must be the procuring cause of the deal.
A simple introduction and showing of the property is insufficient.*

Written Commission Agreement

- A written commission agreement is preferred, but NOT required.
- Licensed real estate brokers and salespeople, specifically, are exempt from the requirements that such an agreement be in writing. (General Obligations Law section 5-701 (10).



- The contract is then established by facts showing conscious appropriation of broker's efforts, or even acceptance of the work from the broker.
- You can't assume a broker works for free. When the lease agreement is executed, the broker's work is done & they earned a commission.
- The broker is entitled to a commission as a third - party beneficiary of the contract.

Elleana Maidiotis

Attorney

Elleana Maidiotis is a commercial litigation associate who represents clients in both State and Federal court. Elleana's expertise extends into the field of shareholder disputes, breach of contract actions, contract drafting and review, and commercial and residential real estate transactions.

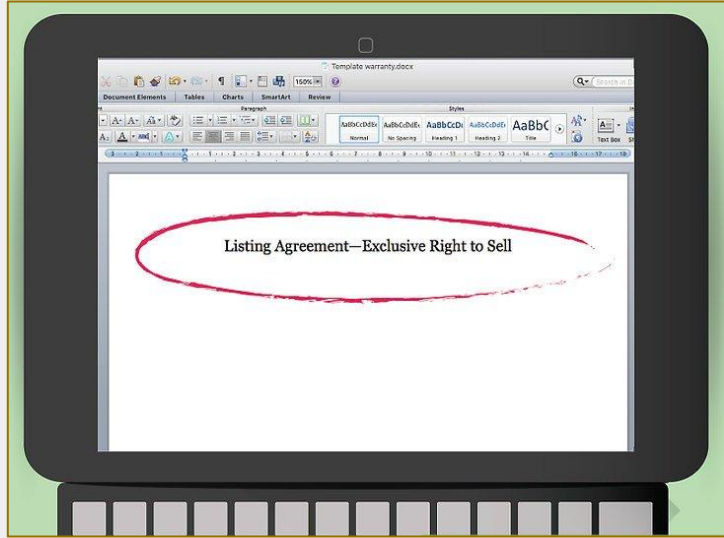
In addition to conducting depositions, arbitrations and mediations, Elleana is also an appellate attorney, having successfully represented clients in appeals before the First and Second Judicial Departments.

Elleana obtained her Juris Doctor from St. John's School of Law and obtained a Bachelor's Degree in Psychology with a course concentration in Biology and Criminal Justice from Drexel University.

Elleana's fields of expertise include Commercial Litigation, Business and Corporate Law, Real Estate Law- Commercial, Residential, Contract Drafting and Negotiations



Exclusive Right To Sell Agreement



- Exclusive right to sell agreement is one of the most frequently used documents between a seller and their real estate brokerage.
- What does this document mean?
A contract giving a brokerage the exclusive right to represent the owner in the sale of their home and earn a commission by procuring a buyer.
- Licensed real estate brokers and salespeople, specifically, are exempt from the requirements that such an agreement be in writing. (General Obligations Law section 5-701 (10)).

This document is important for both Sellers and Brokers.

For The Seller:

- What are your obligations?
- Important things to think about:
 - How long does the agreement last?
 - What if you want to cancel the agreement?
 - What if you sell the property yourself without the help of your real estate agent?
 - What happens if you cancel the agreement and then sell your property on your own?



For The Broker:



- When are you entitled to your commission?
 - Ready, willing and able buyer or when a contract between the seller and purchaser is signed?
- What are you entitled to even after your exclusive listing agreement is terminated?



MATTHEW HAINES - Founder of PropertyShark



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AVI VODA - Founder at Voda Bauer Real Estate

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For Residential & Commercial inquiries please contact:

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With a diverse background in real estate, as a licensed realtor, developer and property manager, Vince is uniquely qualified to understand the needs of PropertyShark's many and various clients.

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MAY 10, 2018 | 12:00-2:00 P.M.
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- You can also find a sign up sheet at one of the nearby tables and we can reach out to you!



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