

B2B: New Legal Challenges on the Real Estate Market

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Current situation with low availability of external financing raises the need for complex alternative commercial and legal arrangements on real estate transactions.

We have seen in 2015 several complex floating fee deals as well as transactions providing for seller's and purchaser's extended post-closing cooperation in several development projects.

Equity financing now usually requires complex project implementation, management and return arrangements.

This is coupled with the ongoing reform of Russian contract and corporate law, which provides for more remedies and operational freedom; but, at the same, is becoming more complex and requiring greater attention to detail at all stages of transactions, starting from commencement of negotiations.

This may lead to increased legal risks.

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