

# Long Island Business NEWS

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## WHO'S WHO | in Commercial & Residential Real Estate Law

By LISA MORRIS JOSEFAK

### MICHAEL H. SAHN

*Sahn Ward Coschignano &  
Baker, PLLC*

Michael H. Sahn is the founding member of Sahn Ward Coschignano & Baker, PLLC in Uniondale. Sahn concentrates his practice in the areas of zoning and land use planning, real estate law and transactions, corporate and environmental law. He also represents the firm's clients in all facets of civil litigation.

There are several important inquiries to make in the purchase of commercial property including finding out what the environmental conditions are at the property, Sahn said.

One should ask about any issues that will require remediation of any kind or affect development potential," Sahn noted. "This includes past use of the site, as well as nearby sources of pollution, such as filling stations or dry cleaners."

Potential purchasers should also find out what are the zoning and land use restrictions affecting the property, including zoning laws or ordinances, landmark or historic designations, prior conditions of zoning approvals imposed on the property, and covenants and restrictions of record, whether imposed by a municipality or a private party, Sahn explained.

"The purchaser must understand the development potential of the property," he said.



Sahn also suggests finding out if the seller can convey good and marketable title, not encumbered by any liens, easements, judgments restrictions.

"If the property is income producing, the purchaser must review and understand existing leases and tenancies," Sahn said. "What is the income to be realized from existing tenants, what options do tenants hold, are there sub-leasing or assignment rights that may be problematic in the future?"

"A purchaser should provide for a due diligence investigation period in the contract and also consider making the contract obligations contingent upon the approval of the purchaser's contemplated use and development of

the property," Sahn said.

Sahn is a trustee of the North Shore-Long Island Jewish Health System and a member of the community board of Southside Hospital in Bay Shore. He is also chair of the board of zoning appeals of the Incorporated Village of Flower Hill and serves on the advisory board of the Chicago Title Insurance Company. Sahn is also a member of the board of directors of the Ronald McDonald House of Long Island.

Sahn is a member of the Nassau County Bar Association. He is also a member of the Women's Bar Association of the State of New York. He frequently lectures before professional groups in his areas of expertise.

Sahn Ward Coschignano & Baker, PLLC is a full service law firm concentrating in the areas of zoning and land use planning; real estate law and transactions; civil litigation in state and federal trial and appellate courts and alternative dispute resolution; corporate/business law and commercial transactions; telecommunications law; environmental law; municipal law and legislative practice; labor and employment law; estate planning and administration; and real estate tax certiorari and condemnation.

The firm has an extensive and diverse client base of individuals and business entities including prominent national and regional businesses, real estate developers, closely held entities and Fortune 500 companies.