



Closing The Deal & Building Your Wealth: Essentials Of The Real Estate Transaction And Exploring The 1031 Exchange

John Kokolakis

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John Kokolakis writes with the intent to educate and discuss the basics of a real estate transaction and introduce the reader to the 1031 exchange. His goal is to explain the process and hopefully arm the reader with enough knowledge to be able to ask the right questions of the various players in the Real estate transaction with the understanding that they are each vital in a successful transaction. ----- About the Author: Prior to becoming an attorney, John Kokolakis was a boy that was taken from his home at the young age of 5 and placed into foster care. Thereafter, he was sent to an orphanage in Upstate New York where he recalls the two things that gave him the strength to survive each day: being united with his family and becoming an attorney. The years passed and despite the struggles and turmoil that life tends to throw at us, John Kokolakis stayed true to his goal and earned his undergraduate degree from Queens College and his Juris Doctor from Hofstra University School of Law. He is admitted to practice law in all the State Courts of New York, as well as the Federal District Courts of the Eastern and Southern Districts of New York. Mr. Kokolakis' position as a former Management Auditor and Community Associate to the City of New York taught him the value of detail as he conducted performance audits of city agencies and private contractors contracted by New York City. He learned the value of listening and addressing the concerns of constituents as well as strengthening his research and analysis skills as a Legislative Aid to a New York Senator. Over the years, John Kokolakis gravitated towards the areas of small business and Real estate. He discovered that solving his clients' problems and helping them capture opportunities in these areas of the law excited him. This enthusiasm combined with his experience provides great value to his clients. Mr. Kokolakis takes special pleasure in representing the first time home buyer. He understands the excitement and anxiety that tend to overwhelm an individual during this exciting time. He takes the time to meet with his clients and explain the entire home buying process with an ear towards helping them meet their ultimate goals as he holds their hand during the entire process. His attention isn't on the clock, but on the face of his clients as he sees their worries dissipate and are replaced with a gleaming smile. John Kokolakis goes beyond just drafting documents; he prides himself on being a trusted advisor to his clients. Understanding the importance in always learning, Mr. Kokolakis vigorously attends continuing legal education seminars and programs each year, covering various aspects of the practice in order to maintain his skills and keep up with the latest changes in the law. In addition, he invests many hours of self-study each year in books, legal publications, and periodicals.

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