

Lutfiyya Kara Senior Associate



Q *What was the toughest deal | listing | issue etc you ever worked on and why?*

A I had a key role in the development known as Sandton Gate – The Terrace, in which Abland, the leading South-African based commercial real estate developer, Game Camp Developments Pty Ltd and Tiber Investments embarked on a joint venture in relation to the mixed use precinct development. The work included assisting with the land assembly process, including the subdivision and consolidation of the land, drafting the off-plan sale agreements for the residential units developed, opening of the sectional title scheme, drafting of the management and conduct rules, and the subsequent transfers of the units/sections in the scheme.

This was a tough transaction because it was inherently complex due to a vast array of issues to be dealt with to achieve the end goal. The transaction required an in-depth knowledge and understanding of mixed-use developments, land and town planning challenges, the processes at the municipality, and the managing of sales to numerous purchasers (which needed excellent finance managing skills as well).

One needed a comprehensive understanding of the Conveyancing process and technical expertise necessary to lead the opening of the sectional title scheme, as the issues arising were extremely complex.

Despite the challenges that presented themselves on this transaction, I am grateful that I was able to play a key role in the Development and to lead the opening of the sectional title scheme, as it broadened my knowledge and gave me invaluable insight

which will only help me to excel in my career.

Q *What piece of advice would you give a young woman working on her first deal | transaction?*

A Have confidence in yourself, and dull that inner voice inside that makes you second guess your abilities and knowledge on a matter. Take the initiative from the beginning, even though you may feel that you do not have the in-depth knowledge yet. Be eager to learn, but don't be a pushover.

Play on your strengths and minimise your weaknesses – focus on the skills that make you an all-star, and keep trying to improve on your weaker skills.

Q *What do you do to celebrate the closing of a big deal?*

A I am very family-orientated, so my first point of celebration is letting my close loved ones know that the deal has been closed. I like to plan an intimate meal with my husband and daughter to celebrate, and then I attend to making arrangements to celebrate with the client and the team that assisted me. We go for a meal out of the office after work, where we can let our hair down, laugh at the tough times we endured on the transaction, and soak up the victory together as a team.

Q *What do you do to unwind | get away from the stress of work?*

A Although it's quite clichéd, I love a good spa day. A relaxing full body massage with soothing music and a manicure is the best way for me to unwind. Nothing relaxes me more than the knots in my muscles, from the stress of work, being rubbed out, and physically feeling the stress 'come undone' within my body.

FUN FACTS

Favourite Colour: Purple.

Dog or cat person: Cat person.

Preferred holiday destination: Zanzibar. It is the most exquisite place I have ever been.

Your worst trait: Being a pessimist in situations – my 'go to' is always, "what is the worst thing that can happen in a situation?" rather than "what is the best that can happen." 

