

**REAL ESTATE  
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# Fletcher Tilton<sup>PC</sup>

Attorneys at law



## REAL ESTATE PRACTICE GROUP

The Real Estate Practice Group of Fletcher Tilton is well known for its expertise in the sale, acquisition, development and use of land and provides a full range of services to corporations, partnerships, trusts, and individuals in the following areas:

### ACQUISITION AND SALE

We counsel our clients in all aspects of commercial, residential sales and acquisitions with expertise in addressing such issues as the appropriate ownership vehicle, project structure and tax planning. Our experience includes industrial park development to office, manufacturing, research and development, university, medical and retail facilities, mixed-use and affordable housing developments, residential and golf course developments, retail shopping centers, nursing homes and congregate care facilities.

### TITLE SERVICES

We provide our clients with prompt and professional service with title examinations and certificates. In addition, we are an agent for five title insurance companies with direct access to their legal staffs addressing all aspects of appropriate title insurance coverage.

### DEVELOPMENT

We represent developers in connection with the development and leasing of commercial and industrial properties and the development and sale of residential subdivisions and condominium developments. The firm offers a variety of critical services for developers, including due diligence review and analysis of potential project sites, providing ownership and development structure recommendations, and preparation and negotiation of transaction documents such as build to suit agreements, leases, construction agreements, conveyancing agreements and financing documents. The firm's extensive expertise on permitting projects is crucial to developers

and our attorneys appear before various federal, state and local boards, commissions and agencies on behalf of clients every day.

### FINANCING

As financing represents an integral part of practically every real estate transaction, our attorneys are well versed in both the sources and structure of financing vehicles for all types of real estate transactions. Syndication, private placement offerings, conventional loans, mezzanine financing, government subsidies, subsidized bond financing, and various hybrid facilities are all part of our experience. We work closely with our clients to locate and facilitate placement of real estate financing vehicles.

### LEASING

A significant portion of our representation of real estate clients involves the day-to-day aspects of owning and operating commercial real estate, such as leasing, management, and brokerage. We are actively involved on behalf of clients in the leasing of office, manufacturing, research and development, medical, and retail facilities. In addition, we bring the experience we have gained in representing lessors and lenders to our representation of commercial tenants in their lease negotiations.

### RESPONSIVE SOLUTIONS

Two simple words that explain our commitment to you. Being responsive is a critical element in building a strong attorney-client relationship. Whether you are a new or existing client, we'll be quick to respond to your needs with the knowledge necessary to find solutions to your legal concerns.