

## Gary M. Kaleita

SHAREHOLDER; BOARD CERTIFIED IN REAL ESTATE

407.418.6334

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*I approach my clients' needs proactively, providing legal services with thoughtfulness, accuracy, efficiency, and practicality so they can focus on their business.*

With 40 years of experience in real estate law, including 30 years as a board-certified expert, **Gary Kaleita** navigates sophisticated real estate deals with relative ease. His experience spans real estate development, finance, transactions, condominiums, property owners' associations, commercial leasing, commercial lending, and title insurance.

Known for his proactive problem-solving approach, Gary focuses on finding pragmatic solutions to complex issues. He understands that clients value sensible and realistic advice delivered promptly.

Before entering law, Gary served as a U.S. Naval officer for four years in the Mediterranean Sea, gaining extensive travel experience throughout Europe, the Middle East, and North Africa. He attributes his practical problem-solving skills to this military background.

### Relevant Experience

- Managing the purchase, sale, and financing of commercial and residential properties, such as office, industrial, retail, multi-family, single-family, condominium, resort, hotel, and golf course properties.
- Preparing and negotiating sales and purchase contracts.
- Conducting due diligence investigations.
- Handling all aspects of closings, including issuing title insurance and legal opinions.
- Facilitating tax-free exchanges (both forward and reverse) under Section 1031 of the Internal Revenue Code.
- Managing closings for housing revenue bond financing transactions with the Florida Housing Finance Corporation and various local housing finance authorities.

### Practices & Industries

Real Estate  
Real Estate Transactions  
Commercial Leasing  
Banking & Finance  
Multifamily Housing  
Distressed Real Estate  
Hospitality & Leisure

### Admissions

Florida  
U.S. District Court, Middle District of Florida

### Education

- University of Florida College of Law, J.D., *cum laude*, 1982; Order of the Coif; Phi Kappa Phi; Book Award (Legislation); Legal Research & Writing Fellowship Instructor; Appellate Advocacy Fellowship Instructor
- University of Pennsylvania, B.A., 1976; Political Science; Rifle Team, Captain

- Obtaining land use approvals, plat approvals, and permits for developments from multiple Central Florida jurisdictions, including planned developments (PDs) and Developments of Regional Impact (DRIs).
- Drafting and negotiating complex land use documents, including development agreements, cost-sharing agreements, and declarations of covenants, conditions, restrictions, and easements.
- Assisting developers with selecting, forming, and operating business entities, including commercial and residential property owners' associations (including condominiums).

### **Local Counsel Work**

Gary has also developed a boutique practice, serving as local counsel to support out-of-state lenders, investors, and law firms in navigating Florida's intricate real estate laws. He is often sought after by major national and international law firms seeking assistance with various matters for their clients operating in Florida.

In this role, Gary offers guidance on Florida law and customs related to purchase and sale contracts, loan documents, and local due diligence matters. He also addresses inquiries concerning titles, surveys, title insurance, and provides Florida legal opinions.

### **BearWise Communities**

After a neighbor in Gary's own community was mauled by a Florida black bear in 2013, he took the initiative to research what measures his homeowners' association could implement to prevent future attacks. Through his efforts, he became an expert in "bearwise" communities and crafted a policy that his association adopted, making them the first residential community recognized as bearwise by the Florida Fish and Wildlife Conservation Commission (FWC). Additionally, his HOA received recognition from the Southeastern Association of Fish and Wildlife Agencies.

Since then, Gary has written and spoken extensively on the topic, serving on the FWC's Central Bear Management Unit Stakeholder Group. He has also become a valuable resource for the FWC, educating other communities in Florida about the importance of bear-wise practices in areas with black bear habitat.

### **Representative Clients**

Gary has built a loyal base of repeat clients who appreciate his work in managing their real estate transactions, including purchases, financing, sales, title insurance, and property development. Some of his clients include:

- Park Square Homes
- Savi Investments, LLC
- Intram Investments, Inc.
- AHG Group, LLC
- Tower Realty Partners, Inc.
- The Klein Company
- Personal Mini Storage Companies
- Blue Cord DevGroup, LLC

## Recognitions

- Martindale–Hubbell AV Preeminent Peer Review Rated
- *The Best Lawyers in America* guide, Real Estate Law, 2018–2025
- Top Author in Real Estate, *JD Supra* Readers' Choice Awards, 2023, 2024
- Florida *Super Lawyers*, 2006–2013
- *Legal 500 USA*
- *Chambers USA: America's Leading Business Lawyers*, 2015–2016
- "Living with Wildlife" Award, Florida Wildlife Federation, 2018

## Community Activities

- Ivy League Alumni Club of Central Florida, Business Advisory Board
- St. Andrew's Chapel
- Stakeholder Group of the Central Bear Management Unit of the Florida Fish and Wildlife Conservation Commission, Appointed Member
- Alliance for Therapy Dogs, Therapy Dog Handler
- Greater Orlando Builders' Association
- U.S. Navy Patrol Gunboat Association
- Military Officers' Association of America
- Contributing author to *The National Law Review*, *The Real Estate Finance Journal*, *The Florida Real Estate Journal*, *The Financial Fraud Law Report*, *Law360*, *Florida Realtor Magazine*, *JDSupra.com* and *Mondaq.com*
- Former speaker for continuing legal education seminars offered by Lorman Education Services and National Business Institute

## Professional Certifications & Memberships

- Board Certified: Real Estate Law, Florida Bar Board of Legal Specialization and Education since 1993
- Orange County Bar Association
- The Florida Bar
  - Real Property and Business Law Sections
- American Bar Association

## News

Best Lawyers Recognizes 59 Lowndes Attorneys in 2025, One Named Lawyer of the Year  
08.15.2024 | AWARDS & RECOGNITION

Derren Ciaglia and Gary Kaleita Named Top 10 Authors by *JD Supra's* 2024 Readers' Choice Awards  
03.06.2024 | AWARDS & RECOGNITION

Global Investment Firm Plans High-Density Mixed-Use Project at Office Park Site Near Epic Universe  
08.23.2023 | MEDIA MENTION

Best Lawyers Recognizes 49 Lowndes Attorneys in 2024, Three Named Lawyer of the Year  
08.17.2023 | AWARDS & RECOGNITION

Lowndes Advises Kimaya on Award-Winning Build-to-Rent Community in ChampionsGate  
07.19.2023 | PRESS RELEASE

Lowndes Advises Park Square Homes on Luxury Vacation Home Community in Orlando  
05.30.2023 | PRESS RELEASE

Gary Kaleita Named Top 10 Author by *JD Supra's* 2023 Readers' Choice Awards  
03.06.2023 | AWARDS & RECOGNITION

46 Lowndes Attorneys Recognized by *Best Lawyers* in 2023  
08.18.2022 | AWARDS & RECOGNITION

Lowndes Advises Park Square Homes on Build-to-Rent Townhome Community in Ocoee  
04.01.2022 | PRESS RELEASE

Best Lawyers Recognizes 44 Lowndes Attorneys in 2022, Five Named Lawyer of the Year  
08.19.2021 | AWARDS & RECOGNITION

Lowndes Advises RealOp Investments on Build-for-Rent Subdivision in Lady Lake  
04.08.2021 | PRESS RELEASE

Best Lawyers Recognizes 44 Lowndes Attorneys in 2021, Two Named Lawyer of the Year  
08.20.2020 | AWARDS & RECOGNITION

Lowndes Advises Westside Capital Group on \$1 Billion Urban Redevelopment Project in Orlando  
06.24.2020 | PRESS RELEASE

Lowndes Advises Westside Capital Group on \$45 Million Acquisition of Mixed-Use Property in Orlando  
06.08.2020 | PRESS RELEASE

Forty-Three Lowndes Lawyers Earn Recognition in Best Lawyers in America 2020  
08.15.2019 | AWARDS & RECOGNITION

Forty-Four Lowndes, Drosdick, Doster, Kantor & Reed Lawyers Earn Recognition in 2019 Best Lawyers in America  
08.15.2018 | AWARDS & RECOGNITION

Forty-Nine Lowndes, Drosdick, Doster, Kantor & Reed Lawyers Earn Recognition in 2018 Best Lawyers in America  
08.15.2017 | AWARDS & RECOGNITION

Attorney Gary Kaleita To Present At Florida A&M University  
03.02.2017 | PRESS RELEASE

Bear rules could mean \$100 fines to Seminole residents who don't lock trash  
12.03.2015 | MEDIA MENTION

Seminole County could begin issuing fines under proposed bear ordinance  
11.24.2015 | MEDIA MENTION

What to know as Seminole mulls bear-resistant trash cans for residents  
10.11.2015 | MEDIA MENTION

Bear-wise rules in Wingfield Reserve aim to protect people, bears  
10.03.2015 | MEDIA MENTION

## Speaking Engagements

Shareholders Dobrev And Kaleita To Speak At 2017 Winter Conference Hosted By Real Property Law Section Of The State Bar Of Michigan  
03.04.2017 | EVENTS

## Publications

Smooth Transitions: HOA Turnover Tips for Florida Developers  
05.29.2024 | ARTICLE

Avoiding Common Problems Caused by Notices of Commencement  
04.30.2024 | ARTICLE

Protect Your Property: Register for Florida's Title Fraud Alert Service  
04.16.2024 | ARTICLE

New Florida Law Will Improve Remedies for Owners to Remove Squatters from Homes  
04.02.2024 | ARTICLE

Real Estate Tax Considerations for Landlords and Tenants  
03.21.2024 | LOWNDES LEASING LAWYERS BLOG

Property Owner Considerations Around Electric Vehicle Bans  
12.07.2023 | LOWNDES LEASING LAWYERS BLOG

Protect Yourself Against Tenant Construction Liens in Florida  
09.29.2023 | LOWNDES LEASING LAWYERS BLOG

Hurricane Idalia: Take a Hard Look at the Force Majeure Clauses and Your Business Risks  
08.29.2023 | ARTICLE

Understanding the Impact of Florida's New Concealed Weapons Laws on Leasing  
08.03.2023 | ARTICLE

How To Avoid Flopping When Flipping Fla. Real Estate  
07.12.2023 | PUBLICATION

A Few Things to Know About FedNow and Digital Currency  
06.30.2023 | ARTICLE

Could Your Flip Be A Flop? Addressing the Complexities of Simultaneous Closings in Florida  
06.28.2023 | ARTICLE

Florida Real Property Sales Transactions: Mortgage Financing, Chapter 4, 2023  
03.31.2023 | PUBLICATION

Six Tips for Lenders Foreclosing a Shopping Center  
01.09.2023 | ARTICLE

Build-to-Rent Housing Attracting Both Developers and Renters

01.04.2023 | [LOWNDES LEASING LAWYERS BLOG](#)

Drone Use by Commercial Building Owners

11.02.2022 | [LOWNDES LEASING LAWYERS BLOG](#)

Doing Business Under Another Name: Fictitious Name Registration in Florida

08.22.2022 | [ARTICLE](#)

Basic Elements of Letters of Intent

08.11.2022 | [LOWNDES LEASING LAWYERS BLOG](#)

Purchase Money Financing: Not Just for Homeowners

08.03.2022 | [ARTICLE](#)

A Primer on Florida Alcoholic Beverage Licenses

07.18.2022 | [ARTICLE](#)

Developers: Be Wary of Utility Company Easement Forms

06.24.2022 | [ARTICLE](#)

Local Regulations and the Subdivision of Property

04.20.2022 | [ARTICLE](#)

Exclusive Use Clauses in Shopping Center Leases

03.01.2022 | [LOWNDES LEASING LAWYERS BLOG](#)

Buying or Selling in Florida? Beware of Mineral Rights

01.10.2022 | [ARTICLE](#)

Local Government Financing of Energy Conservation & Efficiency Improvements to Property

12.14.2021 | [ARTICLE](#)

Energy Efficiency Ratings for Buildings

12.01.2021 | [ARTICLE](#)

4 Tips to Protect Yourself Against Wire Fraud in Leasing

11.02.2021 | [LOWNDES LEASING LAWYERS BLOG](#)

How Florida Borrowers Can Reduce Mortgage Taxes

09.30.2021 | [ARTICLE](#)

Cattle Grazing Leases: Key Considerations for Real Estate Developers

09.13.2021 | [LOWNDES LEASING LAWYERS BLOG](#)

Outdoor Advertising: How Billboard Landlords Can Protect Their Property and Their Profits

08.03.2021 | [LOWNDES LEASING LAWYERS BLOG](#)

Critical Elements of Tenant Estoppel Letters

07.12.2021 | [LOWNDES LEASING LAWYERS BLOG](#)

Submerged Land Leases

06.24.2021 | [LOWNDES LEASING LAWYERS BLOG](#)

Property Buyer Beware: Avoid Costly Tax Liabilities with a Sales Tax Clearance Letter  
06.01.2021 | [LOWNDES LEASING LAWYERS BLOG](#)

Legal Pitfalls HOAs Should Avoid When Using Drones  
02.24.2021 | [PUBLICATION](#)

Issues for Buyers to Address When Allowing Sellers to Remain on Property after Closing  
01.28.2021 | [LOWNDES LEASING LAWYERS BLOG](#)

Selecting a Property Manager  
10.27.2020 | [ARTICLE](#)

How Fla. Homebuilders Can Protect Pre-Closing Deposits  
10.23.2020 | [ARTICLE](#)

Residential Leasing Made Simple?  
10.20.2020 | [LOWNDES LEASING LAWYERS BLOG](#)

Automatic Subordination Clauses  
08.25.2020 | [LOWNDES LEASING LAWYERS BLOG](#)

The Risks Of Unnecessary Fla. Property Improvement Notices  
12.18.2019 | [ARTICLE](#)

Rent Loss vs. Business Interruption Insurance  
11.06.2019 | [LOWNDES LEASING LAWYERS BLOG](#)

There Ain't No Such Thing as Free Rent  
06.24.2019 | [LOWNDES LEASING LAWYERS BLOG](#)

Buying Property From a Seller Who Doesn't Own it Yet  
04.15.2019 | [ARTICLE](#)

Self-Insurance Means No Insurance  
03.01.2019 | [LOWNDES LEASING LAWYERS BLOG](#)

Regulation of Drones by Homeowners' Associations  
02.27.2019 | [ARTICLE](#)

A Primer On Leasing Space For Your Business  
10.17.2018 | [LOWNDES LEASING LAWYERS BLOG](#)

Minimizing Bear Incidents in Residential Subdivisions  
10.16.2018 | [ARTICLE](#)

Does a Tenant Need Leasehold Title Insurance?  
10.10.2018 | [LOWNDES LEASING LAWYERS BLOG](#)

SNDA's: What Tenants Want Part 2  
09.06.2018 | [LOWNDES LEASING LAWYERS BLOG](#)

SNDA's: What Tenants Want Part 1  
08.30.2018 | [LOWNDES LEASING LAWYERS BLOG](#)

Nuisance bear deaths decline as bear-proof cans and 'bear-wise' neighborhoods rise

06.01.2018 | ARTICLE

Bears in the Breezeways? Apartment Project Owners and Managers Could Be Liable for Bear Attacks

05.21.2018 | ARTICLE

Lions, Tigers, and Bears, Oh My! Owner and HOA Liability for Wild Animal Attacks

11.01.2017 | ARTICLE

Osceola County Proposes Development Moratorium Of Three To Six Months To Implement Changes To Land Use Standards

10.19.2017 | ARTICLE

New HOA Estoppel Requirements Signed Into Law

06.20.2017 | ARTICLE

Homeowners' Associations Could Face Liability for Bear Attacks

06.23.2016 | ARTICLE

Open Permits Can Open Up Issues for Property Owners

06.16.2016 | ARTICLE

Legal Issues Associated With Selling & Purchasing Failed Residential Subdivisions In Florida

03.18.2016 | ARTICLE

Acquiring Failed Subdivisions: The Risk of Tyrannical HOAs

09.14.2015 | ARTICLE

Buying a Distressed Residential Subdivision: Are You Getting In Over Your Head?

05.19.2015 | ARTICLE

Give Me Shelter: The Ethics of Out-of-State Lawyering

04.01.2015 | ARTICLE

Declarant Rights: Are Developers Leaving Money on the Table?

03.30.2015 | ARTICLE

Minimize Bear Incident Liability In Residential Areas

09.15.2014 | ARTICLE

Quirk in Florida Code Enforcement Law Presents Potential Issues for Investors Buying Distressed Properties

06.19.2014 | ARTICLE

Quirk in Florida State Code Enforcement Statute Presents Potential Issues for Investors Buying Distressed Properties

06.19.2014 | ARTICLE

Wingfield North is first neighborhood to pass 'bear-wise' rules

06.17.2014 | PUBLICATION

Seller Incentives Returning To Fla. Homebuilding Market

06.03.2014 | ARTICLE



Protect Yourself Against Tenant Construction Liens in Fla.

02.22.2013 | [LOWNDES LEASING LAWYERS BLOG](#)

Real Estate Considerations in Divorce

01.01.2013 | [ARTICLE](#)

Collateral Granted by Subsidiaries to Secure Parent's Debts is Avoided in Bankruptcy: A Cautionary Lesson for Lenders

11.28.2012 | [ARTICLE](#)

Selling/Acquiring Distressed Real Estate In Florida: A White Paper on the Advantages and Disadvantages of Six Alternatives, Including Contract and Due

03.09.2012 | [ARTICLE](#)

Circumventing the Perils of Ownership: A Lender's Guide to the Receiver's Power of Sale in Florida

08.01.2010 | [ARTICLE](#)

Real Property Tax Exemption for Conservation Easements

04.10.2010 | [ARTICLE](#)

Purchasing Or Foreclosing On A Failed Project? You May Be a Successor Developer

03.11.2010 | [ARTICLE](#)

Is the Doctrine of Caveat Emptor Dying in Florida?

01.01.2010 | [ARTICLE](#)