Lowndes

Gary M. Kaleita

SHAREHOLDER; BOARD CERTIFIED IN REAL ESTATE

Orlando
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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

Mixed-Use, Condominium, and Multifamily Development

Distressed Real Estate

Hospitality & Leisure

Homebuilder & Residential Development

Admissions

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, 2018-2027
- 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 67 Lowndes Attorneys in 2027
08.20.2026 | AWARDS & RECOGNITION

Best Lawyers Recognizes 68 Lowndes Attorneys in 2026
08.21.2025 | AWARDS & RECOGNITION

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

How Lenders Can Reduce Their Potential Liability Under Florida's Construction Lien Law
10.01.2026 | ARTICLE

What Florida Homebuilders Should Know About Impact Fees
09.24.2026

When is a Florida Homeowners' Association Precluded from Enforcing Its Covenants?
09.15.2026 | ARTICLE

What Commercial Tenants Should Know About Personal Guaranties
09.09.2026 | ARTICLE

Key Considerations When Buying a Winning Foreclosure Bid
10.08.2025 | ARTICLE

Buying a Final Judgment of Foreclosure: What to Watch For
09.29.2025 | ARTICLE

Warranties to Request When Purchasing Loan Documents
09.18.2025 | ARTICLE

Key Provisions to Include in a Loan Document Purchase Contract
09.02.2025 | ARTICLE

Due Diligence Considerations When Acquiring Distressed Real Estate
08.19.2025 | ARTICLE

Buying Distressed Real Estate in Florida: 6 Strategies Every Investor Should Know
08.06.2025 | ARTICLE

Coastal Construction Control Lines in Florida
04.09.2025 | ARTICLE

Location, Location, Location... Site Selection Issues for Tenants
03.26.2025 | LOWNDES LEASING LAWYERS BLOG

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 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