

Press Release

# Akerman Continues to Build Real Estate Practice Group in Winston-Salem with Partner Kelly Otis

October 6, 2022

## Firm Adds Two Partners to Office in Two Weeks

Top 100 U.S. law firm Akerman LLP continues to expand the national footprint of its Real Estate Practice Group in Winston-Salem with the addition of partner Kelly Otis. She brings experience in commercial real estate, community development, and data center development. Otis is the second partner to join the office in two weeks, following corporate partner Michael Fulks.

“We are committed to growing our national real estate team with lawyers deeply rooted in their communities and with great skills to address our clients’ needs,” said Eric Rapkin, chair of the Real Estate Practice Group. “Kelly is well-respected in the North Carolina real estate community and she brings valuable experience in real estate investment, financing and economic development transactions to our Winston-Salem office.”

Otis regularly represents purchasers, sellers, and developers with the acquisition, development, financing, sale, and lease of commercial real estate, including the drafting and negotiation of contracts, leases and loan documents, assistance with due diligence, and drafting of reciprocal easement agreements, covenants, and escrow agreements. She

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### Related People

Michael T. Fulks  
Kelly M. Otis  
Eric D. Rapkin

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### Related Work

Real Estate

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### Related Offices

Winston-Salem

also counsels clients on title issues and defects and their potential impact on development.

Otis frequently assists out-of-state clients and lawyers who require the services of North Carolina counsel, both in connection with title issues and local counsel opinions. In addition, she represents financial institutions on the documentation, negotiation and closing of commercial real estate secured loans, construction loans, and loan modifications.

She joins one of the largest legal real estate teams in the United States with nearly 160 lawyers and development professionals serving investors, developers, builders, lenders, retailers, owners, and corporate end users throughout all 50 states. Its longstanding record of success on behalf of its clients has been acknowledged by *U.S. News – Best Lawyers*, *Chambers USA*, *The Legal 500*, and *Law360*, among others. The group is known for its “business acumen and prompt attention to matters” (*The Legal 500*) and its “deep bench of attorneys experienced in guiding clients through all aspects of real estate law.” (*Chambers USA*).

## **About Akerman**

Akerman LLP is a top 100 U.S. law firm recognized among the most forward-thinking firms in the industry by *Financial Times*. Its more than 700 lawyers and business professionals collaborate with the world’s most successful enterprises and entrepreneurs to navigate change, seize opportunities, and help drive innovation and growth.