



Projects, Services, and Key Matters

We represent clients in the development and operation of a wide variety of projects, including:

- All types of condominium regimes, employing numerous development strategies for either new construction or conversion of existing improvements, including:
 - residential
 - hotels
 - resorts
 - office
 - commercial/retail
 - mixed-use
 - land
 - dock/boating/dry storage
 - industrial
- Subdivisions and homeowners associations
- Master planned and mixed-use communities and projects
- Master associations
- Commercial owners associations
- Timesharing, fractionals, vacation clubs, exchange companies, and private residence clubs
- Equity and non-equity membership clubs
- Community development and special taxing districts
- Amenities structuring and ownership
- Country clubs and golf courses

Our services include:

- Structuring the project and its various components

- Analyzing legal title to the underlying lands and determining rights to be granted
- Determining necessary easements, use rights, and public dedications as required for development (including representation in platting and subdivision issues)
- Representation before federal, state, and local governmental agencies on issues regarding drafting documents needed to meet applicable governmental and regulatory requirements
- Consulting with clients and client experts on legal entity structuring, tax planning and avoidance, surveying, platting, and association
- Budgeting and sales and marketing issues
- Representation before state and federal regulatory bodies to obtain approval of the documentation required to offer interests for sale to third parties (including land sales registrations before the Department of Housing and Urban Development and securities matters before the Securities and Exchange Commission)
- Negotiating and preparing management and affiliation agreements in connection with hotels, hotel condominiums, and timesharing/fractional ownership regimes
- Representation regarding financing transactions to permit development and any receivables financing related to purchase money financing
- Negotiating with contractors and preparing appropriate construction contracts
- Training our client's employees and contracted sales and marketing professionals regarding offering a project for sale to individual third parties

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Community, Condo & Resort Development Services

- Training our client's employees and contracted third parties on the management and operation of owners associations
- Representing developers seeking to purchase distressed entities or assets through workout, foreclosure process, or bankruptcy proceeding

Key matters

- Represented numerous developers throughout the country in the structuring, development, creation, and formation of multiple master-planned communities that each contained more than 400 acres; Each community contained at least one master association, amenities, and multiple condominium and subdivision regimes
- Represented national developer in multiple locations in Florida and other states in the development, creation and formation of more than 15 high-rise condominium communities (each of which contained a total unit purchase price of more than \$90 million), as well as the developer's homebuilding projects that encompassed single-family lots and condominium units
- Represented numerous national residential community developers throughout the country in extensive and varied types of condominium and subdivision communities and developments, including those containing single-family lots, duplexes, townhomes, stacked flats, multi-unit structures, and mid-rise and high-rise buildings
- Represented various resort developers in the legal structuring, sale, and leasing of resort properties (including ski resorts and beach communities) throughout the country
- Represented developer of multiple timeshare and interval uses regimes that have generated more than \$500 million in sales
- Represented developers in both large-scale and small-scale condominium conversion projects
- Represented numerous commercial developers in the development, creation, and formation of commercial condominium regimes serving

general office, medical office, retail, and industrial uses.

- Represented numerous clients in the creation and submission of land sales registrations to the Department of Housing and Urban Development, ranging from single-family projects to condominium regimes

For more information, please contact:

Robert S. Freedman

rfreedman@carltonfields.com

www.carltonfields.com/rfreedman

813.229.4149