



Kelly Otis

Shareholder

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With a proven track record guiding purchasers, sellers, and developers through commercial real estate transactions, Kelly Otis delivers comprehensive counsel and ensures clients' interests are protected at every step.

Kelly Otis is an experienced commercial real estate attorney who advises purchasers, sellers, and developers throughout every stage of real estate transactions, including acquisition, development, financing, sale, and leasing. Her practice encompasses drafting and negotiating contracts, leases, and loan documents; conducting thorough due diligence; and preparing closing documents. She is highly skilled in counseling clients on complex title issues and defects, helping them understand and address potential impacts on development.

Drawing on extensive experience, Kelly has guided a national data center developer through the purchase, development, leasing, and management of multiple data centers, ranging from single-user build-to-suit facilities to multitenant complexes. She represents developers in mixed-use projects, handling land acquisition, financing, and the negotiation of complex easement agreements and covenants. Financial institutions rely on Kelly for counsel on real estate acquisition, development, and construction loans for commercial facilities.

Representative Matters

- Represented a national data center developer in the purchase, development, leasing, and management of multiple data centers from single user build-to-suit facilities to multitenant data centers.
- Represented a developer of a mixed-use development of medical, office, and retail space in a primary retail corridor in land acquisition, financing, and drafting and negotiation of reciprocal easement agreements and covenants, conditions, and restrictions.
- Represented a regional financial institution on real estate acquisition, development, and construction loans for commercial facilities.

Professional Honors & Activities

- Listed in *The Best Lawyers in America*® for Real Estate Law (2024 – 2026)
- Listed in *Business North Carolina* magazine's Legal Elite for Real Estate Law (2024)
- Honoree – "Outstanding Women in Business," *Triad Business Journal* (2024)
- Member – North Carolina Bar Association, Real Property Section
- Member – Forsyth County Bar Association
- Member – North Carolina State Bar, 21st Judicial District

Education

- Wake Forest University School of Law, J.D., 2002
 - Editor-in-Chief – *Wake Forest Intellectual Property Law Journal*
- Purdue University, B.A., 1998

Admissions

- North Carolina
- U.S. District Court for the Middle District of North Carolina