

Melani C. LaMar

Associate



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I have a genuine passion and unwavering commitment to achieving favorable outcomes for my clients. My goal is to be highly responsive and results-focused; a go-to resource for those seeking real estate guidance.

Melani LaMar assists clients navigating the complex landscape of commercial real estate on a broad spectrum of matters, such as development projects, resolutions, LLC agreements, property acquisitions and sales, lease agreements, and contracts. With a strong grasp of the intricacies of real estate law, Melani has become a trusted legal advisor in the world of commercial development. From contractual specifics, strategic negotiations, zoning and land use regulations, environmental compliance, permitting, or resolving disputes, she is dedicated to providing tailored solutions that align with the unique objectives and challenges of each client she serves. Throughout her career, she has accumulated a diverse range of noteworthy real estate wins, including piloting the development and subsequent sales of single tenant sites, facilitating multimillion-dollar loan closings, managing the transfer of shopping centers, negotiating deed-in-lieu and foreclosure documents, and contributing to successful entries and exits from bankruptcy through meticulous mortgage preparation and releases within a bond pool.

Melani's commitment to excellence, strategic counsel, and passion for people are reflected in her ability to forge strong relationships with clients and her team and provide them with the best possible experience. Her proactive approach and deep understanding of the legal landscape make her a valuable asset to those who seek her counsel. Melani ensures clients' interests are safeguarded throughout the development process with her meticulous attention to detail. She is adept at identifying and mitigating potential risks while offering a comprehensive approach that goes beyond the regular call of duty.

Experience

Contributed to closing multimillion-dollar loans following emergence from bankruptcy through the financing of 60 properties by preparing mortgages, corporate secretary certificates, resolutions, LLC agreements, reviewing title, survey, zoning and environmental reports, UCC searches, and locating and managing legal opinion providers

Services

- Commercial Lending and Financial Transactions
- Real Estate

Industries

- Real Estate

Admissions

- Alabama
- Tennessee

Education

- J.D., Samford University, Cumberland School of Law, 2008
- B.A., University of Alabama, 2002

Collaborated on successful bankruptcy entries and exits by preparing and releasing multiple mortgages within a bond pool

Facilitated refinancing of a credit line secured by 19 shopping centers by thoroughly reviewing past diligence material for 17 malls and obtaining new diligence for two additional properties

Negotiated deed-in-lieu and foreclosure documents and managed the sale and turnover of four shopping centers

Facilitated closing of \$1.9 billion in loans for over 23 shopping centers and real estate projects by shepherding, ordering, and reviewing survey and title documents, entity formation documents, and real estate loan documents

Regularly drafts closing documents, including deeds, SNDAs, estoppels, easements, declarations, restrictive covenants, and entity formation documents

Saved a client from expensive litigation through negotiation of a stormwater easement agreement

Prepares research memos to assist development and real estate teams by reviewing existing declarations, restrictive covenants, operating agreements, and leases

Drafted reciprocal easement agreements, development agreements, sales contracts, contract extensions, and letters of intent for lease negotiations for over 60 single-tenant commercial projects

Managed sales contracts and deadlines as in-house real estate counsel

Prepared title opinions

Sidebar

Melani grew up in Huntsville, Alabama, before later relocating to Chattanooga, where she lives with her husband. In her free time, she enjoys sewing, gardening, reading, traveling, and visiting with her family. She also speaks a little bit of German!