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Jacklyn A. Zitelli is a real estate associate at Farrell Fritz, representing corporate and individual real estate clients in the acquisition, sale and financing of commercial and residential real estate. Zitelli also represents landlords and tenants in leasing transactions, and private and institutional lenders in commercial financing transactions.

For parties entering into commercial real estate transactions in the New Year, Zitelli's biggest piece of advice would be to pay close attention to the due diligence process and the exchange of documents during the contract period.

"If one or both parties do not give their full attention to the diligence process, issues are often not raised until late in the transaction, leading to last minute negotiations on the eve of a closing," she said.

"To avoid delays and the necessity of late resolutions, a seller should ensure that all relevant information is provided to the purchaser, as required under the contract, while the purchaser should make the timely and thorough review of all due diligence materials a priority, both internally and with counsel," Zitelli said.

For all parties, it is important to



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seek clarity and advice from counsel on anything that may be unclear, she explained. "Whether you are selling or purchasing, the contract of sale between the parties should un-

ambiguously state your expectations and your full understanding of the transaction," she said. "Don't shy away from voicing questions or concerns to counsel if you are not fully satisfied that this was achieved."

"Hopefully, this insight will serve as a helpful tip that can provide for a more seamless closing of commercial real estate transactions for all parties in 2018 and beyond," Zitelli concluded.

Prior to joining Farrell Fritz in 2014, Zitelli was a real estate associate at Morici & Morici, LLP in New York City. She was selected to the 2017 Super Lawyers New York Metro Rising Stars list. She earned a juris doctor from St. John's University and a bachelor's degree from Syracuse University.

With 85 attorneys, the law firm of Farrell Fritz handles legal matters in the areas of arbitration and mediation; bankruptcy and restructuring; business divorce; commercial litigation; construction; corporate and finance; eDiscovery; emerging companies and venture capital; eminent domain; environmental law; estate litigation; health law; labor and employment; land use, municipal and zoning; not-for-profit law; real estate; tax planning and controversy; tax certiorari, and trusts and estates for corporations, not-for-profit organizations and individuals.

Farrell Fritz is known for providing high quality legal services, practical advice and responsiveness. The firm is also widely recognized for its commitment to the local community.



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