

Ashley M. Fay

Associate

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Overview

Ashley Fay handles commercial real estate matters, including the buying, selling, and financing of properties. Ashley also has experience crafting and negotiating purchase agreements, loan documentation, conducting thorough due diligence, and addressing zoning, environmental, and other related issues during closings. Additionally, Ashley provides legal representation to both landlords and tenants involved in commercial property leasing.

Ashley earned her J.D. at Rutgers School of Law. During her time there, Ashley actively participated in the Community and Transactional Law Clinic as well as the Entrepreneurial Clinic. Through these clinics, she assisted individuals with limited financial means in and around Newark by addressing their business requirements. The scope of her involvement varied from aiding startups in business formation to assisting established businesses in drafting contracts tailored to their specific needs.

Experience

No aspect of this advertisement has been approved by the highest court of any state. Prior results do not guarantee a similar outcome.

Represent clients in connection with the disposition and acquisition of commercial real estate, including drafting and negotiating of letters of intent, purchase and sale agreements and other ancillary closing documents; perform due diligence, review and clearance of title binders; coordinate financings with lenders and attending closings

Draft and negotiate purchase and sale agreements and related transfer documents, as well as manage due diligence for the transfer of commercial real estate, including investment properties, office buildings, and retail locations

Draft and negotiate letters of intent, leases, subleases, lease exhibits, consents to subleases, amendments to leases, estoppels, SNDA's, surrender agreements, and purchase and sale agreements, in connection with the leasing and/or sale of commercial real estate

Perform due diligence, including analysis of title reports, surveys, and loan documents; draft title objection letters, and prepare conveyance documents, including deeds, corporate resolutions, 'bring/run-down' certificates, residency certifications, and affidavits of title

Practices & Industries

Acquisitions & Dispositions

Commercial Real Estate

Corporate & Business Law

Leasing

Draft and negotiate leases, subleases, licenses and all manner of amendments thereto, as well as ancillary documents such as letters of intent, guaranties, surrender agreements, brokerage commission agreements, nondisclosure agreements, SNDAs, estoppels and various letter agreements. Proficiency in most classes of leases, including retail, office, and warehouse

Represent property owners and commercial landlords in a range of commercial real estate transactional matters, including the acquisition and disposition of commercial real estate, and the leasing and subleasing of retail, office, medical, industrial, warehouse, and restaurant premises

Draft template lease agreements for both commercial and residential units, including amendments and modifications

Represent private landlords in connection with both management of portfolios and standalone buildings, including leasing matters and financings

Represent tenants in connection with leasing negotiations

Review commercial leases and prepare lease abstracts highlighting key provisions of leases dealing with renewal options, termination dates, termination rights, tenant improvement work and allowances, and tenant build-outs

Assist clients in successful completion of 1031 exchanges

Draft and negotiate loan documents and other ancillary documents such as letters of intent and opinions on behalf of borrowers in connection with mortgage financings and refinancings, including short and long-term financings, construction financings, and from private and institutional lenders

Draft and negotiate loan documents and other ancillary documents including payoff statements, on behalf of private lenders in connection with mortgage financings and refinancings, including short and long-term financings

Represent borrowers in connection with the financing of commercial real estate financings, including mixed use commercial buildings and hotels

Represent clients in connection with management of commercial real estate interests, including communication and resolution of disputes with partners, lenders, municipalities, and tenants

Education and Credentials

Education

Rutgers School of Law, J.D., 2018

Montclair State University, B.A., Justice Studies, 2013

Admissions

State of New Jersey

Recognition and Community

No aspect of this advertisement has been approved by the highest court of any state. Prior results do not guarantee a similar outcome. See Awards Methodology.

Recognitions

Selected to the list of New Jersey *Super Lawyers*® Rising Stars, Real Estate, 2023-2027

Insights

"Girls Rule the Law Lunch and Learn," Day Pitney
May 17, 2024

New Flood Disclosure Requirements for New Jersey Landlords and Seller
March 22, 2024