



James A. Landon

Principal

James.Landon@offitkurman.com

Wilmington, DE – 302.351.0917

Jim Landon represents developers, investors, lenders, and businesses in the purchase, sale, leasing, financing, and development of commercial and residential real estate. With more than two decades of experience in real estate law, he brings practical insight and steady guidance to complex transactions involving projects across Delaware and throughout the United States.

Jim's practice covers all phases of a deal, from due diligence and structuring through closing and post-closing issues. Clients turn to him for his ability to translate intricate financial and construction issues into clear, actionable strategies. Before a deal begins, he works to understand each client's broader business objectives so that every transaction aligns with their investment or operational goals. His work includes negotiating purchase and sale agreements, handling commercial leasing, coordinating construction and development projects, and representing lenders in secured financing transactions.

Another important part of Jim's practice is delivering comprehensive third-party legal opinions on Delaware entities and matters governed by Delaware law. With extensive knowledge of Delaware's legal framework, corporate statutes, and entity structures, Jim streamlines complex transactions and provides clients with confidence in the validity and strength of their legal positions.

Complementing his real estate and finance practice, Jim also advises mortgage lenders, brokers, finance companies, investors, and businesses on mortgage licensing and regulatory compliance matters across multiple jurisdictions. His work includes licensing analysis, exemption review, consumer finance compliance, manufactured housing finance issues, mortgage servicing considerations, and transactional structuring designed to navigate complex state and federal regulatory frameworks. Jim regularly assists clients in identifying licensing triggers, coordinating multi-state compliance strategies, and addressing operational and transactional issues arising in residential and commercial lending platforms.

Clients describe Jim as both detail-oriented and business-minded. In addition to his legal experience, he draws on a strong background in construction and finance, which helps him see the complete picture of a transaction. Growing up in a family of architects and engineers and working on renovation and building projects himself, Jim developed an

Services

- Real Estate Law and Transactions
- Financial Institutions Regulatory

appreciation for how projects take shape from the ground up. That foundation enables him to communicate effectively with developers, contractors, and financial professionals and to anticipate issues before they become obstacles.

In addition to his legal practice, Jim teaches real estate law as an adjunct faculty member at Delaware Technical Community College, sharing his knowledge with future professionals entering the field. He also serves on the Board of Directors of the Christiana Fire Company, one of the largest volunteer fire companies on the East Coast. He contributes pro bono work to a nonprofit environmental group that empowers groups of colleges and universities to confront climate crisis.

Whether negotiating a multi-million-dollar property acquisition or structuring a financing package for a redevelopment project, Jim's approach is hands-on, collaborative, and results-driven. His combination of legal insight, financial understanding, and practical construction experience makes him a trusted advisor to clients pursuing real estate opportunities of all sizes.

Education

- Widener University Delaware Law School (J.D.)
- Widener University (MBA)
- Wake Forest University (B.S.)

State Bar Admissions

- Delaware
- New Jersey

Court Admissions

- United States District Court for the District of Delaware
- United States District Court for the District of New Jersey
- Supreme Court of Delaware
- Supreme Court of New Jersey

Professional Affiliations

- Delaware State Bar Association
- American Bar Association
- ABA Section of Real Property, Trust and Estates Law
- Real Estate Financing Group
- Mortgage Lending Committee
- Legal Opinions in Real Estate Transactions Committee
- Delaware Regional Satellite Council of Urban Land Institute Philadelphia, Co-Chair
- Christiana Fire Company, Board of Directors

Recognitions

- Named *The Best Lawyers in America*® for Land Use and Zoning Law (2023-2026)
- The Delaware Journal of Corporate Law, Articles Editor
- Phi Delta Phi, Harrington Inn, Honors Fraternity
- Thomas H. Davis Business Scholar