



NILES W.
HOLMES*

BENJAMIN F. S.
HERD

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BREEDLOVE

niles.holmes.pc

*Chosen to 2007 Super Lawyers

TRANSACTION-ORIENTED Niles W. Holmes believes that a positive attitude creates a non-adversarial environment that facilitates the efficient closings of transactions. "It helps that I sincerely enjoy what we do. I am that annoyingly positive morning person," he admits. In rare circumstances, closing on time may necessitate rising at 4 a.m. on Thursday to draft the necessary documents for a short-notice deal that must close on Friday.

Holmes' more than two decades of experience in various areas of the real estate business bolsters his practice. "In some form or fashion, I've been in real estate for over 22 years," he says. After receiving his master's degree in real estate from Texas A&M University in 1984, Holmes was employed as a real estate appraiser. Subsequently, Holmes worked as an investment officer for a large life insurance company and was involved in

the company's real estate lending, foreclosures, workouts, management and sales of acquired properties in a five-state territory. "Having worked in so many aspects of the business, I understand the difficulties my clients face in their jobs because I've probably been in their shoes at some point in my career," Holmes says. "Thus I more readily share in my client's sense of urgency and I am a better listener than most lawyers."

"WE ARE A RESULTS-ORIENTED LAW FIRM THAT UNDERSTANDS THAT A TRANSACTION IS NOT ABOUT THE LAWYERS."

BIG PICTURE OUTLOOK "My education and professional experience gives me a unique

business and legal perspective on any transaction. I don't argue about the inconsequential points of discussion, but there are definitely key issues where I must draw a line in the sand," Holmes says. "I can be more practical because I understand the big picture as well as the intricacies of the law."

RELIABILITY Clients know that if Holmes says he is prepared to close a deal, they don't have to worry. One client said recently, "You're the only attorney I use who I know I don't have to call every day. I know that you will be ready."

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