

Real Estate

The Real Estate Department at Greenbaum, Rowe, Smith & Davis represents clients in the acquisition, disposition, leasing, financing, renovation and “greening” of commercial, industrial, and residential real estate in New Jersey. Our work in this area has earned the firm a position of prominence, as well as trust and respect, within the real estate and business communities.

Our real estate attorneys counsel buyers, sellers, lenders, borrowers, property owners, landlords, tenants, investors, corporations, and REITS on the full range of issues related to both routine and highly complex real estate transactions. They work in close coordination with the attorneys in our Redevelopment & Land Use Department to provide seamless representation on issues related to land use, zoning and redevelopment law.

The firm’s experience encompasses office buildings, warehouse and storage facilities, retail properties and shopping centers, restaurants, hotels, apartment buildings, cooperatives and condominiums, planned real estate communities, mixed use properties, portfolio transactions, solar energy installations and green building initiatives.

The lawyers in this group blend a wide-ranging knowledge of transactional real estate issues with a focused business-oriented perspective. They bring exceptional negotiation and drafting skills to the task of structuring and closing deals, and excel at achieving creative and economically efficient solutions to the challenges and roadblocks that may impede real estate transactions.

Members of our Real Estate Department maintain a proactive level of involvement in New Jersey’s commercial real estate sector. This includes involvement in numerous industry-related groups, including NAIOP, the New Jersey Builders Association, the Mortgage Bankers Association, the Appraisal Institute NJ Chapter, Industrial and Office Real Estate Brokers Association, and CREW NJ.

Acquisitions and Sales

The firm offers comprehensive representation to clients involved in the purchase or sale of property, from contract to closing. Throughout our many years of practice, we have counseled both buyers and sellers

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Departments (Cont.)

across the complete spectrum of legal issues. This experience includes due diligence, title issues, contracts and agreements, easements, distressed real estate transactions, blighted property redevelopment, bulk sales, and real estate issues in corporate transactions.

Leasing

We have extensive practical leasing experience through the representation of landlords and tenants of office, retail, industrial and residential space. Our work places a strong focus on the allocation of risk in leasing agreements and collateral documents. The group handles all aspects of commercial and industrial leasing, including the “greening” of traditional leases and leasing involving sites with alternative energy efficiencies.

Environmental Risk

The group advises clients on the contractual allocation of environmental risk in transactions, including leases and sale agreements. Our team employs creative solutions that enable transaction completion, and has a specialized focus related to the use of environmental insurance policies as a transactional risk management tool.

Real Estate Financing

Our attorneys serve as counsel to local, regional and national lenders in commercial mortgage loan transactions, distressed real estate workouts and foreclosure actions. We have represented many lending institutions in construction loans and permanent financing for all types of real estate. Our group also represents both owners and investors in obtaining real estate financing, including funding for construction projects and environmentally challenged projects.

Commercial Property Tax Appeals

The firm represents commercial, industrial and residential property owners who seek a reduction in their New Jersey property tax assessment. Our services in this area include consultation on tax liability and the viability of appealing, the filing of appeals with the County Board of Taxation or the New Jersey Tax Court, and representation at settlement conferences and in Tax Court litigation.

Planned Real Estate and Community Associations

Our attorneys have deep experience in the development, sale and operation of planned real estate communities, as well as related regulatory compliance issues. This work encompasses the conversion of existing properties to condominium ownership, cooperatives, integration into mixed-use developments, new construction projects, and the use of condominium ownership to facilitate environmentally challenged projects. The firm also has an expansive practice representing community and homeowner associations throughout New Jersey across a broad range of administrative, transactional, regulatory and operational issues.

Energy Efficiency Initiatives

Our team has counseled numerous clients involved in solar energy projects on the transactional issues associated with the planning, financing, construction and operation of solar installations. This representation includes the drafting and negotiation of agreements and leases to protect our client's business interests, the coordination and oversight of project financing, grants and incentives, and advising on the appropriate use of insurance to address potential risks. The firm also has the technical background and experience required to guide clients through the development of cogeneration/CHP facilities.

OF NOTE

"Greenbaum, Rowe, Smith & Davis LLP is a superb group for real estate matters, with an active and robust practice across the entire spectrum of work. Handles varied zoning and land use projects involving mixed-use buildings, industrial premises and brownfield redevelopment sites, assisting with issues including the acquisition of planning permits and site approvals. Also demonstrates expertise in transactional work including sales, acquisitions, leases, financing and tax issues. The team displays further strength handling litigation matters along with environmental issues associated with development projects. Has extensive experience acting for regional and national developers, private equity investors and landlords and tenants."

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