



Kenneth Bills

Partner

 Iselin

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- Represents clients in all aspects of commercial real estate transactions
- Commercial mortgage financing, tax abatements, redevelopment area bond financing, credit tenant lease financing, long term permanent financing, and more
- Negotiation and drafting of commercial leases, financial agreements, construction contracts, developer agreements

Ken is a commercial real estate attorney who focuses on sophisticated commercial transactions. He provides support to commercial property owners, developers, redevelopers, builders, landlords, tenants, real estate investment trusts (REITS), municipal entities and financial institutions in the sale, acquisition, leasing, financing and redevelopment of real property in New Jersey.

Ken counsels clients on transactions involving both developed properties and land for future development. He advises on issues related to commercial mortgage financing, redevelopment and related tax exemption (Payment in Lieu of Taxes, or PILOT) agreements, redevelopment area bond financing, credit tenant lease financing, construction financing, and permanent financing.

With experience encompassing all types of commercial, industrial and residential properties, Ken brings specialized expertise to the negotiation and preparation of commercial leases, financial agreements, loan documents, AIA and other construction and design contracts, and redevelopment agreements, including those related to shopping centers, office and apartment buildings, and warehousing facilities. He assists clients in

addressing transactional tax and title issues, as well as providing skilled analysis of legal issues in opinion letters for lenders and other stakeholders.

Ken delivers personalized and hands-on representation to his clients. His approach is focused, collaborative, pragmatic and results oriented.

Areas of Focus

Practice Areas

- Real Estate
- Commercial Real Estate Acquisitions & Dispositions
- Commercial Real Estate Leasing
- Real Estate Brokerage
- Real Estate Financing
- Redevelopment, Land Use & Zoning
- Public Private Partnerships
- Redevelopment Plans & Agreements
- Special Improvement Districts
- Construction
- Construction Contracting & Risk Management
- Energy & Renewable Resources
- Financial Incentives & Economic Development
- Section 1031 Exchanges

Industries

- Real Estate
- Construction
- Energy, Public Utilities & Solid Waste
- Public Entities
- Financial Services & Insurance

Credentials

Bar Admissions

- New Jersey, 1979
- U.S. District Court, District of New Jersey, 1979
- U.S. Court of Appeals, Third Circuit, 1981

Education

- Rutgers University School of Law-Newark, J.D., *with high honors*, 1979
- Haverford College, B.A., *magna cum laude*, 1976

Experience

Representative Matters

- Represented Veris Residential, Inc. on the \$346 million sale of 101 Hudson Street, one of Jersey City's premiere commercial buildings, as a key element of the company's strategic office disposition plan. The sale was the largest office transaction in New Jersey in 2022 and was honored as the 2023 "Office Deal of the Year" by NAIOP New Jersey.
- Advised Avis Budget Group on the relocation and acquisition of its global headquarters in Parsippany. Structured to allow Avis to own, rather than lease, a four-story office condominium unit, providing long-term operational flexibility, the deal was recognized by NAIOP New Jersey as a finalist for 2023 "Deal of the Year." Our team negotiated the purchase agreement, condominium master deed, and construction-related contracts for the buildout of the new headquarters.
- Represented Veris Residential, Inc. in transactions involving the sale of three Class A office buildings, a mixed-use retail/commercial building, and a commercial development site in Jersey City. We served as real estate counsel on the mixed-use property and as New Jersey local counsel on the remaining assets. The firm also acted as environmental counsel across all transactions, negotiating provisions and facilitating the transfer of permits. The deals were collectively recognized by NAIOP New Jersey as the 2024 "Mixed-Use/Commercial Deal of the Year."
- Represented affiliated entities of Avidan Management LLC in one of New Jersey's largest industrial real estate portfolio sales at the time, involving approximately 2.6 million square feet of office, warehouse, cold-storage, and bulk distribution space across multiple municipalities. The transaction included negotiation of five power purchase agreements covering more than 6 MW of solar production and was recognized as a finalist for NAIOP NJ's "Industrial Deal of the Year."
- Represented a real estate developer in the \$46 million sale of a warehouse development site, a complex, multi-year transaction involving contractual disputes that threatened the client's investment and pricing. Secured a settlement that enabled joint marketing and value recovery to preserve and maximize the client's investment.
- Represented a New York-based full-service real estate firm and its affiliates, with holdings throughout the country, in the redevelopment and approval of a \$75 million portfolio of industrial outdoor storage properties in Delanco, successfully challenging restrictive zoning through litigation, securing adoption of a redevelopment plan, and obtaining municipal approvals enabling implementation of the client's business model. The buildings totaled more than one million square feet leased to more than 80 tenants.
- Counseled a wholly-owned affiliate of a publicly traded REIT on the \$32 million sale of vacant land in Wall Township. Serving as lead counsel, the firm's negotiated the sale agreement, resolving title and environmental issues, addressing outstanding and expiring development approvals, managing regulatory delays, and

successfully closing the transaction.

- Assisted a real estate investor, developer, and manager in reducing title costs and improving financing efficiency with the creative structuring of a \$225 million refinancing of a multi-state commercial real estate portfolio encompassing 34 office, retail, and industrial properties.
- Represented a real estate investor, developer, and manager in securing a \$93 million construction loan from Valley National Bank for a 420-unit residential development in Easton, PA. Greenbaum's team negotiated all loan documents, resolving issues related to municipal approvals, including complicated frontage dedication. The financing was structured to avoid bringing in an equity investor, resulting in substantial savings for the client and a timely closing.
- Locked in a permanent fixed-rate loan for a 254-unit multifamily development mid-construction, protecting the developer from a rising interest rate environment. By negotiating a strategic holdback for three incomplete buildings, the financing successfully replaced a fully guaranteed construction loan with a permanent facility—dramatically reducing the client's personal guaranty exposure and freeing up significant credit for future projects.
- Counseled a prominent regional developer in connection with a series of loan transactions that totaled over \$200 million, financed by five lenders and secured by approximately two dozen commercial and industrial properties in New Jersey and Eastern Pennsylvania.
- Counseled an international Fortune 500 retailer on large-scale retail and commercial developments totaling millions of square feet across multiple locations, advising on redevelopment approvals, PILOT agreements, environmental remediation, land use and zoning, construction permitting, and leasing matters.
- Advised on a joint venture between developer Jonathan Rose Companies and JP Morgan Chase on a mixed-use redevelopment project in South Orange, including title matters, redevelopment implementation, and negotiation of a \$38.5 million construction loan. The high-profile project, a 215-unit LEED certified apartment building, retail space and a 500+ space parking facility, represented a significant milestone in the revitalization of the municipality's downtown.
- Represented an affiliate of a multi-generational family-owned real estate firm in the development and \$83 million sale of two Class A multifamily buildings in Rahway, securing land use approvals, negotiating redevelopment and financial agreements, advising on environmental remediation, and managing complex regulatory, title, and permitting issues through closing.

Affiliations

Memberships

- New Jersey State Bar Association: Real Property Trust and Estate Law Section

Insights & More

Announcements

Chambers USA 2026 Recognizes Greenbaum, Rowe, Smith & Davis Across 10 Practice Areas and 18 Individuals
6.04.26

2026 Edition of Best Lawyers Recognizes 54 Attorneys in 41 Practice Areas: Eight Greenbaum Lawyers
Recognized on "Ones to Watch" List
8.21.25

2025 Chambers USA Guide Ranks Greenbaum, Rowe, Smith & Davis in Key Practice Areas and Recognizes 18
Attorneys as Leading Individuals
6.04.25

2025 Edition of Best Lawyers Recognizes 56 Attorneys in 39 Practice Areas: Ten Greenbaum Lawyers
Recognized on "Ones to Watch" List; Three Selected for "Lawyer of the Year" Recognition
8.14.24

2024 Chambers USA Guide Ranks Greenbaum, Rowe, Smith & Davis in Key Practice Areas and Recognizes 20
Attorneys as Leading Individuals
6.05.24

2024 Edition of Best Lawyers Recognizes 59 Attorneys in 38 Practice Areas: Twelve Greenbaum Lawyers
Recognized on "Ones to Watch" List; Five Selected for "Lawyer of the Year" Recognition
8.16.23

Greenbaum, Rowe, Smith & Davis Recognized as Member of 2023 New Jersey Future Smart Growth Award-
Winning Team for Downtown Westfield Redevelopment Project
8.03.23

2023 Edition of Best Lawyers Recognizes 51 Attorneys in 36 Practice Areas: Nine Greenbaum Lawyers
Recognized on "Ones to Watch" List; Seven Selected for "Lawyer of the Year" Recognition
8.17.22

Published Articles

Real Estate Ownership: New Jersey
2025