

Commercial Real Estate Acquisitions & Dispositions

Greenbaum provides sophisticated and comprehensive representation to clients involved in the purchase or sale of commercial real estate. Throughout our many years of practice, we have counseled buyers and sellers, including property and business owners, developers, investors, and institutional clients, across the complete spectrum of legal issues associated with real estate acquisition and disposition lifecycles.

The firm's transactional real estate team has a deep understanding of both market conditions and business priorities, and has broad experience encompassing the acquisition of office, industrial, retail, multi-family, and mixed-use properties, as well as vacant land for development. We strategically leverage our expertise when structuring and negotiating deals to minimize risk, maximize value, ensure compliance, and facilitate efficient transactions on behalf of our clients.

When acquiring commercial property in New Jersey, meticulous due diligence and strategic negotiation are critical. We represent purchasers across all asset classes, from raw land to income-generating properties. We advise on initial property identification, market opportunities, and drafting and negotiating non-binding letters of intent to document key transaction terms. We draft and negotiate purchase and sale agreements that rigorously protect our client's interests. We coordinate comprehensive due diligence that thoroughly reviews all critical aspects of the transaction, including title and survey review, environmental assessments, and zoning and land use analysis.

We assist in the legal aspects of securing acquisition and construction financing, providing counsel on financing options, loan document review, and working through the intricacies of satisfying lender requirements. We prepare all closing documents and carefully manage the closing process to ensure a smooth and legally compliant transfer of ownership and property benefits and risks.

When representing clients in the disposition of real estate assets, our guidance begins pre-sale with a focus on optimizing the property for the market and preparing disclosure documents for buyer due diligence in order to efficiently expedite the sale process. The effective negotiation of the purchase and sale agreement is key to maximizing returns and minimizing post-closing liabilities for sellers by securing favorable terms, managing contingencies, limiting representations and warranties, and protecting against future claims.

We assist sellers in managing buyer due diligence requests, coordinating access and related insurance coverage, and addressing concerns that may be raised during this period of review. We have considerable expertise in structuring and executing complex and compliant forward and reverse 1031 like-kind exchanges to defer capital gains taxes, and in guiding sellers through New Jersey's bulk sale notification requirements for properties used in a business. We fully manage the closing process and any remaining post-closing obligations or escrow arrangements.

Practice Team



Kenneth T. Bills

Partner
732.476.2640
kbills@greenbaumlaw.com



Michael J. Coskey

Partner
732.476.2690
mcoskey@greenbaumlaw.com



Martin E. Dollinger

Partner
732.476.2460
mdollinger@greenbaumlaw.com



Jack Fersko

Partner
732.476.3354
jfersko@greenbaumlaw.com



Sean R. McGowan

Partner
973.577.1852
smcgowan@greenbaumlaw.com



Regina E. Schneller

Partner
732.476.2404
rschneller@greenbaumlaw.com



Steven Firkser

Counsel
732.476.2388
sfirkser@greenbaumlaw.com



Maureen E. Montague

Counsel
732.476.2380
mmontague@greenbaumlaw.com



Lauren A. Perrella

Counsel
973.577.1836
lperrella@greenbaumlaw.com



Thomas J. Denitzio Jr.

Of Counsel
732.476.2610
tdenitzio@greenbaumlaw.com



Lydia C. Stefanowicz

Of Counsel
732.476.3330
lstefanowicz@greenbaumlaw.com



Ann M. Waeger

Of Counsel
732.476.3230
awaeger@greenbaumlaw.com



Justine A. DelVecchio

Associate
973.577.1830
jdelvecchio@greenbaumlaw.com



Thomas A. McGowan

Associate
973.577.1910
tmcgowan@greenbaumlaw.com