Thomas J. Denitzio Jr.

Of Counsel

Iselin

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- Representation in commercial real estate sales, acquisitions, leasing and mortgage financing transactions
- Commercial property tax appeals including the defense of reverse tax appeals
- Clients include lenders, borrowers, developers, investors and closely held businesses

Tom represents clients in commercial real estate transactions, including the sale, acquisition, leasing and mortgage financing of commercial, mutli-family, and industrial properties. He also provides representation in commercial property tax appeals, mortgage foreclosures and workouts, tax sale certificate foreclosures and condemnation valuation hearings.

Throughout his career, Tom has counseled local and regional lenders, borrowers, developers, investors, and business owners/operators including closely held business entities on a wide range of legal issues that arise in the transactional context. His experience includes structuring transactions, resolving title and survey issues, analyzing real estate appraisals, implementing Section 1031 like kind exchanges, and negotiating leases, including ground leases, lease extensions and renewals, complex mortgage loans and loan modifications.

Tom assists clients in real estate tax appeals involving commercial properties, including the defense of reverse tax appeals brought by municipalities to increase assessments. He has successfully challenged and reduced property tax liability for numerous commercial property owners throughout New Jersey.

Areas of Focus

Practice Areas

- Real Estate
- Commercial Real Estate Acquisitions & Dispositions
- Commercial Real Estate Leasing
- Real Estate Financing
- Property Tax Appeals
- Section 1031 Exchanges
- Transactional Tax Issues

Industries

- Real Estate

Credentials

Bar Admissions

- New Jersey, 1975
- U.S. Supreme Court, 1981

Education

- Cornell University Law School, J.D., 1975
- Lafayette College, A.B., *cum laude*, 1972

Recognition

- American College of Mortgage Attorneys Fellow
- Listed in *Chambers USA* (a publication of Chambers and Partners) in the Real Estate practice area (2006 – present)
- Listed in *The Best Lawyers in America* (a trademark of Woodward/White, Inc.) in the Real Estate Law practice area (2009 – present)
- Selected by *Best Lawyers* as Woodbridge "Lawyer of the Year" in Real Estate Law (2021)
- Listed in *New Jersey Super Lawyers* (a Thomson Reuters business) in the Real Estate: Business practice area (2018 – 2026)
- Martindale-Hubbell Peer Review Rated AV Preeminent (a trademark of Internet Brands, Inc.)
- Recipient of the Middlesex County Bar Association Arthur H. Miller Lawyer Achievement Award (2018)
- Recipient of the Middlesex County Bar Association Transactional Practice Award (2014)

Experience

Representative Matters

- Secured substantial real estate tax reductions for owners of office buildings, apartment complexes, vacant land, hotels, warehouses, industrial facilities, shopping centers and cooperatives through settlement, or after trial in the Tax Court of New Jersey or on appeal to the Superior Court of New Jersey, Appellate Division.
- Advised a public research university on a complex public-private partnership (PPP) for an eight-story, 271,000 square foot student housing development with 176 dormitory units, parking, retail, and amenities. Structured ground-lease and leaseback arrangements and negotiated bond-financed construction through the Essex County Improvement Authority.
- Represented a leading real estate industry group in the development of its new headquarters, negotiating a redevelopment agreement with a local improvement authority and advising on land use approvals, tax incentives, environmental remediation, construction contracts, and site acquisition.
- On behalf of a commercial property owner, negotiated a land exchange with the New Jersey Turnpike Authority, securing easements, temporary construction access, infrastructure improvements, and mortgage lien releases to preserve ongoing business operations.
- Represented the owner in the $9.4 million sale of catering and motel properties for redevelopment into a 198-unit multifamily residential project, including negotiation of affordable housing components, coordination with municipal officials and the New Jersey Fair Share Housing Center, and resolution of zoning and fair-share litigation issues to position the project for redevelopment approvals and closing.
- Advised a seller on the $48 million sale of three industrial warehouse properties in Newark as part of a $76 million corporate acquisition, coordinating real estate, environmental, title, bulk-sale compliance, and debt issues to achieve a simultaneous multi-property closing with the stock purchase.
- Represented a bank in a statewide sale-leaseback transaction involving 29 office properties, negotiating purchase, lease, substitution rights, rights of first refusal, and post-closing environmental and code-compliance obligations across a complex, multi-asset portfolio.
- Represented the seller of a 132,000-square-foot multi-tenant industrial property for $16 million, structuring environmental remediation responsibilities and coordinating with New Jersey Department of Environmental Protection to allocate long-term monitoring obligations.
- Guided a purchaser through the acquisition and adaptive reuse of a Newark commercial property into an art-storage warehouse, overseeing due diligence, land use approvals, environmental compliance, and refinancing.
- Represented a New Jersey state entity in the $15.5 million acquisition of a former charter school property, negotiating purchase terms with a foreclosing lender's affiliate, addressing title, survey, and environmental issues, and advising on alternative acquisition strategies through foreclosure proceedings.
- In a cross-border transaction, represented a New Jersey-based purchaser in the acquisition of Virginia commercial property as replacement property in a complex Section 1031 exchange, negotiating purchase

terms, reviewing a long-term Valvoline lease, addressing environmental compliance issues, and resolving closing conditions to complete the exchange.

- Represented a national commercial bank in closing a $17 million mortgage loan financing a New Jersey manufacturer's acquisition of a new primary facility, handling negotiation, documentation, and closing.
- The firm's real estate and environmental teams collaborated on advising a real estate holding company on an $8 million industrial land acquisition supported by $22 million in mortgage financing, addressing environmental remediation trusts, riparian rights, title issues, and complex loan documentation.
- Represented the seller of a former trucking terminal sold for redevelopment into a self-storage facility, allocating liability for underground storage tank removal, securing environmental insurance, coordinating redevelopment approvals, and mitigating legacy environmental risk.
- Represented the owner of four office buildings, two of which were sold to a redeveloper and were subsequently demolished for construction of a 450-unit apartment complex. A third building was sold to a third party who continued to operate the building for office purposes, while a fourth was transferred to the municipality (for no consideration) to be used as a library. A redevelopment agreement between the owner, the redeveloper and the municipality was negotiated that included the purchase of redevelopment area bonds from the municipality to facilitate the construction of the apartment complex.
- Advised a mortgagor on the refinance of its existing mortgage debt on a major warehouse property in Newark, NJ. The deal involved the structuring, negotiation, documentation and closing of a $14 million first mortgage loan and a $3 million second mortgage loan from M&T Bank, both of which are guaranteed by the mortgagor's principal and affiliates. The proceeds were used to pay off existing mortgage debt and to fund the acquisition and renovation of a new site for the client in Newark.
- Represented a national commercial lender on the simultaneous closing of three mortgage loans in Maryland to finance the acquisition of three commercial properties by a New Jersey based company that is expanding its reach in the mid-Atlantic region. This transaction follows the firm's successful representation of the bank in amending this borrower's $40 million business line of credit and demonstrates the firm's capability to represent the New Jersey-based business groups of leading national banks.
- Advised the owner of a multi-tenant commercial building on a $1.6 million sale, securing bulk sale clearance and structuring the transaction as a tax-deferred Section 1031 exchange to preserve value at closing.

Affiliations

Memberships

- New Jersey State Bar Association
- Middlesex County Bar Association: former President; Real Estate Committee (past Co-Chair)

Insights & More

Announcements

2027 Edition of Best Lawyers Recognizes 50 Attorneys in 38 Practice Areas
8.20.26

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

36 Greenbaum Attorneys Selected for Inclusion in 2026 Edition of New Jersey Super Lawyers
3.20.26

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

Thirty-Five Attorneys from Greenbaum, Rowe, Smith & Davis Selected for Inclusion in 2025 Edition of New Jersey Super Lawyers
3.19.25

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

Thirty-Four Attorneys from Greenbaum, Rowe, Smith & Davis Selected for Inclusion in 2024 Edition of New Jersey Super Lawyers
3.25.24

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

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

Client Alerts

What Commercial Property Owners & Taxpayers Should Know About Filing a New Jersey Property Tax Appeal in 2026
2.05.26

New Jersey Enacts Legislation Imposing Annual Community Service Contributions on Nonprofit Hospitals
3.01.21

New Paycheck Protection Program Flexibility Act Provides Significant Relief to Borrowers
6.08.20

Governor Murphy Signs Legislation Setting New Deadlines for Filing and Deciding Real Estate Tax Appeals
6.01.20

SBA Announces Rule Governing Paycheck Protection Program
4.06.20

Critical Update to CARES Act Paycheck Protection Program
4.01.20

Title I of the CARES Act: The Paycheck Protection Program and Loan Forgiveness Provisions
3.30.20

New Jersey Extends Filing Deadline for Real Estate Tax Appeals Due to COVID-19
3.25.20

Publications

Real Estate Ownership: New Jersey
2025

Real Estate Tax Appeals

Commercial Real Estate Transactions in New Jersey
2019

Seminars & Events

Reducing Property Tax Liability for Commercial Real Estate in 2022
3.07.22

18th Annual Recent Developments in Real Estate Law
2.03.21

Healthcare, Real Estate & COVID-19: Impacts, Challenges and Opportunities
11.09.20

The CARES Act - Paycheck Protection Program
4.15.20

17th Annual Recent Developments in Real Estate Law
1.29.20