

Commercial Real Estate Leasing

Commercial leases in New Jersey are far more than standard agreements – they are complex contracts that define the financial, operational, and legal relationships between property owners and businesses for years to come. The firm's real estate practice offers a depth of leasing experience that enables us to provide practical and cost-efficient representation in commercial leasing transactions for both landlords and tenants across a wide spectrum of property types, including office, industrial, retail, and residential space. The Greenbaum team handles all aspects of leasing commercial and industrial properties, including ground leases, solar and other alternative energy related leases, and leases that must accommodate historic and ongoing environmentally challenged properties.

We place a strong focus on the allocation of risk in leasing agreements and collateral documents. Our attorneys bring a nuanced understanding to every lease negotiation, whether on behalf of a property owner seeking to maximize the value of an asset, or a tenant securing the ideal space for their business operations. This dual perspective facilitates our ability to anticipate challenges, protect our clients' interests, and ensure clarity and enforceability in every lease agreement.

We assist landlords in meeting their strategic and financial objectives by structuring lease transactions, and drafting and negotiating lease agreements, that protect their long-term business interests. We have extensive experience in the creation of custom-tailored lease agreements for office, medical, warehouse, industrial, retail and mixed-use properties. Our expertise encompasses a diverse range of lease types, including gross leases, net leases, build-to-suit leases, ground leases, and roof leases to accommodate solar energy installations. We draft and negotiate ancillary lease documents including work letters, tenant build-out agreements, SNDA (Subordination, Non-Disturbance, and Attornment) agreements, and guarantees. The firm advises on ongoing lease compliance, renewals, rent escalations and other administrative issues, and provides counsel on portfolio management strategies for multi-tenant properties. We also represent clients in lease enforcement matters including lease defaults, non-payment of rent, tenant breaches, and the commercial eviction process.

When acting on behalf of tenants, we strive to protect the operational and financial interests of our clients by ensuring that their lease agreements provide the flexibility and security necessary for success. This includes a thorough review and negotiation of proposed lease terms related to rent, term, renewal options, use clauses,

operational and maintenance charges, sublease and assignment rights, and other critical tenant lease provisions. We also assist tenants with evaluating the suitability of the premises for their intended use, including zoning compliance and environmental considerations, and provide counsel on lease disputes, termination options, and lease exit strategies.

Practice Leaders



Jack Fersko

Partner
732.476.3354
jfersko@greenbaumlaw.com



Sean R. McGowan

Partner
973.577.1852
smcgowan@greenbaumlaw.com

Practice Team



Kenneth T. Bills

Partner
732.476.2640
kbills@greenbaumlaw.com



Martin E. Dollinger

Partner
732.476.2460
mdollinger@greenbaumlaw.com



Jack Fersko

Partner
732.476.3354
jfersko@greenbaumlaw.com



Luke J. Kealy

Partner
732.476.3240
lkealy@greenbaumlaw.com



Sean R. McGowan

Partner
973.577.1852
smcgowan@greenbaumlaw.com



Regina E. Schneller

Partner
732.476.2404
rschneller@greenbaumlaw.com



Judah Skoff

Partner

732.476.2396

jskoff@greenbaumlaws.com



Steven Firkser

Counsel

732.476.2388

sfirkser@greenbaumlaws.com



Maureen E. Montague

Counsel

732.476.2380

mmontague@greenbaumlaws.com



Lauren A. Perrella

Counsel

973.577.1836

lperrella@greenbaumlaws.com



Thomas J. Denitzio Jr.

Of Counsel

732.476.2610

tdenitzio@greenbaumlaws.com



Thomas A. McGowan

Associate

973.577.1910

tmcgowan@greenbaumlaws.com

Experience

Representative Matters

- Representing a premiere production resource for the television and film industries in the leasing and operation of industrial space for film and television production companies, including Netflix, in New Jersey. The firm's representation includes negotiating specialized master leases, subleases, and license agreements permitting short-term studio use, stage construction, and pyrotechnics, and structuring ancillary revenue arrangements.
- Serving as environmental and land use counsel to the owners of a substantial portfolio of commercial and industrial properties in New Jersey and surrounding areas. We are advising on environmental compliance, leasing and transactional issues involving regulated materials, and environmental litigation affecting property operations and redevelopment.
- Representing L'Oréal USA in a national real estate and environmental engagement supporting acquisitions, leasing, development, and operation of manufacturing and research facilities, including ISRA compliance, renewable energy and power off-take agreements, sustainability initiatives, and tax assessment matters. The firm's recent work includes advising L'Oréal on the development and opening of its flagship New Jersey Research & Innovation facility, featuring an onsite solar microgrid, battery storage, EV charging infrastructure,

and peak-shaving controls.

- Representing The Lions Group, a family-owned real estate development, construction and property management firm, in connection with its transformational redevelopment project at Journal Square in Jersey City, projected to contain 360 residential units over 34 stories, retail space and a public thoroughfare to the Journal Square train station. Our representation includes preparation of applications to the New Jersey Economic Development Authority for up to \$90 million in tax credits under the Aspire Program and more than \$13 million dollars more in Low Income Housing Tax Credits from the New Jersey Housing and Mortgage Finance Agency. The firm's work further involves environmental remediation oversight, residential master lease preparation, financing for approximately \$300 million dollars with one of the largest financial institutions in the world and preparation of condominium formation documents.
- Counseled Amazon 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.
- Represented an industrial property owner in the negotiation of a 79,000 square foot industrial lease requiring subdivision of a newly constructed building, early tenant access during construction, lender coordination, accommodation of a rooftop solar installation, and expedited municipal approvals.
- 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 an analytical laboratory services company in a \$15.3 million sale, including environmental compliance diligence and negotiation of a post-closing real estate lease.
- Represented the seller of a national HVAC airflow products manufacturer in a \$75.5 million sale, coordinating transaction, environmental, and real estate leasing components.
- Represented a landlord in the negotiation of a large-format grocery lease involving exclusivity rights, coordination with a planned adjacent multifamily redevelopment, restructuring of a PILOT agreement, integration of a rooftop solar project, and lender coordination. The firm also negotiated a complex lease termination and lender-approved unwind.

Insights & More

Publications

Real Estate Ownership: New Jersey
2025

Cannabis Leases: Landlord and Tenant Considerations
Jan/Feb 2024

The Commercial Lease Formbook
2010

Seminars & Events

Critical Issues in Drafting & Negotiating Office, Retail, Industrial & Ground Leases

12.12.13

Structuring Solar Development Financing, Leasing and Operating Agreements for Commercial Properties

9.19.13

Solar Panel Siting Negotiations: Leasing and Land Use Issues and Special Considerations for Government Property

5.03.13