

Real Estate Transactions

Saiber's real estate practice group has broad experience working with all segments of the commercial real estate industry. There is virtually no real estate assignment that we cannot undertake.

Our services include: acquiring and selling real property, lease review and negotiations, obtaining government approvals and permits for all types of development, negotiating and closing mortgage loans, structuring mortgage workouts, addressing environmental issues, advising on federal income tax matters, handling real estate tax appeals, developing and converting residential projects, and developing shopping centers, hotels, golf courses and other commercial facilities.

We have been responsible for creating, converting and developing numerous commercial and residential condominium and cooperative projects throughout New Jersey. In addition, our attorneys advise landlords and tenants in the leasing of new and existing office, retail, industrial and residential properties.

As many of our clients have sizeable real estate holdings, our reach frequently extends beyond state borders. Our New Jersey based clients often engage in out-of-state transactions and rely upon us to oversee their legal matters in other jurisdictions.

Saiber is ranked by *Chambers USA* within the New Jersey Real Estate category, with clients noting that our attorneys are "responsive, capable, thoughtful and practical." Saiber has also earned a ranking by *U.S. News & World Report's* Best Law Firms in Real Estate Law for the state of New Jersey.

Counsel in Real Estate and Business Financings

Saiber's lawyers represent major institutional and business lenders, such as commercial banks and savings institutions, as well as private lenders, borrowers and developers. As such, we handle a wide range of transactions, including purchase money lending, sophisticated debt/equity combinations, asset-based lending, refinancing, construction lending, sale/leaseback transactions, leasehold financing and real estate equity and joint venture transactions. In addition, we often serve as local counsel to multi-jurisdictional financings.

Our lending group also represents major financial institutions acting as either participants or lead lenders in restructurings, workouts and bankruptcies for office buildings, shopping centers, condominiums, mixed-use developments and other large projects.

Several of our lawyers are active in industry organizations such as the National Association of Industrial and Office Properties, Industrial Commercial Real Estate Women, N.J. Mortgage Bankers Association, N.J. Business and Industry Association, NJ Bankers Association and Newark Regional Business Partnership.



These activities enable us to take part in shaping this dynamic industry, and place us at the cutting edge of developments that will have a positive impact on the industry, the state and regional economies and our clients.