



# John F. Glass

Partner

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## Practice Areas

Real Estate

## Bar Memberships

New Jersey

New York

John maintains a broad commercial real estate practice with deep experience in complex transactional matters. He represents a diverse client base, including privately held real estate developers, emerging and established companies, state agencies, and publicly traded corporations. His work includes negotiating commercial leases, purchase and sale agreements, and multitiered loan financings across office, retail, healthcare, mixed-use, residential, and industrial asset classes.

John has significant experience representing both tenants and landlords in leasing matters. On the landlord side, he advises owners across multiple asset types, with a particular focus on industrial outdoor storage (IOS) and related industrial properties. On the tenant side, he has represented clients in securing millions of square feet of leased space spanning office, retail, residential, and industrial uses.

He has guided borrowers through more than \$1.5 billion in financings, including construction, acquisition, bridge, and permanent loans. His recent work includes representing several of New Jersey's leading developers in closing over \$500 million in construction financing for high-end residential and commercial mixed-use projects in Newark, Parsippany, Jersey City, and Philadelphia.

In recognition of his professional achievements and emerging leadership within the legal community, John was honored as a "New

Leader of the Bar” at the New Jersey Legal Awards.

## Other Info About John

### Education

University of Maryland, J.D., cum laude

- Associate Editor, *Journal of Health Care and Policy Law*

Boston College, B.A., cum laude

- Dean’s List

### Clerkships

Interim Judicial Clerk to the Honorable Evelyn Omega Cannon,  
Baltimore City Circuit Court, Summer 2011

### Recognition

*No aspect of this advertisement has been approved by the  
Supreme Court of New Jersey.*

Included on the [New Jersey Law Journal](#) “New Leaders of the Bar”  
list, 2024

2<sup>nd</sup> Place in Paul Cordish Memorial Writing Competition, 2013

### Professional Affiliations

American Bar Association

Young Real Estate Professionals of New York

## Featured Articles

[Five Provisions to Consider When Negotiating Industrial Outdoor  
Storage Leases](#)

[Industrial Outdoor Storage: A Maturing Asset Class](#)

[The Hidden Trap: How Transfer Taxes Can Sneak Up on Lease  
Transactions](#)

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