

John F. Glass

Partner

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Practice Areas

Real Estate

Public-Private Partnerships (P3)

Solutions

Data Centers

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

2nd Place in Paul Cordish Memorial Writing Competition, 2013

Professional Affiliations

American Bar Association

Young Real Estate Professionals of New York

Featured Articles

The Beyond Agency Series: What Should a Borrower Focus on When Negotiating Transfer Provisions in Private Capital and CMBS Loan Documents?

The Beyond Agency Series: What Should a Borrower Pay Attention to When Negotiating CMBS or Private Credit Cash Management Terms?

The Beyond Agency Series: A Guide to Private Credit and CMBS Lockbox and Cash Management Account Provisions

The Beyond Agency Series: Multifamily Loans in a Higher for Longer World

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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