

Becker's Real Estate Group Excels in 2017

By Anthony J. Vizzoni

Becker LLC's Real Estate Practice Group had another robust year in 2017. The Group not only expanded its presence in all sectors of the real estate market, but also saw a significant change in the make-up of its client roster. The Firm's Real Estate lawyers are accustomed to representing real estate developers and investors in acquisitions, sales, and financing transactions, but this year the Firm saw a surge in the representation of business owners and others who have opted to add real estate investments to their portfolios.

Anthony J. Vizzoni, Chair of the Firm's Real Estate Practice Group, noted, *"In 2017, we worked as trusted advisors with our clients to complete their real estate transactions for companies in the various industries such as professional services, hospitality, entertainment, retail, manufacturing, logistics, staffing, transportation, and several other industries."* Mr. Vizzoni added, *"In light of our long standing relationships with lenders, we were especially involved in the acquisition and financing of real estate transactions for our clients. As many of our clients this year were new to real estate, our team was also instrumental in assisting with due diligence activities."*

A great example of this is how the Firm worked closely with Pioneer Properties, a leading provider of comprehensive property management services to select national clients. Pioneer was looking to relocate its offices in hopes of acquiring a new building in Bergen County, New Jersey. Frank Cupo, President at Pioneer, identified a building ideally located in Rochelle Park New Jersey, which had just been placed on the market.

Mr. Cupo remarked, *"We had been seeking to acquire a building for well over a year before we, almost by accident, identified our West Passaic Street building. After my initial walk-through of the building, I immediately knew this would be a perfect building for Pioneer's new home. I contacted Anthony at the Becker Firm and within days the seller was presented with our contract. Anthony and his team not only assisted in all of our due diligence efforts, but also introduced us to a lender that financed the acquisition."*



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Becker's Real Estate Group Excels....Continued

Mr. Cupo also stated, "Going into the especially busy holiday season and within a period of just over sixty days, the Becker team took us from contract to closing while, in between, completing due diligence, helping us obtain very favorable financing, facilitating the securing of necessary permits for our building use, assisting us in the termination of our existing lease, and negotiating the signing of a new tenant for the residual space that we would not be using in the building. The level of service that Anthony and his team provided was truly exceptional."

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