



Anthony J. Cassano

Vice President

NAI James E. Hanson

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Career Summary

Anthony Cassano has been working in real estate since 1989. His experience includes commercial real estate (office, industrial, retail and land) as well as residential leasing and sales. Anthony has worked with a number of New Jersey's current and former financial institutions (Bank of America, TD Banknorth, Commerce Bank, Valley National Bank, Interchange Bank, Lakeland Bank, Columbia Bank and Hudson City Savings Bank). Other clients include AAMCO, Liberty Mutual Insurance Company, Globe Tire, Loving Care Agency, Hampton/Hilton Hotels, Ramsey Motors, Mitsubishi and Subaru among many others. Anthony represented the former Fleet Bank as part of a team who successfully disposed of more than 14 surplus bank properties (both owned properties and existing leaseholds) with a dollar value in excess of \$24,000,000. Anthony's institutional clients have included Bank of America and TD Banknorth, as well as a host of other commercial property owners. He has extensive experience in sale and lease negotiations and real estate consulting which include the whole spectrum of real estate transactions and services.

Education

- Fairleigh Dickinson, Master Certificate in Public Management from the Public Administration Institute
- Fairleigh Dickinson, Real Estate Institute, Graduate Studies
- Xavier University, BA Political Science, History

Background & Experience

Mr. Cassano was a former Bergen County Freeholder from 1990 to 2002. He served as Chairman of the Board for three years. During his tenure on the Board, he was Chairman of the Law and Public Safety Committee, Chairman of Parks, Public Works and Planning and Economic Development. He was also the Freeholders' Liaison to the Bergen County Economic Development Corporation and the Bergen County Open Space Trust Fund. As a member of the Board of Freeholders, Mr. Cassano was actively involved in the site selection, building and funding of the \$60,000,000 Bergen County Administration Complex that was built under the aegis of the New Jersey Economic Development Authority. He was also involved in the planning and implementation of the \$6,000,000 Bergen County Jail renovation and rehabilitation project.

In addition, he was part of the NAI Hanson team hired by the City of Jersey City, to serve as a professional real estate consultant to advise the City on their real estate needs. In 2013, Mr. Cassano negotiated a 21,900sf lease for the County of Bergen Probation Department in Hackensack, NJ and was a member of the NAI James E. Hanson team that negotiated a 55,000 sf lease for the Bergen County Board of Social Services in Rochelle Park.

Anthony J. Cassano Significant Transactions

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Sold

- 78,000 SF industrial building, Parsippany, NJ, \$7.8 Million
- 64,000 SF multi-family development/land, Paterson, NJ, \$5,883,000
- 45,912 SF office building, Hackensack, NJ, \$4.5 Million
- 37,260 SF Industrial building, Orangeburg, NY, \$3.75 Million
- 34,200 SF industrial buildings (2), Saddle Brook, NJ, \$3.4 Million
- 25,000 SF 15 Main Street, Hackensack, NJ, \$525,000
- 25,000 SF 500 Rt 46 South Hackensack, NJ, \$974,000
- 16,500 SF 10 Elizabeth Avenue, River Edge, NJ, \$2,540,000
- 341 Essex Street, Hackensack, NJ, \$1.35 Million
- 40 Edison Avenue, Oakland, NJ, \$900,000
- 7,800 SF 238 High Street, Hackensack, NJ, \$850,000
- 5,800 SF 174 Union Street, Hackensack, NJ, \$825,000
- 5,000 SF 33 Park Avenue, Englewood, NJ, \$1,700,000
- 4,300 SF 696 Palisade Avenue, Teaneck, NJ \$1,100,000
- 62 Voorhis Lane, Hackensack, NJ, \$950,000
- 1.35 Acres 518 Route 303, Orangeburg, NY, \$855,000

Leased

- 55,000 SF office, Bergen County Social Services Rochelle Park, NJ
- 21,090 SF office, 39 Hudson Street, Hackensack, NJ
- 16,000 SF retail, Shopping Center, Kutztown, PA, \$6 Million
- 15,000 SF retail, automotive, Hackensack, NJ
- 15,000 SF office, 55 Challenger Road Ridgefield, Park, NJ
- 10,000 SF office, 10 year lease, Englewood, NJ, \$2.5 Million
- 6,000 SF retail, 24-42 S. Dean Street, Englewood, NJ
- 3,900 SF retail, 24-42 S. Dean Street, Englewood, NJ
- 3,200 SF office, 186 Saddle River Road, Saddle Brook, NJ
- 2,506 SF retail, 28-46 Dean Street, Englewood, NJ
- 2,450 SF retail, 101 A Portland Avenue, Bergenfield, NJ
- Retail, 10 year lease Ramsey Mitsubishi Motors, Paramus, NJ, \$3 Million
- Office 20 year land lease Hampton/Hilton, Mahwah, NJ, \$20 Million
- 151 Hudson Street, Hackensack, NJ
- 85 Main Street, Hackensack, NJ
- 210 River Street, Hackensack, NJ
- Office, 190 Moore Street, Hackensack, NJ
- Office, 440 West Street, Fort Lee, NJ
- Retail, 96 So. Washington Avenue, Bergenfield, NJ