



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 and 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 \$24MM. 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

- Former Bergen County Freeholder from 1990 to 2002.
- 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 \$60MM 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.
- Anthony 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.

Notable Clients

Bank of America

TD Banknorth

Commerce Bank

Fleet Bank

Valley National Bank

Interchange Bank

Lakeland Bank

Columbia Bank

Hudson City Savings Bank

AAMCO

Liberty Mutual Insurance Co.

Globe Tire

Loving Care Agency

Hampton/Hilton Hotels

Ramsey Motors

Mitsubishi

Subaru

YWCA

Anthony J. Cassano **Significant Transactions**

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SOLD

- 78,000 SF industrial building, Parsippany, NJ - \$7.8MM
- 4 lots re-development - 224 new apartments + 4,000 SF retail, Hackensack, NJ, land value over \$6.4MM
- 64,000 SF multi-family development/land, Paterson, NJ - \$5.8MM
- 45,912 SF office building, Hackensack, NJ - \$4.0MM
- 37,260 SF industrial building, Orangeburg, NY - \$3.75MM
- 34,200 SF industrial buildings (2), Saddle Brook, NJ - \$3.4MM
- 30,000 SF 96 & 112 S Washington/101 Portland Ave, Bergenfield, NJ - \$2.9MM
- 16,500 SF 10 Elizabeth Avenue, River Edge, NJ - \$2.54MM
- 22,000 SF 55 Midtown Bridge Approach, Hackensack, NJ - \$2.35MM
- 5,500 SF 107-109 Anderson Street, Hackensack, NJ - \$2.0MM
- 5,000 SF 33 Park Avenue, Englewood, NJ - \$1.7MM
- 341 Essex Street, Hackensack, NJ - \$1.35MM
- 4,300 SF 696 Palisade Avenue, Teaneck, NJ - \$1.1MM
- 6,000 SF 132 South Street, Hackensack, NJ - \$975,000
- 25,000 SF 500 Rt 46 South Hackensack, NJ - \$974,000
- 62 Voorhis Lane, Hackensack, NJ - \$950,000
- 40 Edison Avenue, Oakland, NJ - \$900,000
- 4,500 SF 95 Anderson Street, Hackensack, NJ - \$875,000
- 1.35 Acres 518 Route 303, Orangeburg, NY - \$855,000
- 7,800 SF 238 High Street, Hackensack, NJ - \$850,000
- 5,800 SF 174 Union Street, Hackensack, NJ - \$825,000
- 6,500 SF 205 North Washington Avenue, Bergenfield, NJ - \$787,500
- 40,000 SF retail building, Westwood, NJ - \$600,000
- .65 Acres 833-837 Franklin Avenue, Franklin Lakes, NJ - \$600,000
- 25,000 SF 15 Main Street, Hackensack, NJ - \$525,000
- 2,429 SF 35 Essex Street, Hackensack, NJ - \$410,000
- 12,900 SF 30 Route 46, Lodi, NJ - \$210,000

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, \$6.0MM
- 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, \$2.5MM
- 6,900 SF retail (2 leases), 24-42 S. Dean Street, Englewood, NJ
- 3,500 SF retail, 389 Main Street, Hackensack, NJ
- 3,474 SF office, 300 Grand Avenue, Englewood, NJ
- 2,800 SF retail, 101D Portland Avenue, Bergenfield, NJ
- 10 year retail lease Ramsey Mitsubishi Motors, Paramus, NJ, \$3.0MM
- 20 year land lease Hampton/Hilton, Mahwah, NJ, \$20.0MM