JOHN J. **SCHILP**



John J. Schilp
Senior Vice President
NAI James E. Hanson
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Career Summary

John has represented owners in the sale of land for all uses in northern New Jersey and eastern Pennsylvania. His activities included land brokerage and development services ranging from the sale of raw land to completing the permitting process at local, county, state and federal levels and construction supervision of site improvements and installation of utilities. Since 1972, responsibilities have included the negotiation and sale of an estimated 9,500 acres of land, representing approvals for approximately 7,000 residential units, 950,000 square feet of office space, 700,000 square feet of industrial space and 800,000 square feet of retail space. He also negotiated transactions to and on behalf of not-for-profit and conservation organizations. Total value of all land sales exceeds $1,000,000,000.

John's skills in selling and developing land have transferred to the leasing and sale of Industrial, Retail and Office properties throughout northern New Jersey and eastern Pennsylvania. John has represented sellers/landlords and buyers/tenants from both corporate and private entities.

Education

Fairleigh Dickinson University, Bachelor of Science, Teaneck, NJ (Business Management with additional credits in Engineering and Real Estate)

Professional Affiliations

Real Estate Broker Licenses in New Jersey and Pennsylvania

ULI - Urban Land Institute

ICSC - International Council of Shopping Centers

IOREBA - Industrial & Office Real Estate Brokers Association

NCJAR - Member, North Central Jersey Association of Realtors

Land Assemblage & Development

- Assemblage of 35+ separate parcels in excess of 100 acres for development of Marriott Hotel, Sony Headquarters, National Utility Services, Avis and Bears Nest luxury townhouses in Park Ridge and Woodcliff Lake, NJ
- Development and sale of Panther Ledge Farms, a 983 acre former dairy farm in Green Township, NJ
- Development and sale of Fardale Woods, 55 lot subdivision on 63 acres Mahwah, NJ
- Development and sale of TammyBrook Hills, 100 lot subdivision Cresskill, NJ

Typical Land Sale Transactions

- 63 lot subdivision Mahwah, NJ
- 53 lot subdivision Alpine & Cresskill , NJ
- 49 lot subdivision Mahwah, NJ
- 14 lot subdivision Mahwah, NJ
- 12 lot subdivision Sparta, NJ
- 6 lots Englewood Cliffs, NJ
- Bank branch site Parsippany, NJ
- 240 development acres at Rt 80/ Rt 309 interchange Butler, PA

NAI James E. Hanson
COMMERCIAL REAL ESTATE SERVICES, WORLDWIDE

PROFESSIONAL PROFILE

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Typical Land Sale Transactions

- 244 acres open space Lebanon, NJ
- 170 acres solar & residential, Pohatcong, NJ
- 119 acres approved 825 residential units and 170,000 SF retail Bethlehem, PA
- 93 acres approved 400,000 SF for a regional mall Hillsborough, NJ
- 58 acres approved 530 condos Mahwah, NJ
- 48 acres commercial recreation Roxbury, NJ
- 33 acre commercial site Hampton, NJ
- 21 acres, 13 lots Upper Saddle River, NJ
- 14 acres approved 196 condos Mahwah, NJ
- 10 acres, improved residential subdivision for 5 houses Chester, NJ
- 6 acre highway commercial site Drums, PA
- 5.7 acre industrial site Randolph, NJ
- 4 acre approved retail site Allentown, PA
- 3.93 acre retail site Hanover, NJ
- 3 acre approved child daycare site Warminster, PA
- 3 acres approved for office Roxbury, NJ
- 2.5 acres approved child daycare site Levittown, PA

Typical Industrial Transactions

- 157,822 SF sale Flanders, NJ
- 132,500 SF lease Mt. Olive, NJ
- 33,000 SF lease Fairfield, NJ
- 30,500 SF sale Washington Twp, NJ
- 30,200 SF lease Passaic, NJ
- 28,900 SF lease Elizabeth, NJ
- 20,000 SF lease Randolph, NJ
- 18,729 SF sale Randolph, NJ
- 18,000 SF sale Mahwah, NJ
- 16,400 SF sale Westwood, NJ
- 14,700 SF sale Passaic, NJ
- 14,080 SF lease Sparta, NJ
- 14,018 SF sale Sparta, NJ
- 11,360 SF lease Westwood, NJ
- 10,400 SF sale Sparta, NJ

Typical Office Transactions

- 18,000 SF, 3 building sale Chester, NJ
- 14,000 SF sale Montvale, NJ
- 13,400 SF sale West Orange, NJ
- 9,600 SF sale Flanders, NJ
- 6,750 SF sale Chester, NJ
- 6,250 SF sale Parsippany, NJ
- 5,600 SF sale Chester, NJ
- 3,600 SF lease Montville, NJ
- 3,100 SF lease Paramus, NJ

Typical Retail Transactions

- 27 bed nursing home sale Chester, NJ
- 22,000 SF sale Dover, NJ
- 16,000 SF lease River Edge, NJ
- 15,390 SF sale Hasbrouck Heights, NJ
- 13,700 SF lease Roxbury, NJ
- 11,700 SF sale Mt. Olive, NJ
- 11,000 SF sale Wayne, NJ
- 11,000 SF sale Byram, NJ
- 10,000 SF sale, Bryam, NJ
- 9,000 SF sale, Weehawken, NJ
- 8,000 SF sale Randolph, NJ
- 6,800 SF lease Fairview, NJ
- 6,000 SF lease Washington Twp, NJ
- 3,400 SF sale, North Caldwell, NJ

Typical Investment Transactions

- 133,000 SF BJ's/Staples Riverdale, NJ
- 16,000 SF retail East Hanover, NJ
- 12,000 SF office Flanders, NJ
- 11,900 SF retail Randolph, NJ
- 11,360 SF industrial Westwood, NJ
- 9,000 SF retail Chester, NJ
- The Learning Experience Roxbury, NJ
- KinderCare Mahwah, NJ
- 74 unit apartment Greenwood, DE