ARCHER & GREINER PC
ATTORNEYS AT LAW

Jawad H. Salah

Partner

Real Estate

856.673.7143
jsalah@archerlaw.com

Overview

Jawad represents buyers and sellers of real property, developers, entrepreneurs, landlords and tenants, public and educational institutions and other clients in multiple facets of commercial real estate matters. He has extensive experience with the acquisition, financing, development, disposition, and leasing of commercial, retail and industrial property, as well as managing real estate-related transactions in the private equity context, where he assists clients in analyzing real estate assets, evaluating property-related risk, and developing strategies for acquisitions, dispositions and leasing transactions.

Jawad enjoys working with his clients. A problem solver, he enjoys identifying issues for his clients and helping them choose the best path to success. An out-of-the-box thinker, he believes that effective listening to clients' goals and concerns, along with open communication and setting realistic expectations are crucial skills for an attorney. Always responsive, he takes great pride in his relationships with clients and knows that hard work, preparation, and attention to detail are required on every task he takes on. His experience also informs his approach as a "counselor" to his clients not only for real-estate related matters, but also serving as sounding board on other legal and business related matters, connecting clients with needed expertise and ensuring that their needs are being addressed.

Prior to joining Archer, Jawad was a Partner in the Real Estate and Finance Groups of leading New York and Philadelphia-based law firms. He most recently served as General Counsel for a real estate private equity firm, where he was responsible for all facets of the company's legal needs, including its transactional work.

Representative Experience

- Over $22 million acquisition and lease-back of approximately 470,000 square-foot automotive parts production and recycling facility in Northeast Philadelphia, including negotiation of financing, purchase, lease and certain requirements of the City of Philadelphia with respect to an important parking easement serving the site.
- Over $32 million acquisition of an approximately 600,000-square-foot former aluminum manufacturing facility and one of the largest standalone buildings in Pennsauken, New Jersey through a Chapter 11 bankruptcy sale in the U.S. Bankruptcy Court.
- Approximately $100 million aggregate multi-stage acquisition (and subsequent leasing) of a portfolio of greater Philadelphia-area industrial properties totaling approximately 1.6M square feet of interior space converted to multi-tenant warehousing, together with thousands of outdoor income-producing parking spaces to serve both building tenants and distributors including Amazon.
- Lead role in assisting a national energy producer in diligencing and acquiring an assemblage of parcels, easements and other rights across multiple states to support its power generation and transmission business.
- Primary counsel to and guided a national private equity firm in connection with the real estate aspects of portfolio acquisitions and sales including via asset purchase, stock/equity purchase and mergers, industrial and retail transactions involving the direct and indirect acquisition and leasing of domestic and foreign real estate, as well as the disposition of redundant real estate assets, across a wide variety of sectors including:
    - Retail clothing chains
    - Restaurant groups
    - Sporting goods retailers
    - Home and building product manufacturers
    - Global packaging producers
    - Automotive products manufacturers
    - Appliance component developers
    - A national oral surgery chain and a regional dental practice chain
    - Energy metering, diagnostics providers
    - A mining aggregates and building products producer

Professional and Community Involvement

- Founding Member and Director, Moorestown Music Collective

Credentials

Education

- University of California, Berkeley, JD
- University of Texas at Austin, BA

Admissions

- New York
- Pennsylvania
- New Jersey

Offices

- Voorhees, NJ

Areas of Focus

Practice

- Real Estate

© 2024 Archer & Greiner, P.C. All rights reserved.