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# NEW JERSEY

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## MEET THE REAL ESTATE LAWYERS

*Real Estate New Jersey* profiles 19 prominent New Jersey attorneys and asks them about the key issues currently facing commercial real estate in the Garden State.



**Joel N. Jacobson**  
Norris McLaughlin & Marcus

**Practice Areas:** Banking and financial services, bankruptcy and creditors' rights, real estate and land use, corporate.

**Experience:** Member of the firm's Management Committee, has 30 years' experience. Has represented real estate owners, developers and investors in a range of real estate transaction.

**Clients:** Has represented the original developer of the Harborside Terminal in Jersey City, several private investment entities specializing in the acquisition and management of warehouse building in the US, the owner of a large industri-

al complex in Hanover Twp, the owners of several K-Mart stores, and a fast-food franchisee engaged in a major expansion program.

**Key Issues:** "One of the biggest issues we have encountered in commercial real estate transactions is the increasing need to provide coordinated multi-jurisdictional services. We have found that our membership in Meritas (an international affiliation of more than 200 mid-sized law firms) enables us to service commercial real estate clients better than national law firms since Meritas firms are located in every state and generally have a lower cost structure than the national firms."