



## THOMAS P. CONSIGLIO, SIOR

Parsippany – Principal

Licensed in New Jersey  
Licensed in New York

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### EDUCATION

Ithaca College, 1979  
B.S. Marketing

### NOTABLE CLIENTS

- The Children’s Place
- Party City/AmScan
- United Parcel Service
- Amazing Savings
- Reeves International
- Linemart NJ
- International Food Source
- TA Realty Associates
- Hartz Mountain Industries
- Black Creek Group
- Brookfield Properties
- Diversified Realty
- Sitex Group
- Tulfra Realty
- Urban Edge Properties
- Camber Realty Partners
- LongPoint Realty Partners
- Cohen Asset Management
- GFI Partners
- GTJ REIT

### EXPERIENCE

Prior to forming Resource Realty in 1990, Tom was a Senior Sales Consultant at Coldwell Banker Commercial (CBRE) in their Hackensack, NJ office. Over his eight-year tenure at CB, he consistently ranked among the top five brokers in the New York region. During his 45-year career, Tom has completed over 600 transactions totaling more than 2 billion dollars.

Tom excels in designing and implementing real estate strategies to a long and prestigious list of corporations both locally and nationally. Over the course of his career, he has handled a wide array of industrial, office and investment deals.

Implementing a client-based solution strategy, Tom has become extremely adept in “designing” marketing plans for the lease and sale of manufacturing, warehouse and flex properties, site searches from the ground up, highest and best use analysis, operating expense audits, and investment analysis.

### BACKGROUND

Tom is an active member in the Society of Industrial and Office Realtors (SIOR) as well as the Industrial and Office Real Estate Brokers Association (IOREBA). He has served as an arbitrator for the American Arbitration Association, as well as an expert witness in matters of real estate valuation, highest and best use, and environmental stigma.

By creating strategic alliances with industry leaders in areas such as legal, accounting, construction management, property management, mortgage and investment banking, Tom can bring the necessary resources to his customers to streamline a project from inception to completion.

Tom is an avid runner and golfer and enjoys skiing in the winter months.

### ACHIEVEMENTS

- “Creative Deal of the Year” – Tulfra Realty
- “Deal of the Year” – Hartz Mountain Industries
- “Largest Cooperative Transaction of the Year Award” – SIOR
- “Creative Deal of the Year” – First Industrial Trust – SIOR
- “Largest Office Lease” – The Children’s Place” – SIOR

### NOTABLE DEALS

- Sale/Leaseback: 2,200,000 SF, Heritage Mgmt.
- Leasing Assignment: 1,075,000 SF, Urban Edge
- Build-to-suit sale: 940,000 SF, Party City
- Leasing Transactions: 888,000 SF, Party City
- Build-to-suit: 690,000 SF, Children’s Place
- Leasing Assignment: 690,000 SF, TA Realty
- Lease Transactions: 617,000 SF, Linemart NJ
- Leasing Assignment: 562,000 SF, GTJ
- Lease: 526,400 SF, Children’s Place
- Build-to-suit: 504,000 SF, GFI Partners
- Investment Acq.: 287,000 SF, Heritage Mgmt.
- Lease: 283,000 SF, Children’s Place
- Investment Acq.: 260,000 SF, Tulfra Realty
- Lease: 200,000 SF, Amazing Savings
- Lease: 197,000 SF, Sound Around
- Lease: 189,000 SF, United Parcel Service
- Investment Acq.: 186,800 SF, Urban Edge
- Investment Sale: 175,000 SF, TA Realty
- Lease: 175,000 SF, International Foodsource
- Lease: 158,242 SF, First Industrial Realty
- Sale: 129,000 SF, Industrial Property Trust
- Investment Acquisition: 128,000 SF, Greenfield Partners
- Lease: 126,000 SF, Urban Edge
- Lease: 120,000 SF, AmScan, Inc.
- Lease: 119,000 SF, United Parcel Service