



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
- Amscan, Inc.
- United Parcel Service
- Amazing Savings
- BAE Systems
- TA Realty Associates
- Hartz Mountain Industries
- Black Creek Group
- Sitex Group
- Tulfra Realty
- Urban Edge Properties

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 35-year career, Tom has completed over 500 transactions totaling more than \$1.5 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 Management
- Lease: 954,000 SF, Urban Edge
- Build-to-suit: 940,000 SF, Amscan, Inc.
- Build-to-suit: 690,000 SF, Disney Stores
- Lease: 609,000 SF, TA Realty Associates
- Lease: 526,400 SF, The Children's Place
- Sale: 287,000 SF, Heritage Management
- Lease: 282,500 SF, The Children's Place
- Investment Acquisition: 260,000 SF, Tulfra Realty
- Lease: 248,000 SF, Amscan, Inc.
- Lease: 200,000 SF, Amazing Savings
- Lease: 189,000 SF, United Parcel Service
- Sale: 175,000 SF, TA Realty Associates
- Sale: 159,000 SF, Industrial Property Trust
- Lease: 158,242 SF, First Industrial Realty
- Sale: 130,000 SF, BAE Systems
- Sale: 128,000 SF, Greenfield Partners
- Lease: 120,000 SF, Amscan, Inc.
- Lease: 119,000 SF, United Parcel Service
- Lease: 59,000 SF, Phillip Jeffries