



Ivette P. Alvarado

Member



Newark, NJ



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Ivette P. Alvarado is a Member of the Sills Cummis & Gross Real Estate Department. She focuses her practice on multiple disciplines within commercial real estate law, mainly in New Jersey and New York. Beyond negotiating deals and drafting pertinent documents to memorialize terms, Ms. Alvarado takes a hands-on approach to serving her clients by advising them of potential risks, assisting them in problem solving and coordinating with their other professionals to successfully close deals. Ms. Alvarado brings a unique perspective and set of skills stemming from her Latin heritage and bilingual abilities, allowing her to represent clients' interests in Latin America.

Ms. Alvarado's experience in commercial real estate spans leasing, acquisitions, dispositions, real estate finance, condominium, redevelopment and tax incentives matters. She has overseen local counsel and handled matters for clients in more than 15 United States jurisdictions and in Europe and Latin America, and she has routinely worked on large-scale leasing, acquisition and disposition projects.

Practices

Real Estate

Representative Matters

Acquisitions and Dispositions

- Assisting clients in the review and analysis of their existing real estate holdings and implementing divesture plans

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- Advising clients that are reorganizing their real estate holdings between subsidiaries
- Coordinating the efforts of the client's real estate portfolio managers, chief financial officers, facilities managers, and insurance and risk managers
- Conducting extensive due diligence investigations for multiple-property leasehold and fee title acquisitions
- Coordinated the disposition in bulk of real estate assets in eleven different jurisdictions in the United States, including addressing local requirements, overseeing local counsel and addressing transfer tax issues for a global diversified manufacturing company operating in the energy, transportation and industrial markets
- Represented a real estate investment trust (REIT) that owns and operates a large portfolio of neighborhood and community shopping centers, in its disposition of several properties in the northeast

Condominium Law

- Counseling clients and assisting in the formation of mixed-use, residential, medical office and age restricted housing, as well as commercial fee simple condominiums and leasehold condominiums
- Coordinating with the client's professionals, including architects and engineers, to strategically develop complex condominium regimes
- Worked closely with the sponsor of a multi-unit medical office and treatment center condominium to create and implement a complex leasehold condominium regime under New Jersey law

Financing

- Negotiating and drafting loan documents on behalf of lending institutions in connection with multi million-dollar acquisition and construction loans
- Conducting due diligence on behalf of lending institutions
- Acting as local New Jersey counsel for lending institutions in connection with financing secured by New Jersey real property
- Negotiating on behalf of borrowers in mortgage lending, refinancing and defeasance matters

Leasing

- Negotiating and drafting office, retail, and commercial building and ground leases and subleases throughout the United States

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- Counseling clients in connection with contract and lease compliance issues related to land use, zoning, and governmental permits and approvals
- Analyzed and identified potential exit strategies for a global diversified manufacturing company operating in the energy, transportation and industrial markets, which was undergoing an internal reorganization and had real estate leaseholds in the United States, Europe, Asia, and Central and South America
- Analyzed and negotiated a leading global financial services firm's rights under more than 100 existing and new leases to accommodate the client's massive branch expansion into the Northeast Region of the United States
- Negotiated office and retail leases on behalf of a real estate investment trust (REIT), that owns and operates a large portfolio of neighborhood and community shopping centers
- Acted as leasing counsel for a multibillion-dollar global manufacturer in the negotiation of more than 30 new leases, lease modifications and subleases in several United States jurisdictions over the span of one year

Redevelopment/PILOT

- Representing both developers and municipalities in the negotiation and drafting of redevelopment agreements
- Representing both developers and municipalities in the negotiation and drafting of financial agreements
- Negotiated and drafted a Master Redevelopment Agreement on behalf of a redeveloper for a massive redevelopment project in Central New Jersey, addressing multiple construction and development phases, brownfields and environmental issues, riparian grant issues and multiple land acquisitions (including through eminent domain proceedings)
- Represented a municipality in Northern New Jersey in the negotiation of several aspects of a multifaceted redevelopment project, which included a redevelopment agreement, financial agreement for payments-in-lieu of taxes (PILOT), issuance of bond anticipation notes and a ground lease

Court Admissions

U.S. District Court, District of New Jersey

Newsroom

In the News

Call in the Attorneys: In a buyer beware situation, good legal counsel can put out fires before they start

NJBIZ

November 29, 2021

CREW NJ President Touts Growth of Programs, Membership amid COVID Challenges

Real Estate NJ

May 13, 2021

Women in Business: Ivette P. Alvarado

Mid Atlantic Real Estate Journal

October 29, 2019

Presentations

An Introduction to Commercial Leasing

New Jersey Institute for Continuing Legal Education

March 2, 2022

Future of the NJ Waterfront - Digital Summit: Development, Investment and Industry Growth

New Industries & Opportunities: Life Sciences, Industrial and the Future of Office

Bisnow

June 30, 2021

Getting to Closing: Bulk Sales, RTF and Controlling Interest Tax for Real Estate, Corporate and Tax Lawyers

New Jersey Institute for Continuing Legal Education

February 22, 2019

A Look Ahead: What New Legislation and Trends Will Impact NJ CRE in 2019?

Commercial Real Estate Women of New Jersey

January 31, 2019

Commercial Leasing 2018: A Deeper Dive into Selected Topics

New Jersey Institute for Continuing Legal Education

December 13, 2018

Getting to Closing: Bulk Sales & New Jersey Realty Transfer Taxes for Real Estate, Corporate and Tax Lawyers

New Jersey Institute for Continuing Legal Education

September 27, 2017

Sills Cummis & Gross P.C.

Bulk Sales for Real Estate, Corporate. and Tax Lawyers

New Jersey Institute for Continuing Legal Education

September 15, 2016

New Jersey Real Estate Closing Procedures

New York City Bar's 16 Hour New Jersey Bridge-The-Gap: Satisfy the Mandatory 15 Credits & More Seminar

December 6, 2013

Easements and Other Servitudes in the Commercial Context, National Business Institute's Commercial Real Estate from A to Z Seminar

National Business Institute

November 4, 2013

An Introduction to Real Estate Closing Practices in New Jersey

New York County Lawyers Association New Jersey Bridge the Gap Program

July 16, 2013

New Jersey Woman's Leadership Event

CoreNet

January 17, 2013

New Jersey Real Estate Closing Procedures

New York City Bar's 16 Hour New Jersey Bridge-The-Gap: Satisfy the Mandatory 15 Credits & More Seminar

February 3, 2012

Publications

Don't Let Real Estate Derail the Deal

Corporate Counsel Business Journal

November 1, 2019

The Changing Look of Office Space: How Will It Impact Lease Negotiations?

New Jersey Lawyer

August 1, 2019

The New Jersey Bulk Sales Notification Process for Pass-Through Sellers

New Jersey Lawyer

April 1, 2017

The Americans with Disabilities Act: How Upcoming Changes Will Impact Landlords

New Jersey Law Journal

October 17, 2011

Third Parties' Right to Easement

Sills Cummis & Gross P.C.

Globest.com

March 31, 2010

New Day Care Center Licensing Requirements

Mid Atlantic Real Estate Journal

December 19, 2008

Rankings and Recognition

Selected for inclusion in:

- *The Best Lawyers in America*®* 2020-2022, Real Estate Law
- *New Jersey Super Lawyers*®* 2022, Real Estate

* See [Award Methodology](#). No aspect of this advertisement has been approved by the Supreme Court of New Jersey.

Affiliations

Advisor and Past President, Commercial Real Estate Women of New Jersey (CREW NJ)

Board of Consultors, Real Property Trust & Estate Law Section, New Jersey State Bar Association

Member, ICSC

Member, NAIOP NJ

Member, Hispanic Bar Association of New Jersey

Member, National Association of Women Lawyers

Mentor, New Jersey Law and Education Empowerment Project (NJ LEEP) (2009-2012)

Education

J.D., Rutgers School of Law - Newark

B.A., Rutgers University

Bar Admissions

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New Jersey

New York