

**Barry J. Cohorsky**

Senior Vice President

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Scope of Responsibilities

Responsible for all aspects of commercial real estate sales including identifying market opportunities, developing client relationships, negotiating lease terms, and executing sale/lease contracts with commercial clients ranging from small business owners to large multi-national corporations. Initiate new client relationships through individual prospecting/marketing activities including canvassing, telephone contact, and periodic mailings to targeted companies. Participate in multi-market transactions by teaming up with brokers located in other states. Problem Resolution: Turn potential problems into opportunities that strengthen client relationships and facilitate additional sales across lines of service. Highly effective at identifying customer problems and constructing a strategy to resolve the problem. Assemble teams of experts in the areas of financial analysis, supply chain logistics, architecture and space planning.

Background & Experience

Since 1987, Barry has been a client-focused sales professional with experience in corporate real estate sales with negotiated transactions of more than 25 million square feet.

Professional Affiliations & Designations

IOREBA (Industrial & Office Real Estate Brokers Association)

Educational Background

Upsala College, BA in Management & Marketing

Significant Transactions

Sold

- 435,000 SF Williamsport, PA
- 406,000 SF Carteret, NJ
- 300,000 SF Kenilworth, NJ

- 245,951 SF Clifton, NJ
- 229,500 SF Franklin Twp, NJ
- 160,000 SF Irvington, NJ
- 67,434 SF Parsippany, NJ
- 65,000 SF Jersey City, NJ
- 55,315 SF Linden, NJ
- 50,000 SF Rockaway, NJ
- 41,000 SF Irvington, NJ
- 40,000 SF Elizabeth, NJ
- 40,000 SF Wayne, NJ
- 39,600 SF Clifton, NJ
- 29,950 SF Elizabeth, NJ
- 28,000 SF Randolph, NJ
- 27,248 SF Randolph, NJ
- 24,795 SF Rahway, NJ
- 20,095 SF Irvington, NJ
- 20,000 SF Randolph, NJ
- 8.5 acres Elizabeth, NJ
- 7.5 acres Edison, NJ

Leased

- 660,000 SF So. Brunswick, NJ
- 600,000 SF Elizabeth, NJ
- 406,000 SF Carteret, NJ
- 396,410 SF Hamilton Twp, NJ
- 240,000 SF Edison, NJ
- 235,000 SF Jersey City, NJ

- 203,000 SF Monroe, NJ
- 200,000 SF Edison, NJ
- 157,822 SF Flanders, NJ
- 157,240 SF Mt. Olive, NJ
- 123,000 SF Elizabeth, NJ
- 114,000 SF Carteret, NJ
- 111,963 SF Jersey City, NJ
- 109,842 SF Springfield, NJ
- 100,000 SF Elizabeth, NJ
- 75,654 SF Carteret, NJ
- 70,200 SF Hackettstown, NJ
- 70,000 SF Elizabeth, NJ
- 67,952 SF Perth Amboy, NJ
- 66,000 SF Springfield, NJ
- 60,000 SF Union, NJ
- 57,000 SF Springfield, NJ
- 54,000 SF Elizabeth, NJ
- 52,800 SF Somerset, NJ
- 46,161 SF Farmingdale, NY
- 46,130 SF Newark, NJ
- 41,400 SF Hackettstown, NJ
- 41,177 SF Elizabeth, NJ
- 39,000 SF Hackettstown, NJ
- 37,000 SF New Providence, NJ
- 33,000 SF Fairfield, NJ
- 32,000 SF Edison, NJ

- 29,000 SF Clifton, NJ
- 28,900 SF Elizabeth, NJ
- 25,134 SF Elizabeth, NJ
- 23,875 SF Fairfield, NJ