

NORTHERN NEW JERSEY

Culture, partnership, and people

Eye on Growth at Newmark Associates, CRE: People and Style Take Center Stage

In a five-year period of unprecedented sales growth, and doubling the size of its professional team, Newmark Associates spotlights three key elements in its forward movement: culture, partnership, and people.

In 2012, Susanne Newmark, Founder and Chief Executive Officer, and Nancy Glick, Managing Director, Broker Associate, began collaborating to implement new initiatives in the company's infrastructure to deliberately sustain the real outcomes achieved so far and to accommodate future growth. At that time, Ms. Glick was promoted to Chief Operating Officer, having been one of Newmark's longtime agents who specialized in property acquisitions and dispositions. Combined, their real instinct for pursuing excellence from the top floor to the bottom line has resulted in a synergetic management style bolstering and transforming the underlying framework of the company's systems.

In her role as Chief Operating Officer, Ms. Glick has focused on the seeking, hiring and training of new agents and has developed and put into effect information technology and management systems to

support and sustain the burgeoning growth of the company. Ms. Glick remains true to the entrepreneurial spirit, integrity and commitment to supplier diversity values upon which Newmark was founded.

"Nancy's expertise in data-driven research and technology, systems management and organizational development, has brought a whole new dimension to growing our business beyond its previous heights," Ms. Newmark said. "I am delighted and proud to be working with Ms. Glick: her integrity and personality

perfectly compliment the vision long ago established for Newmark Associates."

As the largest woman-owned commercial real estate company in New Jersey, Newmark Associates was founded as a sole proprietorship over 30 years ago. Known for its outside-the-box thinking and problem-solving; and focus on providing personal and professional opportunities for self-transformation for its team, the company has evolved from its original top down leadership model to a collaborative, executive

management style over the years, as evidenced in the close partnership between Ms. Newmark and Ms. Glick.

Ms. Newmark continually underscores the value of people in the business: "Our ongoing growth rests upon recognizing the talents and expertise that people of all ages and backgrounds bring to the organization. Our true value lies in people – in each and every person in our company."

Newmark Associates CRE, located in Cedar Knolls, New Jersey, has earned recognition

as one of the top real estate brokerage companies by NJBIZ magazine, and the CoStar Commercial Real Estate organization. Specializing in lease and sales transactions of office, industrial, retail, land, healthcare and mixed-use properties, Newmark Associates customers range from regional, entrepreneurial firms to Fortune 500 companies. Certified as a woman-owned business by the Women's Business Enterprise National Council, Newmark Associates is registered as a Supplier Diversity provider with corporate members. ■

Notable Transactions

- \$34M Flex space sale located in Whippany, New Jersey
Senior Vice President
Nancy Stanton-Tuckman
- \$9M Sale of two Industrial properties located in Dover and Clifton, New Jersey
Senior Sales Associate
Allan Settlow
- \$4.25M Industrial property sale located in Rockaway, New Jersey
Senior Sales Associate
Charles Ritschel
- \$3.255M Office space sale located in Morris Plains, New Jersey
Lynda Cho, Sales Associate
David Bieber, Managing Director
Helene Elbaum, Senior Vice President

We are experts in real estate.

Real instinct Real collaboration Real outcomes

About Newmark Associates

We are the largest woman-owned commercial real estate firm in New Jersey, active in the commercial real estate industry for over thirty years. Newmark Associates, a Supplier Diversity provider, joined WBENC with the intention of providing CRE services and expertise to corporations and firms with a commitment to working with minority owned businesses.

Newmark's team of professionals helps clients identify and align strategic business financial, and operational objectives with real estate requirements. Our team is made up of experts in the fields of finance and investments, healthcare, law, marketing and public relations.

Susanne Newmark | CEO Founder
Nancy Glick | COO

www.NewmarkRealEstate.com

From the top floor to the bottom line

Specialized Brokerage Services:

- Office and Industrial Leasing and Representation
- Retail Leasing and Representation
- Sale of Office Industrial Retail and Mixed Use Properties
- Tenant and Buyer Representation
- Landlord Representation

Expertise:

- Investment Property Sales
- Healthcare Real Estate Services
- Lease Analysis and Renegotiation Services
- Advisory and Valuation Services
- Property Acquisition and Disposition

Some of our customers and clients:



Mercedes-Benz

