



Barry J. Cohorsky

Senior Vice President
NAI James E. Hanson
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Career Summary

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. 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.

Education

Upsala College, Bachelor of Arts Degree in Management and Marketing

Professional Affiliations

Member of IOREBA (The Industrial and Office Real Estate Brokers Association)

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
- 39,600 SF Clifton, NJ
- 29,950 SF Elizabeth, NJ

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Significant Transactions

Sold Continued

- 28,000 SF Randolph, NJ
- 27,248 SF Randolph, NJ
- 24,795 SF Rahway, NJ
- 20,095 SF Irvington, 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 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