



Bruce Weinberg

EXECUTIVE MANAGING DIRECTOR
New York Brokerage



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SPECIALTIES

Transactional Orchestration
Strategic Consulting
Office Leasing

AREA OF EXPERTISE

Bruce Weinberg is an Executive Managing Director in Colliers International's New York office. While his main focus is tenant representation throughout the New York Region, he also works with owners of troubled assets to develop successful results for those properties. He joined Colliers in 2015.

Mr. Weinberg is a multifaceted advisor whose real estate practice centers on honesty, integrity and a dedication to client success. He entered the real estate business after an auditing, reporting and strategy-focused position at a Big 5 public accounting firm followed by a career at consumer products companies. Through that, he clarified his interest in both the decision-making and real estate processes that organizations employ to arrive at best-practice decisions. Mr. Weinberg uses his financial background, understanding of tax/book issues, organizational and team-building skills, and patience and persistence to create consensus. He simplifies the complexities of the transaction process, helps clients understand the market and their opportunities, and measures the impact of decisions on their business operations.

PROFESSIONAL ACCOMPLISHMENTS

Over the course of his career, Mr. Weinberg has completed more than 11 million square feet of transactions worldwide valued at \$2.4 billion. He has helped private and publicly held organizations navigate the market and develop solutions that strengthen brand identity, contribute to successful talent acquisition, and align real estate with the goals and aspirations of diverse organizations. Mr. Weinberg has also orchestrated innovative marketing strategies that reduced vacancies in portfolios controlled by institutions, REITs, investors and

other owners of office properties throughout New York City.

Mr. Weinberg has been Mitsui & Co. (USA)'s exclusive broker for almost three decades. He has negotiated numerous transactions in locations across the United States, including the company's U.S. headquarters three times. Mr. Weinberg has worked with and earned the trust of eight different senior leaders at Mitsui over the course of their relationship.

Other clients with whom Mr. Weinberg has worked include Bergdorf Goodman, Brooks Brothers, General Electric, Neuberger Berman, Pfizer, Inc., Toyota, NBCUniversal and Zurich Financial. Owners he has represented include Solow Building Company, the Milstein family, and Cres, Inc., for which he stabilized 192 Lexington Avenue, ensuring dependable income for his elderly client.

BUSINESS AND EDUCATIONAL BACKGROUND

Prior to joining Colliers, Mr. Weinberg was an Executive Managing Director at Cushman & Wakefield, where he played a pivotal role in mentoring young professionals. Earlier, he worked in leadership and brokerage roles at CBRE for 19 years.

Mr. Weinberg earned a B.A. from Pace University. He has garnered many industry distinctions, including the Real Estate Board of New York's Robert T. Lawrence Memorial Award for creativity in real estate brokerage.

COMMUNITY INVOLVEMENT

Mr. Weinberg is a member of the Real Estate Board of New York and a licensed Real Estate Broker. He has given his time and resources to many charities including the Children's Brain Tumor Foundation.