



An Established Authority  
On New Jersey Real Estate

**Founded in 1986**

# Expert Solutions

Rely on Zimmel Associates for in-depth market knowledge, industry expertise and exceptional service.

Tenants, owners, developers and investors have benefited from Zimmel Associates' fully integrated commercial real estate brokerage, consulting, investment and property management services for more than 30 years.

One of the most active boutique commercial real estate brokerage firms in the Garden State, Zimmel Associates consistently achieves CoStar Power Broker status for the New Jersey market based on the high volume and value of our sales and lease transactions.

Our geographic scope includes New Jersey where we represent more than 5 million sq. ft. of exclusive office, industrial and retail space; and New York and Pennsylvania.

Zimmel Associates' success is built on long-term relationships with clients that include developers, investors, landlords and tenants; and industry peers and professionals such as architects, builders, attorneys and more.

Our diverse client base and the wide range of transactions we handle for them provide our firm with exceptional marketplace knowledge and vast industry expertise.

Whether we are handling a lease for a small business, a 1031 exchange for a major institutional investor, or marketing an exclusive listing, the Zimmel Associate client gains critical advantages from our broad-based proven capabilities, forward thinking and commitment to their success.

OUR SUCCESS IS

BUILT ON

LONG-TERM

RELATIONSHIPS

WITH OUR CLIENTS,

PEERS AND

INDUSTRY

PROFESSIONALS.



# Firm Services



## Brokerage

We provide personalized commercial real estate brokerage services to local, regional and national clients who want to sell, lease or purchase properties. Our robust marketing capabilities provide maximum exposure for our exclusive listings, and our renowned market knowledge ensures comprehensive information for clients seeking properties.

- Leasing of office, industrial and retail buildings
- Acquisition and disposition of industrial, office and retail properties
- Investment property analysis
- Broker Opinion of Value (BOV)
- Client representation for landlords, tenants, buyers, sellers
- Property search based on client criteria
- Site selection and evaluation
- Lease and purchase negotiation

## Investments

Zimmel Associates is a leading advisor in New Jersey corporate real estate. We are highly active, nationally recognized and well informed about what is happening in our market.

We bring the right buyers and sellers together. Our investment clients include corporations, major space users, developers, owners, institutions, lenders and investors.

Our proactive approach and exceptional market knowledge provide a competitive edge for on- and off-market opportunities that help our clients achieve returns that often exceed expectations.

- Opportunity-driven investment sales and acquisitions
- Strategic planning to maximize value of assets
- Sale/leaseback transactions
- 1031 Exchanges
- Expert Valuation

## Consulting

Zimmel Associates builds and maintains relationships with our clients by solving their real estate challenges and providing value-driven opportunities. We have the people, market information, expertise and tools necessary to maximize and complement our clients' resources.

- Strategic Planning
- Project Management
- Transactional Brokerage
- Lease Renewals
- Market Research
- Lease Review
- Valuation Services/Broker's Opinion of Value
- Comparisons



## Lease Transactions

We are lease transaction experts. Contact **Zimmel Associates** for:

### Lease Audit Services:

escalation reviews, lease interpretation, rent increase calculations, assistance with all aspects of lease administration.

### Due Diligence:

physical property inspection coordination, lease abstracts, 12-month operating budgets.

### Lease Renewals:

representation for renewals, expansions, subleases and early lease terminations.



## Property Management

We maximize our clients' real estate assets by focusing on the essentials: high occupancy, tenant satisfaction, responsive management, cost-effective expenditures and return on investment. Our extensive experience ensures resourceful and effective property management.

- Tenant Relations
- Rent Collections
- Construction Supervision
- Tenant Fit-up
- Monthly Reports



Put our expertise to work for you.

IF YOU HAVE A PROPERTY FOR SALE OR LEASE, OR, IF YOU ARE LOOKING FOR A PROPERTY, CONTACT US TODAY. WE WILL PROVIDE A KNOWLEDGEABLE OVERVIEW OF LOCAL MARKET RENTS, PROPERTY VALUES, BUILDING COSTS, AVAILABILITY, DEMAND, DEMOGRAPHICS AND MORE.

YOU CAN RELY ON **ZIMMEL ASSOCIATES** FOR OUTSTANDING SERVICE AND SUPERIOR RESULTS.



# Firm History



Father and son team Bernard (1928-2014) and David Zimmer formed Zimmer Associates in 1986. Both men were already successful brokers serving the New Jersey commercial real estate industry when they were each offered a partnership interest in a new firm. Instead, they decided the time was right to form their own company. Within short order the duo were assigned exclusive listings and closing major transactions.

Bernard Zimmer is recognized for originating the concept of industrial flex space for the industrial market in 1969. He shared the idea with a leading developer who implemented it and gave him the exclusive listing for the building. As other developers followed suit, the flex space concept had a major impact on the marketplace.

Today, Zimmer Associates' tradition of creative solutions and father and son teamwork are stronger than ever. David Zimmer serves as CEO and three of his sons represent the third generation of Zimmers at the firm. They and their associates are committed to delivering the best deals possible for their clients.



**THE ZIMMEL ASSOCIATES**  
**BROKERAGE TEAM STANDS**  
**READY TO SOLVE YOUR**  
**TOUGHEST REAL ESTATE**  
**CHALLENGES WITH**  
**EXCEPTIONAL SERVICE**  
**AND EXPERTISE.**

# Executive Team

## Firm Leadership

David Zimmer, CEO, Zimmer Associates has dedicated more than 35 years to the real estate industry. He has participated in the closing of more than 3,500 real estate transactions, and \$12 billion in investment sales. He is a highly experienced and skilled negotiator, armed with outstanding knowledge of the marketplace and the intricacies and tasks today's brokers, investors, owners and tenants face prior to closing beneficial transactions.

A solutions-oriented, creative thinker, David is often asked to share his market knowledge, insight and expertise with industry leaders, associations and media.

He is a past president of IOREBA, an organization comprised of real estate professionals and owners in PA, NY, NJ and CT.



**David Zimmer**

*“Be honest, upfront and have integrity. Know the marketplace like the back of your hand. Be the best broker you can be. Treat every transaction, large or small with importance.”*

*“That is what my father taught me and it is a philosophy that continues at our firm. It is the foundation for our long-term client relationships and the key to our success.”*

**David Zimmer**  
CEO, Zimmer Associates

# Executive Team

Experienced Real Estate Professionals with exceptional track records of success for office, industrial and retail brokerage.



**Joel Natter**

Joel Natter, Executive Vice President, Zimmel Associates, has been with the firm for more than 18 years. Joel is a knowledgeable and versatile corporate real estate professional who knows the New Jersey market well and consistently delivers outstanding solutions for his clients. He has a B.A. Degree from SUNY Binghamton, is a talented musician, and serves on a local planning board and the Edison, NJ Chamber of Commerce Board of Directors.

*"Zimmel Associates' entrepreneurial spirit is exciting and a great fit for me. We are a vibrant, hard working group who respect one another and truly enjoy what we do."*

**Jordon Zimmel**



Jordan Zimmel, Vice President, Zimmel Associates, joined the firm in 2009. He is a graduate of Monmouth University where he majored in Business Management. His responsibilities include organizing transactions and the acquisition and disposition of industrial, office and retail properties, lease and purchase negotiations and representing landlords, tenants, buyers and sellers.

*"Having been taught the real estate business from both my father and grandfather has proven to be more inspirational, educational and valuable than words can express."*

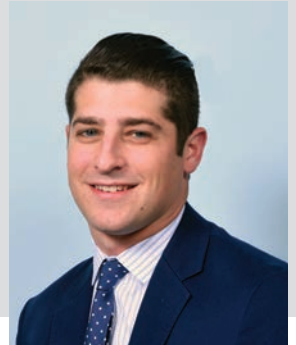


**Jamie Zimmel**

Jaime Zimmel, Vice President, Zimmel Associates, has a B.A. in Liberal Arts from Penn State University. His friendly personality and negotiating skills are naturals for a successful career in real estate. Jaime is committed to continuing the Zimmel tradition of professionalism and perseverance, and enjoys problem solving.

*"It's all about finding optimum solutions. The process of finding a great building, negotiating the right price for the client, and closing the deal makes working at Zimmel Associates rewarding."*

**Jason Zimmel**



Jason Zimmel, sales associate, Zimmel Associates, has a B.S. in Business Administration and Real Estate from Monmouth University's highly regarded Kislack Real Estate Institute. His education by esteemed industry brokers, bankers and developers prepared him well for success at Zimmel Associates where he specializes in the acquisition and disposition of office, industrial and retail properties.

*"I am excited for the future and continued success of our firm. We all share mutual respect for each others skills, a life-long passion for the industry and commitment to outstanding service."*





Our offices are  
conveniently  
located in  
Raritan Center,  
the crossroads  
of New Jersey.



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