



30 YEARS OF RETAIL EXPERIENCE

DAVID WORKMAN

SENIOR VICE PRESIDENT, INVESTMENT SALES AND COMMERCIAL LEASING

Areas of Expertise:
Manhattan, Tri State Area

Areas of Specialization:
Investment Sales and Commercial Leasing

Office: 655 Third Avenue
New York, NY 10017

Tel: 212-792-2627
Email: dworkman@winick.com

PROFILE SUMMARY

Professional Experience

David Workman joined Winick Realty Group in 2017 as Senior Vice President in charge of the company's expanded commercial office leasing and investment sales division. He came to the company following a stint as Executive Managing Director of Savitt Partners and, prior to that, as Senior Managing Director of NGKF Capital Markets.

Over his three decades of experience, Mr. Workman has successfully completed deals across the United States, in a variety of states that includes New York, Florida, Georgia, California, North Carolina and South Carolina. His background includes financial and accounting positions at Merrill Lynch and Ernst & Young, respectively, as well as 15 years of experience in commercial leasing, which gives him unique insight into how a building functions financially and what goes into the creation of a successful investment deal. He has particular knowledge in the identification and completion of off-market deals, and has experience with land and air rights sales, earning him a reputation for deep market knowledge, strong business acumen and a willingness to take on any necessary challenge on behalf of a client.

Among his most notable transactions, Workman executed multiple 1031 exchanges in New Jersey, Florida and New York, among others. Workman acted as buyer broker for a foreign investment group in the acquisition of two off-market downtown office buildings at 67 Broad Street (now 75 Broad Street) and 39 Broadway, totaling approximately 1.2 million square feet. He sold seven supermarkets and five CVS locations totaling approximately 400,000 square feet in Georgia, South Carolina and North Carolina to The Rosen Organization, as well as 1,000 acres of land at the Tennanah Lake Golf & Tennis Club in Roscoe, NY to one of the largest landlords in Palm Beach. Workman represented Pace University in the off-market acquisition of 100,000 square feet at 106 Fulton Street; sold more than 100,000 square feet of air rights at 310 West 52nd Street to Sant Chatwal, the developer of the Dream Hotel; and oversaw the marketing and eventual sale of 80-90 Livingston Street, a multi-use building comprised of existing retail and residential units with development rights in Brooklyn.

On the commercial leasing side, Workman has successfully completed commercial leasing efforts on behalf of Wilhelmina Models, Fiduciary Trust, First Investors, Metromedia, Masco Corporation, Met Life, Zurich Reinsurance and many others.

FEATURE ACHIEVEMENTS

Awards & Recognition

Mr. Workman is a member of the Real Estate Board of New York (REBNY).

