



## **Dorman joins Hunt Corporate Services as senior director**

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According to Hunt Corporate Services, Inc., Andy Dorman has joined the firm as senior director. Dorman, a 20-year-veteran of commercial real estate was most recently a senior vice president with Coldwell Banker Commercial. He played a key role in the U.S. government's office building expansion into Northern Virginia in the 1990s and represented the government's largest landlord Vornado Realty Trust, and later won Broker of the Year for the sale of an indoor mall to Target.

Dorman moved from the Washington, D.C. area to Long Island in 2004 and joined Coldwell Banker Commercial. As an associate broker he negotiated the sale of office buildings and industrial properties in Nassau and Suffolk counties. Last year he brokered the \$10.5 million sale of the Claremont Hotel in Roslyn. "I've learned how to match people with properties." said Dorman.

Dorman has leased or sold tens of thousands of square feet of buildings and land. He's been a catalyst for identifying commercial market segments and launching successful advertising and marketing campaigns. He has successfully worked with such national account clients such as AT&T, Berkshire-Hathaway, Verizon, Lucent Technologies, Lockheed Martin, Pizza Hut, Burger King, The Washington Post, Subway Sandwich Shops, Browning-Ferris Industries, Enterprise Rental Cars, Kendall-Jackson Wine Company, and Carolina Furniture.

"Today, user ownership is getting more attention than development or investment projects," says Mr. Dorman. "I see a similar trend today in the office and industrial markets of eastern Nassau and western Suffolk counties. Companies in Brooklyn and Queens are beginning to venture further east so employers can be closer to home," he concluded. "I am always open to new marketing strategies and have always admired the Hunt marketing platform. It is great to be here."

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