



2023 Ones to Watch Industry Leaders: Greg Corbin, Northgate Real Estate Group

June 27, 2023 - Spotlights



Greg Corbin
President

Number of years in CURRENT position: Just launched in June 2023

3 skills that you use every day in your position: Effective communication / negotiation, creative problem solving, dedication to the job and my clients

Best book, podcast, or app for aspiring leaders: Cliché, but, How to Win Friends and Influence People.

Best advice for new leaders in 10 words or less: Work smart AND hard and lead by example.

What recent project, transaction or accomplishment are you most proud of? I'm both proud and grateful that when I decided to start my own firm, my team wholeheartedly got behind the decision and opted to open the new shop with me. We've built a great business model focusing on distressed real estate assets and have carved out a substantial share of the market in this niche. My team and I currently involved in 26 different bankruptcy and foreclosure deals involving 39 buildings, membership interests, and development sites. The aggregate property and collateral value of the deals we have in contract and are currently marketing far exceeds half a billion dollars, and I'm immensely proud of that as well

What makes this nominee an Industry Leader?

"Greg has a relentless work ethic, great energy, and 15 years of relationships in the distressed real estate arena. He started his focus on bankruptcies and foreclosures during the last downturn in '08 and since then, has established himself as the industry go-to broker in the niche. He is widely known for his ability to navigate a deal's twists and turns and sell properties for top dollar." - Chaya Milworn, Managing Director at Northgate Real Estate Group.

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