



2023 Commercial Real Estate Visionaries: Greg Corbin of Northgate Real Estate Group

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Greg Corbin
President

15 years ago, Greg realized there was a distinct lack of real estate brokers who specialized in distressed assets, mainly properties in bankruptcy and foreclosure. To gain the expertise needed to become a top broker in this niche, Greg dedicated a great deal of time to in-depth research and conversations with the most knowledgeable industry professionals. He attended classes, went to networking events, and took on small assignments to gain essential experience. From his initial insight in 2008, he worked diligently to gain key industry contacts and learn the many nuances, concepts, and strategies specific to bankruptcy and foreclosure. Additionally, he built a strong network of lenders, attorneys, bankers, trustees, and servicers. Since then, he has grown the relationship driven business to become the go-to broker in the field. He currently runs the top bankruptcy, foreclosure, and restructuring firm in New York.

What recent project, transaction, or accomplishment are you most proud of?

I'm most proud of my team and the platform we built together. We've become the top distressed real estate firm in New York, and by year end, will have completed over \$1.2 billion worth of bankruptcy, judicial and UCC foreclosure transactions in 2022-2023. These deals are often highly complex and have a language of their own. I'm grateful my team has a high-level understanding of these nuanced special situation deals, can get creative, work synergistically, and put in the hours needed to complete multiple transactions at a given time.