



Zimmel Associates

30 Years of Corporate Real Estate Excellence

Edison, NJ-based Zimmel Associates is a full-service corporate real estate firm that specializes in the leasing, sale and management of industrial, office and investment properties. The firm represents more than five million sq. ft. of exclusive space in Union, Middlesex, Monmouth and Somerset counties and surrounding areas.

In the mid-1980s, David Zimmel, CEO, Zimmel Associates, and his father, Bernard Zimmel (1928-2014), were working together for the same New Jersey real estate brokerage firm when both were asked to join a new firm with a partnership interest.

It was an intriguing offer that David Zimmel mentioned to Jack Denholtz, founder of Denholtz Associates and an important client. The prominent developer said, "Why not start your own company? We will work with you wherever you go."

"That advice catapulted us to establish our own firm in 1986," David Zimmel says.

Zimmel Associates closed numerous leases and the sale of two major industrial properties in its first year of business, including 25 acres in South Plainfield, to Denholtz. That property became the location of a major flex space and one-story office building complex. Bernard Zimmel was the originator of the flex space concept, an idea he first shared with Denholtz in 1969.

Over the years, Zimmel Associates has become well known for delivering outstanding market knowledge, deals and service to its many clients. The firm is consistently named a Power Broker by CoStar™.

The firm's tradition of father and son teamwork is stronger than ever. Three of David Zimmel's sons work at the firm: Jordan Zimmel, vice president; Jaime Zimmel, vice president; and Jason B. Zimmel, sales associate. They, and Joel Natter, executive vice president and a 20-year veteran with Zimmel, are a dynamic team committed to their clients.

When asked what core values he wants the new generation to build on, Zimmel says, "What my father taught me. 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, small or large, with importance. That is the foundation for our long-term client relationships and success."

With a third generation going strong and a tradition of providing outstanding corporate real estate solutions, the next 30 years at Zimmel Associates look exciting indeed. ■



Top: The Zimmel Associates team, left to right: Joel Natter, executive vice president; Jordan Zimmel, vice president; David Zimmel, president and CEO; Jaime Zimmel, vice president; and Jason B. Zimmel, sales associate. Right: From left: Bernard Zimmel (1928-2014) and David Zimmel founded Zimmel Associates in 1986 as a dynamic father and son team, a tradition that continues at the firm. Left: Zimmel Associates is headquartered at The Business Centre at Edison, conveniently located in Raritan Center, Edison, NJ.



YEAR ESTABLISHED: 1986

SERVICES: Leasing, Sales, Management, Lease Administration, Investment Properties

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