



David J. Scheinberg

Senior Vice President

Professional Experience

David uses his 20+ years experience and market intelligence to advise users of office space and assist them in reducing occupancy costs through a variety of long term strategic plans. He helps people make quality decisions that involve real estate. He creates leverage that maximizes returns by minimizing risks. His expertise includes workplace strategies, economic benchmarking and financial analysis. David's client base includes a large number of Washington area mid-cap companies in their acquisition or disposition of office space. David becomes a valued member of his clients organization and offers much more than executing transactions.

Currently, David is a senior member of Cresa and utilizes his skills to increase the firms client base. David began his real estate career as a vice president with the Charles E. Smith Company (Vornado) leasing and managing a real estate portfolio in excess of 20 million SF. In 2000, David transitioned his tenant representation practice to Cushman & Wakefield of Virginia as a director of brokerage services. After a successful career at C&W, David was recruited and hired to oversee the tenant representation practice at the Trammell Crow Company. Before forming Serten Advisors, David was a managing director at Tenant Rep firm Studley.

Clients

- Elbit Systems
- M+R Strategic Services
- Phacil, Inc.
- Cruise Line Association of America
- International Association of Amusement Parks and Attractions
- Intellidyne
- SRCP Media
- Valley National Bank
- The Ferguson Group
- Randstad

Affiliations

David has served on the board of the Jewish Social Services Agency (JSSA), The Great Washington Commercial Association of Realtors, and has participated in the Juvenile Diabetes Association and the American Heart Association.

Education

David received his finance degree from the University of Maryland, College Park.

Contact

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“We chose you over several other brokers vying for our business because of your professional presentation, deep understanding of the DC market and the fact that you “got” us – you were able to see where and what we had been, how we wanted to change, and how new office space would be key in that transformation.”

Lisa G. Phillips, Director
The Ferguson Group