



# Terri Sokoloff

CBI, CNE, CRB, GRI  
President & Broker



## ABOUT TERRI

Terri Ann Sokoloff is the President of Specialty Bar & Restaurant Brokers with 40 years of experience helping clients buy, sell, and value hospitality businesses. A licensed Real Estate Broker, Certified Real Estate Brokerage Manager (CRB), and Certified Business Intermediary (CBI), Terri is a recognized voice in the industry. She's shared her expertise in national media, authored articles and pricing guides, and spoken at events like the Nightclub & Bar Show and the PA Restaurant Association's "Confessions of a Restaurant Broker." She's also an active member of organizations including Commercial Real Estate Women, the Urban Land Institute, and the PA Restaurant Association.

## LICENSE & DEGREES

- Certified Negotiation Expert (CNE) Designation  
2013
- Graduate, CORO Center for Civic Leadership, Women's Executive Series Program  
2003
- Certified Business Intermediary (CBI) Designation  
2002
- Certified Real Estate Business (CRB) Designation  
1994
- Pennsylvania Real Estate Brokers License  
1992
- Graduate Realtors Institute (GRI) Designation  
1990
- Pennsylvania Real Estate Salesperson License  
1989
- Bachelors Degree, University of Pittsburgh  
1986

## HONORS, AWARDS & INDUSTRY INVOLVEMENT

- Urban Land Institute- Restaurant Recovery Program Speaker/Moderator  
2021
- Moderator for the 2019 Urban Land Institute Foodie Crawl  
2019
- Leasing Presentation for the Pennsylvania Restaurant Association Expo  
2017
- Business Women First Award, Pittsburgh Business Times  
2014
- CREW Creative Deal of the Year Award  
2010 & 2006
- Named 'Best 50 Women in Business in PA'  
2006
- Finalist PA Restaurant Association Affiliate Member of the Year  
2005
- Fast Trackers Award, Pittsburgh Business Times  
2005
- Featured in National Magazine, Real Estate Business, for Developing Niche Market  
2004
- Top 40 Under 40, Pittsburgh Magazine & Pittsburgh Urban Magnet Project  
2003
- Guest Lecturer for University of Pittsburgh Business Class  
2003
- Award of Leadership, Oxford Publishing Inc.  
2000
- Selected On-premise Innovator, National/Nightclub and Bar Magazine  
2000
- Presidential Bridge Award, Realtors Association of Pittsburgh  
1996
- Board Member, Realtor Association of Metropolitan Pittsburgh  
1994-1997
- GIFT Pin Award by Realtor Association of Metropolitan Pittsburgh in honor of her involvement and commitment to her community and profession  
1992



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