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WBJ Worcester Business Journal

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Class of 2026

Jonah Glickman

Vice president, NAI Glickman Kovago & Jacobs, in Worcester

Residence: Grafton | **College:** UMass Amherst

Jonah Glickman left banking to start from scratch in commercial real estate brokerage. Three years later, he has surpassed $53 million in transaction volume.

Glickman has closed 45 transactions encompassing more than 560,000 square feet. His largest came in 2026, when he closed the $13.5-million sale of a 134,648-square-foot industrial building in Marlborough.

His five years underwriting commercial real estate loans inform his approach to brokerage, giving him experience analyzing financial statements, cash flows, and risk. Before changing careers, Glickman helped small businesses navigate the federal Paycheck Protection Program loan forgiveness process during the coronavirus pandemic.

Glickman serves on the Worcester Young Businessmen's Association board and the committee for the Lori Lajoie Charity Golf Tournament benefiting Seven Hills Foundation. He has spent the past decade as a secondary caregiver for his mother, who has early-onset Alzheimer's disease.

What TV show, book, or movie best describes your life journey so far? "Ted Lasso" – Earning credibility and trust from scratch, the hard way, rather than assuming it.

Why do you choose to live in Central Mass.? The people. Having lived here my entire life, the people are what make our communities, businesses, and places great.

Who helped you the most in your professional journey? My father, Jim. He built his own name in this industry over decades and gave me room to build mine, not just inherit his.