



DiBella of TerraCRG handles \$500 million in Brooklyn sales

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Name: Melissa DiBella

Title: Partner, Senior Vice President

Company/firm: TerraCRG

Years with company/firm: 6

Years in field: 8

Years in real estate industry: 8

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Which professional accomplishment, honor or achievement has meant the most to you and why?

Building TerraCRG from a two-person team to a company of 18 has been the most inspiring and motivating. As a founding member of TerraCRG since its inception in in 2008, I have been involved in operations, sales support, marketing/advertising, and business development, on top of acting as senior broker. It's great to watch the company you built grow into a real contender in the market, and to be able to create and provide jobs for people within the community.

Which project, deal or transaction was the "game changer" in the advancement of your career?

I look at my achievements on a whole; over the last eight years of my real estate career, I have handled the marketing and sales of \$500 million worth of multifamily, mixed-use, industrial, development and retail properties in the Brooklyn market.

I focus on investment sales in the greater downtown area, Williamsburg and Greenpoint neighborhoods as well as Brooklyn development and land sale transactions, and have sold 1.2 million buildable s/f in Brooklyn with my team over the last couple years, more than any other commercial broker in Brooklyn.

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