



2019 Ones to Watch: Fred Bijou, TerraCRG

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Name: Fred Bijou

Title: Associate Director

Company Name: TerraCRG

Address: 634 Dean Street, Brooklyn, NY 1123

What do you consider to be your greatest success in the past 12 months?

My greatest success in the past 12 months would be taking on the responsibility of leading a real estate team at TerraCRG. A big factor in this was originating and executing the sale of 1007 Atlantic Ave., a new construction 51-unit building in Clinton Hill, Brooklyn that sold for \$26 million this year. We sold this building to a 1031 buyer that purchased his first ever property in New York and we were able to go from contract signing to closing in just three weeks. My team and I have over \$40 million in new listings and around \$10 million in signed contracts.

Who or what do you attribute to your success?

I attribute my success to my father. At a young age he taught me the value of working hard, having that continuous drive and being able to think outside the box. My dad owned retail stores throughout the boroughs and, when I was younger, I would work in his stores in the stock room and as a cashier. It taught me the value of money and how nothing in business or life is going to come easy; you need to work at it. Throughout my life, I kept that drive and found creative ways to make money whether it was going to the flea market every Sunday for two years or negotiating complicated real estate transactions.

What advice can you offer to someone who is just getting started in your industry?

Be prepared, persistent and don't ever get discouraged. In this business there can be a lot of rejection, but you need to be determined and you will eventually get your shot. You must be meticulous and unafraid to go the extra mile. "Luck is a matter of preparation meeting opportunity." Another thing I learned in real estate is to always sell your brand as you never know who you might be talking to. From firsthand experience, I met someone at a wedding who had property that he wanted to sell. He soon after became a client and we eventually sold the property for \$53 million.

What was your favorite thing to do when you were a kid?

As a kid I loved playing sports with my friends: Baseball, basketball, football and hockey. From

elementary to high school I took part in several sports team. I believe that being part of a team all those years helped me to embrace the team culture at TerraCRG and taught me how to work well with my colleagues to get deals done.

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