



## 2020 Ones to Watch: Eddie Laboz, TerraCRG

February 18, 2020 - Spotlights

Name: Eddie Laboz

Company: TerraCRG

Title: Associate

Education: George Washington University, BS in Business / Concentration in Finance

What led you to your current profession?

During my first internship at a leasing brokerage in high school, I quickly realized that I enjoyed learning about different neighborhood dynamics. My role required me to take notes and photos of empty storefronts which taught me how to assess the market value of properties. After graduating, I was eager to further my understanding of the market and it was clear that becoming a commercial real estate broker would allow me to explore and become an expert in certain neighborhoods. When the opportunity to apply at TerraCRG arose, I knew it would allow me to focus on emerging markets like Bushwick and Bed-Stuy.

What do you like most about your job?

What I like most about brokerage is that it can be an emotional rollercoaster that keeps you on your toes. Ebbs and flows in the market create a significant challenge, but I am fortunate to have a wonderful and helpful mentor and team that supports me. I am constantly learning and advancing my skillset. The most exhilarating feeling about this job is picking up the phone and getting a lead, and so I've learned persistence is key.

Who or what inspires you?

I look for inspiration everywhere. I feed off of success stories such as Dan Marks', partner at TerraCRG, who moved from Chicago to Brooklyn to take a chance on a new, interesting market, and all of the hard work and sacrifice it took for him to get to where he is today. I look up to my father and uncles who are in the real estate business and admire the dedication they've had and the lessons they've shared. I even find inspiration when I'm canvassing; if I see a nice property, I say to myself, I can be a part of that project, and head back to the office to try and make that happen.