



Ones to Watch Fall 2022: Andrew Manasia, TerraCRG

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Andrew Manasia
Senior Associate, Investment Sales

TerraCRG

What recent project, transaction or accomplishment are you most proud of? 30-32 Bushwick Ave. in East Williamsburg was my first originated listing where I oversaw the entire underwriting/marketing/sales process from start to finish. We achieved a great price for the project which sold to a reputable developer.

Tell us about a mentor or role model that has influenced your career choices?

Daniel Lebor, a partner of TerraCRG, has been a great mentor for me. His deep knowledge of real estate investing and strong ties to the industry have allowed me to learn a lot from him and get the proper exposure which has enabled me to be a successful broker.

What 3 skills do you consider the most important to be successful in your industry?

1. Being personable and having an approachable demeanor helps to build fruitful relationships.
2. Problem solving is key because there is never an easy deal.
3. And active listening to process and respond with the right comments or follow-up questions is the best way to have meaningful and productive conversations with clients.

What is one lesson that you had to learn the hard way?

Managing expectations. There are a lot of positive and negative swings in this business and the worst thing you can do is expect something to go the way you want it to because oftentimes it doesn't. The easy part is securing the business, but the hardest part is closing.

What do you enjoy doing when you are not working?

In my free time, I enjoy biking, roller blading, and skiing, as well as playing hockey, golf, and squash. I also follow a lot of sports teams and am a long-time fan of the Yankees, Rangers, and Giants.

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