



## **2023 Ones to Watch Industry Leaders: Fredy Halabi, Tri State Commercial Realty**

June 27, 2023 - Spotlights



Fredy Halabi  
Managing Director

Tri State Commercial Realty

Number of years in CURRENT position: 5

3 skills that you use every day in your position: Adaptability, problem solving, decision making.

Best book, podcast, or app for aspiring leaders: Mesilat Yescharim by Rabbi Moshe Chaim Luzzatto.

Best advice for new leaders in 10 words or less: Nothing can substitute leading by example.

What recent project, transaction or accomplishment are you most proud of? 912 Bdwy., Brooklyn. A 15,000 s/f development with 3 spaces. After sitting for 18 months with three different brokerages, we came up with a solution to lease it. We leased the back space to a local dentist. We then did a void analysis of what's missing in the area. We found there's a lack of indoor playgrounds & lots of young families. After going through many zoning variances and hurdles, we managed to lease the remaining space to an indoor children's playground.

What makes this nominee an Industry Leader? "I am nominating Fredy Halabi because I've watched him grow into strong leader who consistently inspires and empowers everyone that he works with. His strong work ethic and dedication to his team make him an industry leader." - Maggie Matthes, Operations Manager at Tri State Commercial Realty.