



## **2025 Ones To Watch - Industry Leaders: Matthew Cosentino, TerraCRG**

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Matthew Cosentino  
Partner, Executive Vice President - Sales

“I’ve had the privilege of working alongside Matt for almost 15 years, and he is an outstanding leader. His loyalty, honesty, and determination are unparalleled. He consistently drives success while inspiring those around him. As a mentor, Matt takes the time to guide and develop his team, helping them reach their full potential. His market insights, integrity, vision, and commitment make him an invaluable asset to TerraCRG.” - Dan Marks, CEO, TerraCRG.

Sharing knowledge and expertise:

Over my 15 years in real estate, I’ve learned from mistakes in choosing sales listings, sometimes wasting hours on unsellable properties due to title issues or defects. I now help newer colleagues spot potential problems before they take on a listing, ensuring they make the most of their time. While the excitement of getting a listing is tempting, the goal isn’t to collect them like baseball cards but to sell them. By guiding them to focus on viable listings, I believe I can help newer brokers achieve higher success rates.

Giving Back: I am on the board of the Brooklyn Kindergarten Society (BKS). BKS has educational centers located in NYCA housing servicing 2–5-year-olds in Bed-Stuy, Brownsville and Crown Heights. As the son of a NYC public school teacher, I know the incredible impact early childhood education can have on changing the financial trajectory of a family. I love working with BKS to assist in providing the best possible education to children in Brooklyn.

Best advice for new leaders:

Treat everyone with the same amount of respect no matter their position or title.

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