



CELEBRATING
55 YEARS

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Women in Real Estate: Nadia Kachwaha of Coldwell Banker Commercial

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Years with company/firm: 1 year

Years in Field: 4 years

Years in Real Estate Industry: 12 years

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Real Estate Organizations/Affiliations: Realtor, Member of the Greater Hartford Association of Realtors and Connecticut Association of Realtors Member of various networking and real estate investment groups

How do you use social media to promote yourself and/or the company/firm? I have found LinkedIn to be a useful social media site for me. I am able to connect with industry professionals as well as owners and high-level employees who are making real estate decisions for their company

If you could choose one thing differently when you first started, what would it be? I would have focused my energy on commercial real estate early on.

What advice would you give women just starting out in Commercial Real Estate? Become an expert, and let your knowledge speak for itself.

When was the first time you realized that you were meant to be in the CRE Industry? I have been involved in real estate in some capacity throughout my life, as my family owns residential units, I have owned properties myself, and was a commercial property manager and leasing agent. As soon as I became involved in Commercial Real Estate, I knew I preferred being involved in commercial transactions. Commercial real estate requires a very detailed understanding of construction, demographics, access, the local economy, as well as zoning and planning. It is also very important to understand your client's needs - whether an investor or user. I enjoy that each transaction is unique and requires me to learn something new.

When you think of the CRE Industry, what are 3 words that come to mind? Competitive, Dynamic and Challenging

What are 3 things you will try doing or accomplishing in the next 10 years? 1) Become the Go-to broker in the Greater Hartford Area 2) Own my own commercial portfolio 3) Travel to 5 different countries where I haven't been before