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## **2017 Women in Real Estate Spotlight - Karen Kepler**

September 29, 2017 - Spotlights

Karen Kepler

Partner

Murtha Cullina LLP

Years in real estate: 30

What real estate associations or organizations are you a member of: CREW/Boston; Boston Chamber of Commerce Regional Real Estate Development Leadership Council; ABA Forum on Affordable Housing; National Housing & Rehabilitation Association

How do you play your strengths to your advantage in your career: I have always enjoyed puzzles and problem solving, and am good at keeping my eye on the prize – the desired outcome – especially under pressure. This helps me counsel and guide clients through complicated and heated situations calmly and efficiently. In transactional work it is important to understand the goals and motivations of all parties in the deal in order to be able to chart a course that will work best for the client. Over the years, I have learned that there are other tools that work better than pounding the table to get a deal done.

What do you do for fun: I enjoy spending time with family and friends on hiking and ski trails and at the beach. I still like holding an actual book in my hands and turning pages to read.

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