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2017 Women in Real Estate Spotlight - Kathryn Murphy

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Kathryn Cochrane Murphy
Partner
Krokidas & Bluestein LLP

Years in real estate: 40

What real estate associations or organizations are you a member of: American College of Real Estate Lawyers; CREW Boston; Urban Land Institute; Lambda Alpha International – Boston Chapter; Real Estate Bar Association

How do you play your strengths to your advantage in your career: The strengths that have been most helpful to me in my career are patience, a willingness to listen and the ability to synthesize the expressed views of different parties. It is amazing what one can accomplish by keeping one's mouth shut, and ears and mind open. My job is to assist my clients to accomplish their goals – usually, to close a business transaction involving real estate – whether it be an acquisition, disposition, lease, or financing. Multiple parties are usually involved and, most of the time, multiple points of view. Patient listening can often discern that the parties have more in common than they realize.

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