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2020 Women in Real Estate: Catherine West, CEO/President at 43 West Properties

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Catherine West
43 West Properties

What books, blogs, podcasts, resources or influencers would you recommend to women? I highly recommend Ray Dalio and his book "The Changing World Order," which gives a clear and easy to understand history of the world's economies bringing us to the present day. Reading his book as it is released on LinkedIn has given me a deeper perspective on the world's economies and how they impact commercial real estate and real estate investing. I enjoyed reading a neutral, research-based book that cuts through opinions on the downturn in the economy and presents facts, trends, and context.

What is the best advice you have received, and who was it from? "You can't make the game winner, if you don't take the shot," said my broker, Willie Mandrell of The Mandrell Co. As he has grown his business to become #30 on the Boston Business Journal's list of largest minority-owned businesses, I am motivated to grow my business to support more women. My passion is helping women build and grow wealth through real estate investing to positively impact families, communities, and generations.

What recent project or transaction are you most proud of? My breakthrough transaction was purchasing a commercial property off Huntington Ave., near Northeastern University. It took over a year to resolve title issues for this off-market property. The renovation fell more than 90 days behind schedule due to COVID. When things opened back up, we pushed through and completed the renovations on-time to rent to the September 1st renters. As a woman and a person of color, it is a proud accomplishment to own highly desirable real estate in the city's inner core. Given Northeastern's growth, this renovated asset will benefit the community for years to come.

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