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2022 Women in Commercial Real Estate: Julia Ryan, Cresa Boston

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Julia Ryan
Vice President, Life Sciences

What advice would you offer to women getting into the CRE industry? Be patient with yourself. And be patient with the process of growing your book of business. Things don't happen overnight – this is a relationship-based business, and fruitful relationships take time and effort. Don't get frustrated if things don't come together immediately. When you're making those new contacts and forging relationships, be authentic and develop an approach that feels uniquely your own. Everyone has their own style of developing and closing deals, and success will come naturally if you allow yourself to lean into your strengths.

What trends will dominate your industry in the coming months? As an occupier-focused advisor, the next few months are looking exciting. We've seen an uptick in sublease space coming available for life sciences groups, particularly in areas like Cambridge and Watertown, which presents a flood of new opportunities for our clients. Historically, occupiers haven't had the upper hand in markets like Cambridge, so it's promising to see our clients regain some of the leverage. We're anticipating another 5 million s/f of new development to be delivered by the end of 2023, which, paired with economic uncertainty, makes for a lot of potential for occupiers looking to make strategic changes.

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