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## **2022 Women in Commercial Real Estate: Michele Maresca, Robinson & Cole LLP**

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Michele Maresca  
Partner

What advice would you offer to women getting into the CRE industry?

Commercial real estate is jargon rich and moves fast. Amid the jargon and fast-pace, don't be afraid to be the one to ask the tough (and the seemingly obvious) questions that compel the parties to work through the issues. The more complicated the project, the more questions you should ask. Too often, the other parties try to avoid the hard questions just so that they can get the deal done, only to find issues arise later.

In the past year, what project, transaction or accomplishment are you most proud of?

I am fortunate to work in the affordable housing arena, which means all the projects I work on touch the community in which they are located in an important way. It also means that they are complicated and involve many parties to realize the common goal of providing affordable housing in what are often challenging markets. I am proud to work with so many talented people throughout the public and private sectors and to synthesize their interests in a way that allows us to bring a quality product into the community.

What has been your biggest challenge and how have you faced it?

Throughout my legal career, there have been at least two significant market challenges. First, the Great Recession. Then, the pandemic. Being flexible and adjusting to market conditions allowed me to move through these challenges.

What trends will dominate your industry in the coming months?

Rising interest rates and rising costs have affected nearly every aspect of my practice.