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## **2023 Women in Construction: Rosario Montero, Affordable Housing and Services Collaborative**

March 31, 2023 - Spotlights



Rosario Montero  
Asset Manager

What was your greatest professional achievement or most notable project in the last 12 months? I helped complete the investment cycle for a downtown office property that was bought many years ago for about \$9 million, managed profitably each year, and sold during the pandemic for \$43.5 million. The pandemic presented operating complications to keep the property rented and cash flowing. We were able to work with tenants to help manage their pressures and to maintain investor operating objectives. The pandemic also made the sale a challenge because very few transactions took place at that time. The strong occupancy, operating history and tenant quality was helpful to complete a successful sale. It was rewarding to see the investment objectives achieved for shareholders.

What tips or advice would you offer to other women who are considering entering the construction industry? I encourage women to become adept at all aspects of construction but to also focus on understanding the financial and investment impact of decisions to construct, develop and reposition properties. This perspective can often help achieve better results for all parties. As we look at projects, whether they are ground up development or redevelopment projects, there is often significant impact to property cash flow and value that can be analyzed and reviewed for stakeholders. Understanding the investment impact has helped us make better suggestions and decisions along the way for many projects.