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## **2023 Women in CRE: Natalie Breen, Cummings Properties**

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Natalie Breen  
Director of Business Development

## Cummings Properties

What recent project, transaction, or accomplishment are you most proud of? Under my leadership, the Cummings Executive Office Suites achieved an unprecedented milestone of 100% occupancy post-COVID, a testament to my belief and focus in building trust with my clients and network. Simultaneously, I managed to surpass a record at my firm by bringing in over a dozen new clients over the trailing 12-months, largely via referrals, surpassing a total of \$25 million in net new revenue.

What are the most important factors women in your industry should consider when choosing a firm to build their career with? Choosing a values-aligned company that prioritizes growth is pivotal. As I strive for continued growth in commercial real estate, finding mentors and sponsors becomes paramount. Their guidance imparts industry insights, while sponsors' advocacy opens doors. These relationships are the bedrock of my journey towards success in the field and I am fortunate to have friends and mentors at my company, including Bill Cummings.

Who inspires you most? What qualities do they possess that inspire you? Sara Blakely's journey as the visionary behind Spanx deeply resonates with me. Her unwavering dedication, starting with door-knocking to single-handedly building a billion-dollar brand, is truly inspiring. Witnessing her self-made success reinforces my belief that with unyielding determination, you can outwork anyone if you truly want it badly enough.

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