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## **2023 Women in CRE: Lee-Anne Roman, Ellis Realty Advisors**

September 29, 2023 - Spotlights



Lee-Anne Roman  
Assistant Property Manager

What recent project, transaction, or accomplishment are you most proud of? During the COVID-19 commercial leasing slump, my team and I defied trends by strategically growing our portfolio, acquiring contracts for several notable commercial tenants. Our proactive tenant retention strategy cultivated a welcoming and collaborative environment, resulting in a 95% retention rate over the past year. These steps have helped us grow and maintain trust with our tenants, showing our adaptability in challenging times.

What are the most important factors women in your industry should consider when choosing a firm to build their career with? Consider joining a smaller firm where you can grow and learn the intricacies of commercial real estate from the ground up. Opt for a company that equips you with the necessary tools to face adversity, fostering resilience and a deep understanding of the industry.

Who inspires you most? What qualities do they possess that inspire you? Princess Diana inspires me due to her kindness, compassion, and relentless pursuit of humanitarian causes. Her ability to lead with heart and make a real difference is a guiding principle in my life. Emulating her determination and empathy, I aspire to create environments that uplift and support the communities I engage with.