



CELEBRATING
55 YEARS

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2024 Women in CRE: Alexandra Pezzello, Partridge Snow & Hahn LLP

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Alexandra Pezzello
Partner

What recent project, transaction, or accomplishment are you most proud of? I represent lenders and borrowers on a variety of commercial real estate finance transactions, so while there is pride in seeing loans close and funds and/or titles exchanged, I find seeing construction projects completed the most satisfying. When you spend months negotiating documentation with numerous parties and often numerous funding sources, it is great to see when the common goal of completing a project is achieved and it can then be put into use.

What challenges have you faced as a woman in commercial real estate? I would not say it is necessarily a challenge unique to women, but finding my own path to network and meet other professionals in the real estate community. I do not golf, so thinking outside the box to connect with clients and contacts has been a challenge, albeit one that has become less of an issue as my career has progressed and my network has expanded.

What is your vision for the future of women in commercial real estate? There have been many transactions in which I have been the only woman involved on any side. I hope in the future to see this to be more and more infrequent as more women enter the commercial real estate and legal fields.

What advice do you have for young women aspiring to enter commercial real estate? If you can find a mentor (male or female) that will allow you to become integral to their practice, there is no better way to learn and gain experience. No one knows everything, let alone from the start, so ask questions and with each transaction your knowledge will build and your expertise will grow.