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2024 Women in CRE: April DaSuta, Bernkopf Goodman LLP

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April DaSuta
Partner

What recent project, transaction, or accomplishment are you most proud of? I have served as the lead counsel for over a decade on an ongoing master plan development project known as “On The Dot” to transform 21 acres near the Andrew Square MBTA station in South Boston. This project will encompass 11 buildings, including 6 laboratory and office buildings and nearly 1,500 residential units, amounting to about 3.8 million s/f. The redevelopment will also involve cleaning the site of extensive industrial pollution. I have assisted with the assemblage of the 21 acres of land and representing the client in the acquisitions, financing, joint venture, and development negotiations for this transformative project. My role was crucial in navigating the financial and legal complexities, ensuring the project’s successful approval and future implementation. In addition to my professional accomplishments, I am proud to give my time back to my community by serving on 8 non-profit boards.

What advice do you have for young women aspiring to enter commercial real estate? Focus on your goals and never ever give up. Hard work and perseverance always pay off. It is important to be thoughtful and creative in your practice and set yourself apart from others. Approach each challenge as a learning experience to advance your career rather than seeing it as an obstacle – be resilient! Leverage the mentorship and advice of others in this industry who are willing to help you advance.

What challenges have you faced as a woman in commercial real estate? According to studies, there are less women than men in commercial real estate, there is a wage gap between men and women, and women hold less positions of management and power. Male counterparts will often underestimate women in negotiations. It is important to have confidence in your skills and knowledge, and to leverage false assumptions in order to effectively advocate for your clients. I have been fortunate to work at a firm where women are valued and empowered, and do hold positions of management.

What is your vision for the future of women in commercial real estate? I envision women soaring to equal or greater levels of leadership and positions of power in commercial real estate. Women are strong, smart, attentive, and fierce advocates for their clients and have compassion and a deep understanding of their clients’ needs.

Why should this nominee be recognized in our Women in Commercial Real Estate Spotlight? “April’s boundless enthusiasm and client-centric approach set her apart in the commercial real estate industry. She brings extensive experience and an exceptional skill set in acquisitions, dispositions, financing, leasing and development across complex transactions. Her commitment to the betterment of the community further underscores why she deserves to be recognized among Women in Commercial Real Estate.” - Megan Pluviose, Chief Operating Officer at Bernkopf Goodman LLP.

