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## **2024 Women in CRE: Kerry Hawkins, Hobbs Brook Real Estate**

September 27, 2024 - Spotlights



Kerry Hawkins  
VP, Senior Director of Asset Management

What recent project, transaction, or accomplishment are you most proud of? Since joining Hobbs Brook Real Estate (HBRE) in 2023 to lead the development and implementation of investment strategies across the firm's 4.7 million s/f portfolio, I've been able to successfully navigate the current challenging commercial real estate market alongside my team, which has since resulted in the execution of over 630,000 s/f of new leases with companies spanning across diverse business lines, and within key properties including the Waltham Campus, the Edge Campus, and Northwoods. This year, I'm inherently focused on the full repositioning efforts of 404 Wyman St., a 380,000 s/f suburban office building, to further activate and amenitize the Waltham campus.

What challenges have you faced as a woman in commercial real estate? Aside from the usual trials that come alongside managing a busy career and family life having three young children, my largest challenge came in 2024 when I was diagnosed with breast cancer. Navigating an intensive treatment plan of surgeries, chemotherapy and radiation in my first year at HBRE has been challenging. Focusing on work has provided me with some welcome "normalcy", and HBRE has provided me with tremendous support and the needed flexibility to focus on my health. With Boston as a hub for life sciences research, I am so grateful for the research happening every day in buildings like the ones owned by HBRE.

What is your vision for the future of women in commercial real estate? I've spent 25 years in this business, and I'm still not sure it's gotten much easier for women in many facets of the industry. I know how important it has been for me to reach behind me and pull other women up alongside me through mentoring and making myself available to the generation behind me. My vision is that all women realize the importance of doing that as it makes us all better and stronger. My participation in CREW Boston has been a large part of forming critical relationships in CRE. A rising tide lifts all boats. We have a responsibility to show a path to success to those to come.

What advice do you have for young women aspiring to enter commercial real estate? I strongly recommend getting involved with industry organizations. As the past president of CREW Boston, the premier professional organization for women in CRE, I supported and mentored emerging female real estate professionals while shaping the strategic vision for the organization. I've also served as a course instructor for NAIOP Mass., leading a 16-hour commercial leasing course and sharing practical insights to help shape the next generation of industry leaders. Throughout my career, I've found that industry organizations like these are the most effective way to provide young women with the tools and mentorship they need to thrive.

Why should this nominee be recognized in our Women in Commercial Real Estate Spotlight?

"No one is more deserving of this award than Kerry. Since joining our team last year, she has been an invaluable asset, driving our growth and leading us to unprecedented success at a time when the

market was presenting various logistical and financial challenges. Kerry's dedication and perseverance shine both within her role at HBRE and beyond, inclusive of her involvement in industry organizations including CREW and the role she plays as a mentor to those rising up within the industry." - Peter Gottlieb, President & CEO at Hobbs Brook Real Estate.

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