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2024 Women in CRE: Cheri Bonawitz, Malone Commercial Brokers

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Cheri Bonawitz, CCIM
Broker

Malone Commercial Brokers

What recent project, transaction, or accomplishment are you most proud of? I am fortunate to work on several different projects, so my job is always interesting! There are several projects that I have very much enjoyed including the mills, both leasing and sales with the Chinburg Group and the sale of Higgins Beach Inn since it was part of my neighborhood. Our team (which are two women) do a lot of business sale transactions both with and without real estate. I find these very rewarding by helping an established owner sell their business and transitioning the business to the new owner.

What challenges have you faced as a woman in commercial real estate? I am proud to say that I haven't faced any challenges in commercial real estate because I am a woman. I sit on the Board of USA Hockey in which a majority are men, and I have also never felt that I have been treated differently because of being a woman.

What is your vision for the future of women in commercial real estate? Interestingly enough, I was recently at a leadership conference for the National Association of Realtors. In the past, the room has been full of mostly men. This year it was 50/50 which shows that more women are in the leadership positions in commercial real estate in their states.

What advice do you have for young women aspiring to enter commercial real estate? Always ask for help. None of this can be learned overnight. It is a wonderful career and surround yourself with a great team!

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

"While Cheri's educational credentials and leadership roles are impressive, what truly distinguishes her is her exceptional client service, collaborative efforts, and genuine care for her community. In our office at Malone Commercial Brokers, many brokers often come to her for advice, especially regarding business listings, which is her specialty. She is truly a team player and is happy to help contribute to the success of other brokers. Cheri's actively listens to understand each client's needs and goes above and beyond to achieve the best outcomes, even constantly taking on challenging listings. At the end of the day, Cheri's authentic care for people sets her apart. Cheri personifies the highest standards of excellence and integrity in the realtor profession." - Cassie Demick, Marketing Director at Malone Commercial Brokers.