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2025 Women in CRE: Marianne Sullivan, Sullivan & Sullivan Auctioneers

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Marianne Sullivan
President & Founder
Sullivan & Sullivan Auctioneers

What has been the most rewarding project or deal you've worked on in your career, and why? My most rewarding project involved the foreclosure of a nearly complete 70-unit apartment complex for Berkshire Bank. Preparation alone spanned three months, as we worked closely with the bank on a

comprehensive due diligence package. The project was a smashing success for the client, I was proud to see my team excel under pressure, and it demonstrated the full potential of our company by showcasing our ability to handle such a high-value, complex project. This project highlighted the importance of diligence, teamwork, and execution, and reinforced why I'm passionate about this business.

What drew you to commercial real estate, and what keeps you passionate? Commercial real estate was a natural progression from our residential market success, allowing us to expand and become one of the largest women-owned real estate auctioneering firms in New England. What keeps me passionate is the depth and diversity of commercial projects. From complex property valuations to targeted marketing strategies, each auction brings unique challenges and opportunities. I love that I'm constantly learning, adapting, and innovating to create successful outcomes. At the end of the day, that's the name of the game – delivering results and building lasting client trust.

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