



CELEBRATING
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2025 Women in CRE: Alison Spafford, Halloran & Sage LLP

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Alison Spafford
Attorney

What drew you to commercial real estate, and what keeps you passionate? I've always enjoyed problem-solving and collaborative work, and commercial real estate offers a fast-paced, dynamic environment where I can help clients bring complex transactions to life and make a tangible impact across many communities. It's incredibly rewarding to be able to work on a matter from start to finish and build long-term relationships with my clients. What keeps me passionate is the constant evolution of the practice and the variety of deals that I encounter. No two transactions are ever the same, and each transaction has a unique set of circumstances, challenges and goals.

What advice would you give to a woman considering a career in commercial real estate? As a woman entering a field that has historically been male-dominated, I quickly realized that presence and preparation mattered. In addition to knowing the law and advocating for my clients, I bring a strong, confident voice to the table. Being the only woman at a table filled with clients, lenders, developers and other attorneys can be intimidating, but it's also an opportunity to demonstrate crucial strengths and skills such as critical thinking, negotiation, strategic planning and analysis and precision, all of which foster credibility and professional respect.

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