



CELEBRATING
55 YEARS

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2025 Women in CRE: Stephanie Aitchison, Cummings Properties

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Stephanie Aitchison
Vice President, Beverly Division

What has been the most rewarding project or deal you've worked on in your career, and why? The highlight of my career has been stewarding the growth of Cummings' Beverly portfolio from a burgeoning office park to a thriving collection of business and residential campuses. When I arrived in 2005, 369 firms occupied 69% of the 2.2 million s/f Cummings Center. Today, having developed the upscale Dunham Ridge on Rte. 128 and two luxury condominiums – Elliott Landing and Beverly Landing – the portfolio spans three million s/f, houses nearly 650 businesses, and maintains above 90% occupancy. With 75 clients celebrating 20+ years, it has been deeply fulfilling to honor Beverly's legacy and build for the future.

What drew you to commercial real estate, and what keeps you passionate? As a young professional, I was drawn to the industry's many opportunities for career growth and personal development – qualities that continue to fuel my passion. Each day brings fresh challenges, perspectives, and opportunities to learn. Whether negotiating leases, engaging with clients and prospects, strategizing deals, vetting complex construction projects, or coaching colleagues, no two days are the same. The breadth of projects and deep expertise at Cummings have expanded my knowledge base tremendously, and it is rewarding to be among such a vibrant, diverse team and community of businesses.

What's a challenge you faced early in your career, and how did you overcome it? As an entry-level associate at Cummings' Woburn headquarters, I embraced all responsibilities offered – from drafting leases to patrolling parking lots. This broad exposure set my foundation in Company policies and procedures, leading to a transfer to the Beverly office to help standardize SOPs across divisions. A young outsider charged with influencing a veteran team, I embraced the crash course in leadership. Leaning on my knowledge and internal support, I honed my ability to positively influence others, earned the respect of my teammates, and made myself a trusted, indispensable resource.

What advice would you give to a woman considering a career in commercial real estate? For anyone considering a career in commercial real estate, be a self-starter. Dig into everything around you to broaden your perspective and understanding. Seek out a strong mentor who can help you navigate the industry and open doors. Be coachable and curious – ask questions, listen carefully, and embrace feedback. Preparation is key, so do your homework. Be self-aware and know your audience. In a people-driven business, forging strong connections is vital. Above all, don't give up – persistence, initiative, and resilience will carry you through challenges and help you build a rewarding career.