



## **2025 Women in CRE: Cara Cronin, Cronin & Cronin Law Firm**

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Cara Cronin  
Attorney Partner

What has been the most rewarding project or deal you've worked on in your career, and why?

I recently negotiated a settlement for an extremely over-assessed property which was also a major taxpayer in the respective municipality. I utilized a detailed and complex analysis which required several different approaches to valuation under Real Property Tax Law due to the unique nature of the property and the immense challenges it faced. I was able to utilize these approaches to obtain over a 70% reduction in the taxes offering my client significant tax relief for all years at issue. This outcome gave my client the resources to reinvest in the property, attract new tenants, and adapt to a fundamentally different marketplace. Guiding clients through high-stakes situations like this and turning adversity into opportunity, makes the work deeply rewarding.

What advice would you give to a woman considering a career in commercial real estate?

My advice is to lead with confidence and curiosity. I've been fortunate to work with so many wonderful women in the real estate industry. I've learned that genuine connection comes from both sharing the things you know as well as asking questions and learning about the things you may not know. Whether at the beginning, middle or end of your career, it is so important to be consistently learning and growing.

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