

Melissa Nowak



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Where do you work and what is your role there?

I work for CBRE Limited, a full service commercial real estate company. I work for the National Investment Team within their brokerage business as an in-house legal counsel.

What areas of commercial real estate do you specialize in?

I specialize in investment sales for office, industrial, retail and development land.

What do you find is most challenging or satisfying in your role?

Supporting a brokerage team keeps my skill set sharp, I am constantly challenged to find both legal and business solutions to maximize returns or mitigate risks and am always learning something new - that is the most satisfying. The most challenging is performing legal work without peers, I answer to business line people who can bounce ideas and questions off of each other and I often lack such a resource.

How long have you been a CREW member and what do you get most out of being a member?

I just joined this summer, and thus far, I've really enjoyed the abundant opportunities to meet other women in the industry.

I would like CREW members to call me whenever they need . . .

...advice on the brokerage business, underwriting/due diligence, or advice on triathlon or marathon training.