

## **Emily Hanna**



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[ehanna@crp-cpmi.com](mailto:ehanna@crp-cpmi.com)

**Where do you work and what is your role there?**

I am Partner, Investments at Crown Realty Partners, a real estate private equity group. In this role, I am responsible for real estate acquisitions, due diligence, fund raising and relationships with investment partners.

**What areas of commercial real estate do you specialize in?**

Investments, acquisitions and capital raising.

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

Knowing when to say "no" is definitely the biggest challenge. Ultimately, our responsibility is to our investors and partners. Sometimes, doing the best thing for our investors means not moving forward with a transaction and just saying "no". It's a challenge to have to do that in a deal-driven industry but it's something we're always mindful of.

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

I have been a member of Toronto CREW since 2009. Upon joining CREW, I was encouraged to get involved - I joined the Sponsorship committee at the outset and ultimately became Chair of that committee. In a leadership role within CREW, I have had the chance to work closely with a core group of like-minded people in the industry.

**I would like CREW members to call me whenever they need:** to discuss opportunities in the commercial real estate market, including investment opportunities, prospective sources of capital, alternative investment vehicles/structures and any other market discussions.