



2023 Women in CRE: Shallini Mehra, Meridian Investment Sales

September 26, 2023 - Spotlights



Shallini Mehra
Managing Director

Meridian Investment Sales

What recent project, transaction, or accomplishment are you most proud of? Earlier this year, we sold a commercial building on Church Ave. in Brooklyn, NY, which had a Burger King as a tenant. This was a challenging deal with rising interest rates leading to more expensive financing. Additionally, the tenants were also still recovering from COVID effects and were behind on rent. Our normal channels of marketing, including email blasts, neighborhood canvassing, website postings and social media did not yield any real buyers. We got creative by seeking out owners who had experience with fast food chain tenants, which is how we ended up finding the buyer. In today's market, creativity can be the key to getting deals across the finish line and I am proud of our team for successfully executing this transaction.

Who inspires you most? What qualities do they possess that inspire you? My mother always wanted to be a doctor, and at a young age, a firecracker injured her left eye and took that dream away. She became a teacher, a clothing store owner, got her masters in computer science at age 37, and then spent 20 years at IBM. She has taught me that it is never too late!

What are the most important factors women in your industry should consider when choosing a firm to build their career with? Join a firm with an in-office culture. Working remotely, especially for recent graduates, can be isolating and takes away from building professional relationships and interpersonal skills that can only be developed in person. Having the ability to walk over and communicate face-to-face with a colleague is quicker than typing emails and texts, allows you to be heard more effectively, and leads to better decision making.

New York Real Estate Journal - 17 Accord Park Drive #207, Norwell MA 02061 - (781) 878-4540