



2023 Women in CRE: Heather Milazzo, Keen-Summit Capital Partners LLC

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Heather Milazzo
Managing Director

Keen-Summit Capital Partners LLC

What recent project, transaction, or accomplishment are you most proud of? I played a crucial role in Keen-Summit's recent major deal with WC Braker. Acting as the exclusive agent, Keen-Summit was tasked with selling 13 single-story office buildings and a retail strip center in Austin, TX, on behalf of WC Braker Portfolio's Chapter 11 Trustee, Dawn Ragan. I was able to successfully sell the properties for \$102.25 million, marking a nearly 36% increase over the initial \$75.5 million bid, all accomplished within just 63 days of being on the market.

Why should this nominee be recognized in our Women in Commercial Real Estate Spotlight? "Heather's unique background in PR and real estate sets her apart. Her leadership at Keen-Summit spans a decade, excelling in marketing, operations, and project management. She's adept at marketing confidential properties and boosting investor interest. Heather's strategic insights drove the company's growth, evidenced by a \$102 million sale in 63 days, a testament to her exceptional expertise." - Harold Bordwin, Principal and Co-President at Keen-Summit Capital.

What are the most important factors women in your industry should consider when choosing a firm to build their career with? Consider firm's culture, mentorship, growth prospects, diversity commitment. Align values, goals for optimal career fit in commercial real estate.

Who inspires you most? What qualities do they possess that inspire you? I'm inspired by the supportive women in the industry. Their collaboration and determination to uplift each other is truly admirable.

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