



2024 Women in CRE: Heather Milazzo, Keen-Summit Capital Partners LLC

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Heather Milazzo
Managing Director
Keen-Summit Capital Partners LLC

Why should this nominee be recognized in our Women in Commercial Real Estate Spotlight?

“Heather’s diverse expertise in both PR and real estate makes her a standout. With over ten years of leadership at Keen-Summit, she has mastered marketing, operations, and project management. Her skill in discreetly marketing properties and attracting investors has been instrumental to the company’s success, driving growth and enhancing its reputation in the industry. Her strategic insights continue to set her apart as a leader.” - Matthew Bordwin, Principal and Co-President, Keen-Summit Capital at Keen-Summit Capital. What recent project, transaction, or accomplishment are you most proud of?

One of the accomplishments I’m most proud of is our work on the MB Marshall case, which involved 107 properties. It was an incredibly complex process, as we solicited offers from investors for the entire portfolio as well as individuals wanting to buy their homes. We guided each party through the bankruptcy process, ensuring they understood that our goal was to maximize value for the estate. It required extensive organization, patience, and handholding, particularly with local individuals unfamiliar with this process. The project highlighted our ability to manage complexities of the case while navigating the emotions of the community.

What are the most important factors young women should consider when choosing a firm to build their career with?

When choosing a firm to build your career, one of the most important factors is the people you’ll be working with. Since you spend a significant amount of your time with your team, it’s crucial to enjoy their company and feel aligned with their values. During the interview process, ask questions to understand their culture, what drives them, and if they share similar traits, like humor or work ethic. A positive, supportive environment will make your daily experience more enjoyable and help prevent burnout, ultimately leading to a more fulfilling and successful career.

Who inspires you most? What qualities do they possess that inspire you?

One of the people who inspires me most is Alison Miller, founder of Girls Just Want to Have Funds (GJWHF). She is smart, articulate, and lights up a room the moment she walks in, making everyone feel comfortable. If she doesn’t know you, she’ll introduce herself and remember you forever. Alison’s drive to uplift women in male-dominated industries is incredibly inspiring. Her tagline, “Hire a woman,” speaks to her commitment to empowering female professionals. She seeks out and supports other female executives, embodying leadership and inclusivity, qualities I admire and strive to emulate in my own career.

Which professional organization(s) would you recommend to women just starting out in your industry:

IWIRC (International Women Insolvency and Restructuring) and Turnaround Management Association