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## 2017 Women in Real Estate Spotlight - Heather Perry

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Heather Perry  
Development Operations Manager  
Chestnut Hill Realty

Years in real estate: 15

How have you navigated obstacles to achieve success in your career: I try to approach every obstacle as an opportunity to learn and grow. I became a property manager at 23 and was immediately thrown into the crazy world of property management. I had so much to learn, but I have always been eager to take on the next challenge. I have always tried to learn from those who know more than me. It started with my first maintenance supervisor who taught me so much as well as others more experienced managers. I took every class I could and met with others who were willing to teach me what they knew. I recently joined the construction division of our company where I have been learning about what it takes to successfully run a large scale renovation project. So for me the best way to overcome obstacles has been to always be open to learning, growth and accepting new challenges.

How do you play your strengths to your advantage in your career: One of my greatest strengths is my ability to connect with people. I try to best understand what is important to others and what they need in order to achieve their goals. I genuinely care about the success of the whole team and will work hard to ensure this is accomplished. I have been working with Chestnut Hill Realty for almost 9 years and my dedication to teamwork is aligned with CHR's values. Teamwork and the ability to build solid relationships with my colleagues has helped me grow at the company. I also greatly value communication. In my current role improved communication between our construction team and the properties has been a great success. I try to identify what challenges we are facing and what progress has been made and make sure these things are discussed with all the appropriate people. Communication is critical to resolving issues.

What trends are you seeing so far this year: I have been working with our renovation team and the most common trend I see in the renovations is the move to more open floor plans. Kitchens have become the center of most homes and people want this same experience in apartments as well. All of the unit renovations we have done in the last years have opened up the living spaces to create a more welcoming feel.

What do you do for fun: I enjoy being outside whenever possible, so I really enjoy hiking and running. Travel is also something I love. My husband I have loved traveling together since we graduated college. We now travel with our children and love sharing the world with them.

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