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2021 Women in Commercial Real Estate: Noelle Humphries, Associate Real Estate Development Director, NeighborWorks Housing Solutions

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Noelle Humphries
Associate Real Estate Development Director

In the past year, what project, transaction or accomplishment are you most proud of? Bringing the redevelopment of an 83-unit mixed-income property to fruition. We're closing on the financing and beginning interior and exterior renovations in September. Not only will the recapitalization improve the physical condition and extend the affordability of the property, but 10 existing units will become affordable.

What is one characteristic that you believe every woman in commercial real estate should possess? Don't be afraid to use your voice. It can be difficult navigating a male-dominated industry, but it's vital to speak confidently and ensure you are heard.

What led you to your current profession? I was pursuing a finance position in early 2000 and temping at WinnCompanies during my search. I was offered a position on the development team at Winn and there was no looking back. I learned on the job and figured out very quickly that affordable housing development was the field for me.

What are some of the benefits of being a mentor or having a mentor? I have had some amazing mentors and know first-hand how helpful those relationships can be. I take great pride in my work and efforts learning on the job early on. Thus, sharing my personal experiences and development knowledge with mentees is truly gratifying. Learning from them in the process is an added benefit.

What trends will dominate your industry in the coming months?

- 1) Long product lead times for construction materials. Many standard materials are months out from delivery, making early procurement and budget/scope decisions key to a successful project.
- 2) More state and federal funding for affordable housing, and a need to deploy it quickly and effectively.

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What time management strategies do you find to be the most effective for you? They are always evolving, but the following are very effective: (1) set time limits to avoid getting stuck on any one

thing, (2) when leading a meeting, always prepare an agenda, stick to it, and send out meeting notes immediately after the meeting, and (3) make a top 5 to-do list in the morning and check off as much as possible. Focus on the item with the earliest deadline first.

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