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2024 Women in CRE: Kate Howard, Colliers

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Kate Howard
Director of Marketing

What recent project, transaction, or accomplishment are you most proud of? I'm incredibly proud of a recent offering memorandum my team and I developed for a multi-million-dollar investment listing. We put together an extensive package to present to the client, even before securing the assignment. The effort and attention to detail in crafting this comprehensive document not only showcased our team's expertise but also demonstrated our commitment to understanding the client's needs. I believe this proactive approach played a significant role in winning the listing, highlighting the impact that preparation and presentation can have in securing high-value assignments.

What advice do you have for young women aspiring to enter commercial real estate? Commercial real estate offers endless opportunities, but it's essential to build a strong foundation. My advice is to stay curious, ask thoughtful questions, and immerse yourself in the industry. Take every opportunity to learn from your colleagues, work on developing a range of skills, and don't be afraid to assert your ideas. Your unique perspective is your strength, and with dedication, you'll find your niche and thrive.