



Shannon Huffer, ESQ.

Area of Expertise

Shannon Huffer is a licensed attorney and real estate broker. Her association with Colliers began in 2023 where she aims to provide comprehensive advisory services and national exposure for her clients.

Her experience in banking, development and sales provides for a deeper understanding of her client's needs. Over her 20-year career in real estate she has facilitated hundreds of millions of dollars of sales and financing for multi-family commercial deals across the U.S., managed rezonings and spearheaded development projects.

Business and Educational Background

Following completion of her undergraduate in 2002, Shannon joined a luxury residential real estate team in Austin, TX. After becoming a broker in 2005, she worked on residential deals until the 2008 financial crash. Seeing an opportunity, she organized her investors, created a blind pool fund and started buying. She ran the resulting partnership until the market started recovering in 2012, whereupon the decision was made to liquidate with average 20% returns.

After a move closer to family forced a career shift, she decided to pursue her Juris Doctorate, with a focus on real estate. Finishing Cum Laude in 2 and a half years she accepted a role with a national bank specializing in Low Income Housing Tax Credit Properties (LIHTC). Where over the next 2 years she evaluated multimillion-dollar, multifamily deals across the United States.

Her responsibilities encompassed not only the financial underwriting of these assets but also a comprehensive review of the intricate legal agreements integral to syndication. These complex transactions demanded a profound understanding of banking practices, legal intricacies, regulatory compliance, and tax implications, all underscored by a keen ability to scrutinize the core assets. Moreover, Shannon deftly engaged with federal regulators, municipal authorities, developers, and property managers, orchestrating cohesive collaborations that safeguarded the interests of the bank and other stakeholders.

In 2017, after repeated encouragement from her former investors, Shannon left banking to put together another investment partnership. The resulting Opportunity zone fund is still owned and managed by her private group.

Realizing that she needed national exposure in order to grow, Shannon once more pivoted. Returning to brokerage. This time joining a national team with CBRE focused on Affordable Housing. In this role she worked with the largest owners, developers, family offices and REITS across the U.S., selling hundreds of millions of dollars of assets.

After a few years with CBRE, Shannon made the decision to join Colliers, where she felt she could more comprehensively serve her clients needs, foster deeper relationships and be more active in her local community.

Shannon's multifaceted journey in the realm of real estate and law continues to shape the industry landscape, exemplifying her dedication and proficiency in every endeavor.

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Education or Qualifications

New Mexico State University
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Affiliations or Memberships

CREW President Elect Louisville
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