



**PANELIST
BIOGRAPHY**

SHANNON HUFFER

Esquire, Broker Associate
Affordable Housing
CBRE | Capital Markets



Shannon is a licensed attorney and real estate broker. She started her career in real estate in 2006, working in luxury properties in Austin, TX. During the crash of 2008 she put together a Private Placement Memorandum (PPM) to pool a group of private investors in a blind pool fund and purchase distressed property on the courthouse steps. She successfully managed the resulting investment company until 2012, returning an average IRR of 20% per annum, when the decision was made to liquidate to pursue other opportunities.

Upon completion of her Juris Doctorate, Shannon went to work for a national bank dealing with Low Income Housing Tax Credit Properties (LIHTC). In this role, she analyzed multi-million dollar, multi-family deals across the United States. Upon leaving the banking industry Shannon put together additional syndicated partnerships in the newly formed Opportunity Zones. In 2019 she moved back into brokerage, joining CBRE Affordable Housing Group. This role allows her to combine her knowledge of private syndication, development, tax, banking, law, and brokerage to help facilitate the growth of a nationwide group of incredible clients actively building and investing in affordable housing across the U.S.