



Brokerage Associate
Industrial Services

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Chloe Heiligenstein

Area of Expertise

As a Brokerage Associate on the industrial team, I provide both tenant and landlord representation for clients in the sale, leasing and disposition of industrial properties across Charleston and the Lowcountry region of South Carolina.

The most rewarding part of my job is helping clients find real estate solutions for their business operations and finding the best location for them.

Since our team specializes in industrial properties, we have the opportunity to help our clients solve their challenges in logistics, e-commerce and the supply chain process.

I love the entrepreneurial aspect of commercial real estate as well as the meaningful relationships you can foster long-term.

Clients come to our team because of our market knowledge and specialization in industrial spaces. We think outside of the box and can offer a network to help all parties throughout a transaction. Continuous communication is key to maintaining solid relationships with clients and I always approach each project we work with energy and enthusiasm.

Professional Accomplishments

- CREW Network Foundation Scholarship Recipient, July 2020
- CCIM-101 Scholarship Recipient, June 2020
- Mildred C. Hanson, SIOR Memorial Scholarship Recipient, December 2019
- Asbill Real Estate Scholarship Recipient, August 2019
- Grant Eney Mayo Memorial Scholarship Recipient, August 2019

Business and educational background

After taking a course focused on commercial real estate my freshman year at the College of Charleston, I knew I wanted to switch my major to commercial real estate finance. As a student, I focused on growing my industry connections and getting as involved as possible in commercial real estate networks.

Before joining Colliers full time, I held real estate internships in brokerage at Colliers, in research at Belk Lucy and in marketing with Radekopf & Associates.

Community Involvement

I am an active member of CREW Charleston and serve on the communications committee; Connecting with female brokers who are veterans in the industry or just starting out is very inspiring to me. I am involved in the Council of Supply Chain Management (CSCMP), serving on the young professionals committee and a subcommittee aimed toward student involvement. I also am involved with the SIOR Foundation as a student liaison. Within Colliers, I am involved in the U.S. Emerging Leaders Group as well as the Employee Resource Group for women.

In my spare time, I enjoy listening to podcasts and reading books about supply chain and logistics. I enjoy trying new restaurants in the Lowcountry to embrace my inner "foodie". I also enjoy taking walks around town and enjoying the beauty of Charleston.

Education or Qualifications

B.S., Commercial Real Estate Finance, College of Charleston

Specializations

Brokerage: Landlord Representation

Brokerage: Tenant Representation

Affiliations or Memberships

CREW - Commercial Real Estate Women

Council of Supply Chain Management Professionals