

Susan Tjarksen
Managing Director, Multifamily Capital Markets
Cushman & Wakefield

Susan Tjarksen is a seasoned real estate leader with more than 30 years of experience spanning brokerage, development, and investment advisory. As a Managing Director at Cushman & Wakefield, she leads the Chicago Multifamily Investment Sales team, advising institutional and private capital clients on complex transactions across the market.

Throughout her career, Susan has played a pivotal role in shaping the multifamily and mixed-use landscape. She has orchestrated over 200 transactions, including landmark deals such as a $111 million joint venture in the Illinois Medical District and an $86 million mixed-use portfolio in Chicago. Before joining Cushman & Wakefield, she was the Founder, Principal, and Managing Broker at KIG CRE, which she co-founded in 2015 and successfully grew before its acquisition by Cushman & Wakefield in 2018. An innovator in real estate technology, Susan is also the Co-Founder and Chair of Enodo, an AI-powered multifamily underwriting and valuation platform.

Beyond brokerage, Susan has an extensive background in apartment and mixed-use development, having planned, financed, and delivered projects totalling more than $3.5 billion in revenue. Her development portfolio includes 12,000 residential units, 2,500 hotel rooms, and over 2 million square feet of retail and office space. From 2009 to 2012, she served as Principal of Stabilized Asset Resources, overseeing 167 receiverships nationwide.

A recognized thought leader and advocate for women in commercial real estate, Susan has been featured on leading industry podcasts and media outlets, sharing insights on market trends, investment strategies, and the empowerment of women in the industry.

ULI Chicago