



## **CHARLOTTE M. USTLER**

Vice President  
Ustler Development, Inc.

Charlotte M. Ustler is the Vice President of Ustler Development, Inc., a real estate development company focused on Downtown Orlando. She manages and coordinates various aspects of real estate development, investment and ownership, including leasing, marketing, administration, property management and due diligence.

Ustler Development, Inc. is involved in a diverse array of transformative urban infill developments in Downtown Orlando, including leading the master development team for Creative Village. Notable projects include UnionWest, The Julian Apartments and Electronic Arts Orlando Studio at Creative Village, and Alta at Health Village Apartments. Collectively, the company's real estate projects represent more than \$500 million in development activity.

Charlotte is also the Vice President of hellojenny, a leased-based social media strategies company for commercial properties. Founded out of a consciousness that the Commercial Real Estate industry is lacking in the digital marketing space, hellojenny exists as a resource for landlords, brokers and creatives aiming to grow their brands and drive revenue to properties through digital media strategies.

## **EXPERIENCE**

Charlotte is a CCIM Candidate and a Licensed Real Estate Associate.

In 2008, she joined Kimco Realty Corporation as Director of Real Estate, overseeing the leasing and asset management of a multi-million square foot retail portfolio. In 2021, as Senior Director of Real Estate at Kimco, Charlotte oversaw leasing for one of the largest redevelopment projects in the Southeastern United States. After over 13 years at Kimco, Charlotte transitioned to the real estate development and marketing side of the business.

Charlotte has completed transactions with a wide variety of commercial tenants such as Publix, Sprouts, Homegoods, Burlington, Old Navy, Five Below, Ulta, Advent Health, Dry Bar, Yoga Six, Chipotle, Starbucks and Bath & Body Works, among others. She has completed over 500 transactions comprising more than 3.5 million square feet of commercial space and over \$1 billion in lease value.

Charlotte launched her real estate career in 2004 with Falcon Development, where she oversaw the leasing and property management of their Florida and Colorado retail portfolio.

## **COMMUNITY**

Growing up with a father in urban planning and a mother who led a successful career dedicated to improving all aspects of Central Florida's non-profit sector, Charlotte has valued community, social and economic development for as long as she can remember.

Charlotte currently serves as President of the NAIOP of Central Florida Board and is a former Orlando Business Journal "Women Who Mean Business" and "40 under 40" nominee. She has served as Chair of the Downtown South Neighborhood Improvement District, ICSC Next Generation Central Florida committee, ULI Young Leaders Central Florida and the SODO Main Street board. Charlotte is a member of the Howard Phillips Center for Children and Families Community Leadership Council, ICSC and the Congress for the New Urbanism.

CMU Professional Qualifications 4-28-22