



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 has been with Ustler Development, Inc. for four years. Charlotte manages and coordinates various aspects of real estate development, investment and ownership including due diligence, project management, leasing, marketing, administration and property management.

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 the project manager for the Hoods Up property, an adaptive reuse of a former auto repair facility in the Milk District, and part of the project management team for the Parcel H mixed-use building at Creative Village. She also leads the social media, placemaking and community engagement strategy for Creative Village.

EXPERIENCE

Charlotte is a CCIM Candidate and a Licensed Real Estate Sales 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. Charlotte has been in the business for 20+ years.

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 on the Downtown Orlando Partnership Board of Directors and ICSC LOCAL Orlando committee. She is past-President of the NAIOP of Central Florida Board and 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 DOP, NAIOP, ICSC and the Congress for the New Urbanism.

CMU Professional Qualifications 1-20-2025