

Katie Hartley

Katie Hartley is the managing director of National Real Estate Development. In this role, she manages company operations and is responsible for executing and sourcing new development projects.

Since joining National in 2011, Katie has played a pivotal role in the execution of millions of square feet of development across the United States. Most recently, she led the capitalization and redevelopment of 1625 Massachusetts Ave., an office-to-residential conversion in Washington, D.C., which received the first award under the Housing in Downtown Tax Abatement program led by the city's mayor. She was also instrumental in establishing the development program and securing financing for the first phase of The Stacks, a more than 1 million-square-foot mixed-use development in Washington, D.C.

Her prior projects include the historic renovation of the Stephen Girard Building in Center City Philadelphia, converting it from an office building into a boutique hotel using a historic tax credit financing structure. She also contributed to repositioning, leasing and refinancing The Bloc, a four-acre mixed-use project in downtown Los Angeles, and developing two residential projects in San Francisco totaling more than 800 units.

With a strong understanding of the entitlement, design, financing, leasing and construction processes, Katie manages development staff and works closely with design, construction and development professionals to achieve project objectives. Throughout her tenure with National, she has remained dedicated to adding value for owners, development partners and project stakeholders.

Katie joined the firm's parent company in 2011 as a real estate analyst, providing market research and investment underwriting support. In 2013, following the formation of National Development, she transitioned into a development associate role and has since been promoted through successive leadership positions, including development manager, development director and now managing director.

She holds a Bachelor of Science in urban and environmental planning and a Bachelor of Arts in economics from the University of Virginia. Katie is a member of NAIOP, participating on the legislative committee, and Real Estate Group.