

CHARLES (C.J.) OVERLY

REAL ESTATE DEVELOPER

EDUCATION

MBA, Real Estate

Kenan-Flagler Business School
UNC - Chapel Hill
Frank Hawkins Kenan Award
Real Estate Club President

BSBA, Finance

McDonough School of Business
Georgetown University
Valedictorian
Finance Faculty Award

AA, Business

Macklin Business Institute
Montgomery College
Honors Student of the Year

CERTIFICATIONS

LEED Green Associate

U.S. Green Building Council
2017-2019

ARGUS Enterprise Certified

Altus Group
2016

Certified Associate in Project Management

Project Management Institute
2014-2019

ENGAGEMENT

Maryland Technology Council

Board Member
2022-Present

Assisting with the planning and site selection for BioHub Maryland, a state-wide life science workforce development and biomanufacturing training program

Urban Land Institute

Member
2015-Present

Served on a ULI Technical Assistance Panel to study and provide recommendations for the future of the Life Sciences Center in Montgomery County, Md.

NAIOP Northern Virginia

Member
2017-Present

REBEL: Real Estate Breakfasts for Emerging Leaders

Founder & President
2017-2021

PROFILE

Analytically-minded real estate developer executing projects on time and on budget in institutional, commercial, and residential settings. Proven 14-year history leading and motivating internal and external cross-functional teams to achieve organizational goals. Authentic relationship builder able to skillfully bridge the gap between public and private sector agendas. Consistently recognized for outperformance in both academic and professional endeavors.

EXPERIENCE

BOSTON PROPERTIES / Washington, DC

Senior Project Manager, Development / 2022 - Present

- Leading the planning, entitlement, and execution of the new Shady Grove Innovation District, a 600K SF life science hub with four Class-A lab buildings and 350 residential units
- Managing the repositioning of 901 New York Ave NW with a new lobby and amenity center
- Rehabilitated the prized public spaces in Reston Town Center for the first time in 35 years, including a new fountain; dining terraces; seating; fire pits; events stage; and, landscaping

Project Manager, Development / 2017 - 2022

- Coordinated acquisition and due diligence activities for \$116.5M purchase of 7-building, 31-acre suburban office park in Montgomery County, MD, for planned Innovation District
- Developed a 17-story, 392,000 SF, LEED Gold office building at 1750 Presidents St., Reston, VA, featuring a grand two-story lobby, vast conferencing center, and expansive roof terrace
- Renovated the main lobby and elevators at Two Freedom Square, Reston, VA, with a hospitality-inspired design in preparation for a full-building lease to Microsoft
- Modernized the main entrance at 901 New York Ave NW to enhance the arrival experience with a streamlined staircase, hardscape, lighting, and bespoke hanging sculpture
- Completed three turnkey suites totaling 10,000 SF at 1330 Connecticut Ave NW
- Obtained two Planned Unit Development (PUD) modifications for 901 New York Ave NW to allow lease-driven exterior building upgrades

TRAMMELL CROW RESIDENTIAL / Arlington, VA / Summer 2016

Development Intern

- Prepared a rent study, pro forma, letter of intent and Investment Committee presentation for a \$19.5M initial bid on a 256-unit development site in the Capitol Riverfront neighborhood
- Researched market trends and toured 10 comparable properties across three submarkets to inform the unit mix, parking ratios, and financial analyses for projects totaling \$260M
- Reviewed unit layouts and conceptual designs on two projects to maximize RSF
- Coordinated clubhouse A/V and FF&E installation to improve leasing and meet first move-ins

MONTGOMERY COUNTY PUBLIC SCHOOLS / Rockville, MD / 2009 - 2015

School Business Administrator, Gaithersburg High School

- Managed design and construction delivery of \$105M, 430,000 SF, LEED Gold school building; earned *Board of Education Award for Distinguished Service to Public Education*
- Planned, purchased, and installed \$3.3M in furniture and equipment at \$500K under budget
- Supervised 33 staff handling operations as student body grew 11% to 3rd largest from 8th

MONT. CO. RETIREE HEALTH BENEFITS TRUST / Rockville, MD / 2011 - 2014

Trustee, Board of Trustees, MCPS Bargaining Unit Designee

- Directed \$456M investment portfolio on behalf of 55,000 current employees and retirees
- Increased diversification from 7 to 13 asset classes, including \$40M in private equity and private real assets, achieving a three-year return of 13.07% (46bps over benchmark) while reducing portfolio risk

JPMORGAN CHASE & CO. / New York, NY / 2008 - 2009

Analyst, J.P. Morgan Private Bank

- Serviced 52 client relationships with \$1.3B in assets under supervision for leading banker