

Professional Profile



Katie Kirchner
Partner

Commercial Sales and Leasing
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Katie Kirchner began her career in Commercial Real Estate in 2003 working for various Northeast Florida developers. She learned invaluable skills at these organizations to provide a deeper understanding of the bones of Commercial Real Estate development and transactions. This experience provided a unique prospective for a shift into sales and leasing, to allow her the ability to view a transaction from all sides of the table. Joining Strategic Sites in 2011, Katie partners with Kate Clifford on all sales and leasing transactions. She provides a high level of organization, attention to detail, market knowledge and persistence to ensure the best possible outcome for all clients. Katie has worked with both local and national clients and is focused on finding the solutions to ensure each client meets their goals and enjoys long term success and growth. She has had the pleasure of working with My Salon Suite, Pinspiration, Panera Bread, Contoura, F45 Training, Pediatrix and many other tenants.

As the Director of Property Management, Katie initiated the expansion of the firm's property management portfolio and oversees an in-house team for all property management duties and projects. Strategic Sites' portfolio of managed properties has grown, on average, 20% year over year under Katie's direction. Katie works diligently with her team to ensure all managed properties run efficiently with low operating expenses while maintaining good relationships with both owners and tenants.

Katie was born in Bethesda, Maryland and has lived in Jacksonville since 1990. She attended Bishop Kenny High School and holds a Bachelors' of Science degree in Public Relations and a minor in Psychology from the University of North Florida. Katie is active in ICSC and NAIOP, serving on the board and multiple committees since 2013. She currently serves as President of NAIOP Northeast Florida Chapter for 2023. Katie's hard work has not gone unnoticed as she was recognized as NAIOP's Office Broker of the Year for 2020 and 2021, Developing Leader for the year in 2016, a member of the Jacksonville Business Journal's 2021 Class of 40 Under 40 and CoStar's Power Office Broker award annually since 2016.

Katie works hard to balance her professional and family life. When she isn't at the office, you will most likely find her traveling with her husband or at the soccer fields, gymnastics facility or basketball courts with her two daughters.