



## **2024 Women in CRE: Kate Hrobsky, Denham Wolf Real Estate Services**

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Kate Hrobsky  
Senior Transaction Manager  
Denham Wolf Real Estate Services

Why should this nominee be recognized in our Women in Commercial Real Estate Spotlight?

“Kate joined Denham Wolf following a successful career as a capital markets specialist followed by 13 years raising her family and volunteering in her local community. Her impact at Denham Wolf has been profound – she thrives in her interactions with her clients. Kate has been the consummate professional and deal maker, doing what it takes to achieve the best possible results on every assignment for every client. In addition to being a reliable, safe pair of hands she is also a developing leader in the firm, so it’s not hard to see why she deserves recognition.” - Christopher D. Turner, MRICS, Principal, Managing Director of Transaction Services at Denham Wolf Real Estate Services.

What recent project, transaction, or accomplishment are you most proud of?

My team represents a large number of religious institutions, and we just concluded a deal with an organization that has owned one of New York City’s most unique full-block religious properties for over 150 years. The property suffers from significant deferred maintenance and post-COVID was underutilized. The client tasked us with helping them find a well-capitalized partner that could modernize the property while allowing our client to maintain their key programming on site. We were able to find the ideal partner and have structured a long-term deal that will allow our client to run programming at the property in perpetuity.

What are the most important factors young women should consider when choosing a firm to build their career with?

Choose a firm that builds you up. Make sure the firm’s culture aligns with your values. Find people in that firm who appreciate what you bring to the table and are willing to help you work on the things you don’t. Know that your first few jobs aren’t going to be your forever jobs but that you can learn valuable lessons. I think the most important factors to consider when joining a firm are the alignment between the group’s mission and your goals, as well as the alignment of your skill set, and, most importantly, the ability to be flexible.

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