



Global Real Estate Summit 2022



Brian Kavogian

Managing Partner

National Development

Brian Kavogian is a Managing Partner of National Development, one of greater Boston's leading real estate development, investment and management firms. Formed in 1983, the firm is recognized as one of the regions' most innovative and creative real estate firms, working with its partners and stakeholders to create great places to live, work and play within the Greater Boston region and providing its investors with attractive risk adjusted returns. The firm is focused almost entirely on the Greater Boston region, where it has, over the past 35 years, become ingrained in the local community, in the belief that its local knowledge and relationships will result in better projects and better investments. The firm's projects involve a mix of uses, which we are able to create as a result of our expertise across the property-type spectrum including office, research, industrial, retail, senior housing, multifamily and lodging. Its capital is provided by its fully-discretionary closed-end funds, which it manages on behalf of a group of educational endowments, foundations, pension funds and family offices. Throughout its history, the firm has acquired or developed over 30 million SF in over 45 communities throughout the region, and invested over \$6 billion on behalf of its investors.

In 2006, Brian co-founded Charles River Realty Investors as the investment management platform of National Development. Charles River raised over \$1.1 billion of equity capital across its four funds before combining with National Development in 2019 to form a seamless, vertically-integrated firm.

Brian is involved with a number of civic, charitable and industry-related organizations. He is a past chairman of both of the region's real estate trade organizations, the Greater Boston Real Estate Board and NAIOP Massachusetts, where he remains on the Board of Directors. He is also the current Chair of the ULI Boston Advisory Committee.

In 2015, he was appointed by Governor Charlie Baker to the board of the Massachusetts Development Finance Agency where he serves as the Vice Chair. Brian is an Overseer of Newton-Wellesley Hospital, and a member of the MassGeneral Brigham Corporation. He is a Trustee Emeritus of Tufts University, a past co-chairman of Heading Home and the past Vice Chairman of the Greater Boston YMCA. Brian received a BA from Tufts University in 1984.

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