



Kate Mooney, 30

Senior associate in capital markets at Alterra IOS



BY **ZOE ROSENBERG** June 18, 2026 1:17 PM

Kate Mooney has a front seat in financing the growth of one of commercial real estate's hottest emerging asset classes: industrial outdoor storage (IOS).

Mooney, who hails from Wilmington, Del., is in the upper reaches of the capital markets practice at Alterra IOS, a Philadelphia-based company that focuses on

U.S.

Mooney landed at Alterra IOS in 2025, after stints as a vice president of portfolio management at EQT Real Estate and as a real estate assistant vice president at WSFS Bank.

Day to day, she executes and manages the company's debt financings. In her first year with Alterra IOS, Mooney has helped facilitate more than \$600 million in debt across the platform, including \$244 million in acquisition financing from Blackstone Real Estate Debt Strategies to finance the purchase of 37 IOS properties, a deal announced in June. In October, Mooney helped secure a \$150 million loan facility in funds managed by Blue Owl Capital in a 21-property portfolio across 12 states.

"That just goes to show a large-scale institutional manager's investment in us," Mooney said. "It was their first deal in the IOS space, so not only was it a great deal for Alterra IOS, but also just for the asset class as a whole, as we're trying to increase institutional lender confidence."

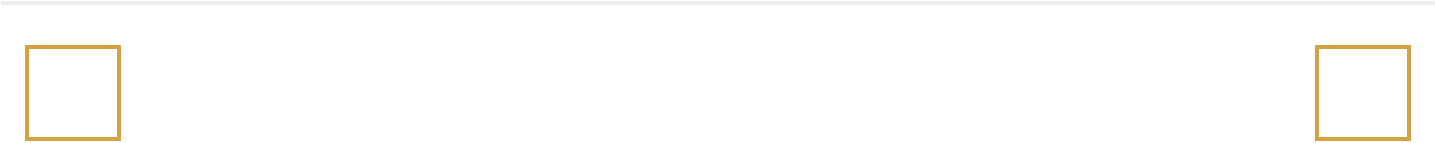
She also helped lead PGIM to its first investment in the sector in March, a \$103 million credit facility secured by 23 IOS sites across 18 markets.

"We're largely not only in e-commerce and logistics, but we're seeing a lot of infrastructure demand as well when it comes to equipment, rentals, material storage and contractor yards," Mooney said. "PGIM saw that underlying thesis in terms of low vacancy, constrained land supply, and also high tenant demand."

Mooney has been in the IOS space for only a year, but has witnessed its maturation firsthand.

since I first started.”

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