

Real Estate Veteran Gary T. Ward to Head Up Highland Development Company's No. CA Office as VP of Development

Highland Development Company, a dynamic retail and retail-driven mixed-use development company, announced that 30-year real estate veteran Gary T. Ward has been hired as Vice President of Development to head up the company's San Mateo office. In this new position, Ward will direct all phases of real estate development in Northern California and the Pacific Northwest for Highland Development.

February 12, 2007 (FPRC) -- PASADENA, CALIF. – Highland Development Company, a subsidiary of The Marcus & Millichap Company and a dynamic retail and retail-driven mixed-use development company, announced that 30-year real estate veteran Gary T. Ward has been hired to head up the company's Northern California office in San Mateo as Vice President of Development.

In his position, Ward directs all phases of real estate development in Northern California and the Pacific Northwest for Highland Development, focusing on all aspects of the development process including project feasibility and site acquisition, design and construction oversight and leasing activities.

“As a recognized leader within the real estate development industry, Gary’s proven track record, multi-market knowledge and industry contacts are valuable assets to Highland Development’s accelerated growth and development plan,” said Gregory N. Hoxworth, President and CEO. “He has secured development entitlements for over four million square feet of retail space. We are thrilled to have him as part of our executive team.”

Prior to joining Highland, Ward operated his own successful development services business which involved associations with development firms to plan, implement and complete major shopping centers including Paseo Nuevo Mall in Santa Barbara, Potrero Center and Lakeshore Plaza in San Francisco, Sequoia Station in Redwood City, Olivera Crossing in Concord and the Target anchored Morgan Hill Retail Center.

Ward’s background also includes Vice President of Development positions with Trumark Commercial and Farallon Development Services and as Real Estate Vice President of the Lucky Stores supermarket chain.

Ward earned his Bachelor of Arts Degree in Economics at the University of San Francisco and a Certificate in Executive Management from Stanford University. He is a licensed Real Estate Broker in the State of California and an active member of the International Council of Shopping Centers. He lives in Danville, Calif. with his wife Sonja.

Highland Development Company is a developer of retail and retail-driven mixed-use projects throughout the Western United States. The company’s development strategy includes both ground-up shopping center development and acquisition of existing properties with value-add and/or parcelization opportunities.

As a subsidiary of The Marcus & Millichap Company (TMMC), Highland can expand its project types

by partnering with TMMC subsidiaries SummerHill Homes and Urban Housing Group for the development of mixed-use projects incorporating single-family residents and apartment homes. Currently, Highland has more than one million square feet in various stages of development or redevelopment in California and Arizona. For more information, visit www.highlanddevco.com or call (626) 696-2000.

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