

Highland Development Adds Two Seasoned Managers to Expand its Opportunities in the Western U.S.

Highland Development Company, a subsidiary of The Marcus & Millichap Company and a dynamic retail and retail-driven mixed-use development company, announced that the firm has hired Armando Enriquez as Acquisitions Manager and Vladimir Shlafman as Development Manager to expand acquisition and development opportunities throughout California, Arizona, Nevada and Utah. Enriquez will be located in the company's headquarters in Pasadena. Shlafman will be located in the company's new San Ramon office. Highland Development plans to spend \$150 to \$200 million on development projects in the next two years.

May 2, 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 the firm has hired Armando Enriquez as Acquisitions Manager and Vladimir Shlafman as Development Manager to expand acquisition and development opportunities throughout California, Arizona, Nevada and Utah. Highland Development plans to spend \$150 to \$200 million on development projects in the next two years.

As Acquisitions Manager, Enriquez will be responsible for the company's acquisitions throughout Southern California including the purchase of ground up development opportunities and value add existing retail properties. Enriquez will be located in the company's headquarters in Pasadena.

Shlafman, as Development Manager, will be responsible for executing Highland Development Company's development activities primarily in Northern California and assisting in site acquisitions, entitlements, due diligence and financial analysis. He will be located in the company's new San Ramon office.

In the last ten years, Enriquez has executed real estate transactions totaling more than \$250 million dollars on behalf of leading corporate investors, public pension plans, private trusts and high net-worth individuals. Prior to joining Highland Development, he served as the Director of Acquisitions and Development for Thrifty Oil Company. In this role he sourced transactions, negotiated purchase agreements, performed due diligence, closed on acquisitions and managed the development process through completion. He also held previous positions for the development units of Westfield Shopping Centers, USA; Wilton Partners, a privately held real estate development company; and worked as a financial analyst for Prudential Real Estate Advisors. Enriquez holds a Masters of Business Administration from the University of Southern California's Marshall School of Business, a Bachelor's degree from the University of California, Berkeley, and a Real Estate Broker's license and is a member of International Council of Shopping Centers, California Association of Realtors and the National Association of Realtors.

Shlafman, prior to joining Highland Development, was a member of the Corporate Development group at Highland Development's parent company, The Marcus & Millichap Company (TMMC), where he worked on new business initiatives and strategy and operations projects for TMMC's subsidiaries, including Highland Development Company. Previously, he was a Case Team Leader at Bain & Company, working with technology and financial services clients on strategy and operations

consulting projects. Prior to Bain & Company, he served in various financial management roles at several Bay Area technology companies including E*Trade and Novellus Systems. Shlafman began his career as a CPA within the Assurance Advisory Services group of PricewaterhouseCoopers LLP. He is a member of the International Council of Shopping Centers and Urban Land Institute, and holds a Bachelor's degree in Economics from the University of California, Los Angeles and a Masters of Business Administration from Kellogg School of Management at Northwestern University.

Earlier this year, Highland Development hired real estate veteran Gary T. Ward as Vice President of Development to head up the company's Northern California office and direct all phases of real estate development in Northern California and the West. Enriquez and Shlafman will be working closely with Ward.

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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Keywords

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[Armando Enriquez](#)

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