

Mark McHenry

Managing Director, Multifamily



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27+ years in the real estate business

5+ years tenure with Hillwood

*Oversees Hillwood Multifamily's
development and investment
operations and strategy*

Mark McHenry is responsible for leading Hillwood Multifamily's investment and development initiatives. McHenry has over 25 years of real estate industry experience including over 15 years of leadership experience involving the acquisition, development, financing, construction and management of over \$1.5 billion and 17,000 units of multifamily development and investment. Prior to Hillwood Multifamily, McHenry led regional multifamily investment and development operations for public and private companies holding senior management positions with national apartment REITs (United Dominion Realty Trust and Colonial Properties Trust) and private multifamily investment and development firms including JPI Development where he served as Regional and National Partner, and the Lane Company serving as Regional President and Development Partner.

McHenry has been involved with the planning, execution and management of over 12,000 units of Class A suburban, infill, mixed-use and student housing multifamily development in markets throughout the southwest and

southeast regions of the U.S. In addition to his extensive development experience, he has been responsible for regional asset management and property management operations involving individual assets and Class A portfolios of more than 2,500 units. McHenry has led investment sourcing, acquisition and financing activities for development opportunities and stabilized assets involving a wide range of investment and financing structures. He has extensive experience leading investment strategy, analysis and underwriting, project planning and entitlements, financing strategy and structuring, construction management and project lease up and property operations.

Prior to his focus in the multifamily industry, McHenry held a management position in KPMG's management consulting practice providing a diverse array of real estate investment, development and advisory services and served in the engineering consulting industry providing a variety investment and development services to lenders, owners, developers and investors of commercial real estate.

AFFILIATIONS

- National Multi-Housing Council – Member
- Urban Land Institute Multifamily Product Council – Member

EDUCATION

- University of Arkansas – Bachelor of Science in Civil Engineering
- University of Texas at Dallas – Master of Science in Business Administration with a Finance Concentration
- Registered Professional Civil Engineer in the State of Texas