

# News Release

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For Further Information, Contact:  
George Lancaster  
(713) 966-7676  
[George.lancaster@hines.com](mailto:George.lancaster@hines.com)

## **HINES PROMOTES SARAH HAWKINS TO CHIEF EXECUTIVE OFFICER OF U.S. EAST REGION**

# Hines

(NEW YORK) – Hines, the international real estate firm, is pleased to announce that Sarah Hawkins, located in the firm’s New York Office, has been promoted to Chief Executive Officer of the U.S. East Region, effective immediately. She is now responsible for all development, acquisition, asset management and operations activity in the region and is a member of the firm’s global Executive Committee.

Established in 1981, Hines’ East Region includes the New York/Tri-State, Washington, D.C., Greater Boston and Philadelphia metro areas and currently has \$19.8 billion assets under management and more than 33 million square feet of assets for which Hines provides property-level management services.

Hines Chairman and CEO Jeffrey C. Hines commented, “Sarah has demonstrated incredible leadership skills and created significant value for the firm and our investors in her 10-year career with the firm. I am confident she will continue to be a steadfast leader for our East Region as it grows during her tenure.”

Hawkins takes over the CEO position for Hines’ East Region operations that was previously held by Chris Hughes before he transitioned to Co-Head of Investment Management, as well as the CEO, Capital Markets.

Hughes added, “I have worked closely with Sarah throughout her career at Hines and believe there is no better successor than her to take this region forward. I look forward to watching her grow the East Region into an even more successful enterprise for the firm and our investor partners.”

“I am honored to be stepping into this role after years of working closely alongside Chris. He has played a pivotal role in developing Hines into one of the world’s leading real estate firms and establishing the East Region as a large-scale, diversified platform,” Hawkins stated. “Together with our strong teams across the region, I am looking forward to the challenge of

further growing our presence and stature in the market while building on our success over the past years.”

Hawkins joined Hines in the New York office as an Associate in 2011. Prior to her promotion, Hawkins served as the East Region’s Chief Operating Officer, and previously as a Managing Director in the New York regional office. Over the last three years as COO, she had responsibility for the East Region’s strategic growth initiatives, including establishing a regional industrial platform, with 4.5 million square feet in development today, and growing the residential business, which has over 5,600 units complete or in development. Her experience also includes championing and leading the development of Hines’ first two seniors housing projects and playing a key role in the selection of Hines as the operating partner for the 12-building, six million-square-foot Hudson Square Properties portfolio, in partnership with Trinity Church Wall Street and Norges Bank. Last year, working alongside the Investment Management team, she led the East Region’s efforts related to Hines’ selection as the asset and property manager for Ivanhoé Cambridge’s five Class A office buildings in New York City and Boston.

She was a founding member of the firm’s OneHines Women’s Network and was instrumental in the adoption of Hines’ Paid Parental Leave Policy. Prior to joining Hines, she was an Associate at Fortress Investment Group and prior to that, she was an Analyst with the Blackstone Group. She graduated from the University of Texas Phi Beta Kappa with a BA where she also received her BBA with High Honors.

### **About Hines**

Hines is a privately owned global real estate investment firm founded in 1957 with a presence in 255 cities in 27 countries. Hines oversees investment assets under management totaling approximately \$83.6 billion<sup>1</sup>. In addition, Hines provides third-party property-level services to more than 367 properties totaling 138.3 million square feet. Historically, Hines has developed, redeveloped or acquired approximately 1,486 properties, totaling over 492 million square feet. The firm currently has more than 171 developments underway around the world. With extensive experience in investments across the risk spectrum and all property types, and a foundational commitment to ESG, Hines is one of the largest and most-respected real estate organizations in the world. Visit [www.hines.com](http://www.hines.com) for more information. <sup>1</sup>Includes both the global Hines organization as well as RIA AUM as of June 30, 2021.