

**Brian T. Hines**  
Partner,  
Corporate Advisory Services



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**Relevant Experience:**

Mr. Hines is a founding partner of FHO Partners. He has been in the real estate business for twenty-six years, concentrating his efforts primarily in the leasing and sale of office, research and light manufacturing space in the suburban Boston market area. During his tenure in this marketplace, he has been involved with the leasing or sale of over 13 million square feet of space with an aggregate value of over \$1.8 billion. He was selected as the Commercial Broker of the Year in 2000 by the Greater Boston Real Estate Board.

**DTZ FHO Partners**  
Boston, MA 2/07 – Present

**Trammell Crow Company, (formerly Fallon Hines & O'Connor, Inc.)**

Boston, MA 2/88 – 2/07  
Executive Vice President / Principal

Primary concentration: Sale and leasing of office, “flex” and industrial space in suburban Boston.  
Primary focus in western and northern suburbs.

- **Recent Corporate Advisory Assignments include:** The negotiation for over 950,000 square feet for **Tufts Health Plans** in various leases in the Greater Waltham area; lease negotiations for 430,000 square feet for **Private Healthcare Systems** in Waltham; various leases for **Lifeline Systems** in Cambridge and Framingham totaling 200,000 square feet; the subleasing of 210,000 square feet on behalf of **LTX Corporation** in Westwood; various leases of over 200,000 square feet on behalf of **Storage Networks**; a lease for 160,000 square feet for **ZOLL Medical Systems** in Chelmsford; various leases for **Genome Therapeutics** totaling 150,000 square feet in the Waltham area; a lease for 125,000 square feet for **SolidWorks** in Concord; a lease of 90,000 square feet on behalf of **GiantLoop Network** in Waltham; various leases along Route 128 for **Merrill Lynch** totaling 75,000 square feet; a lease of 135,000 square feet for **Vicor Corporation** in Andover; a lease for 110,000 square feet in Medford for **The Pioneer Group**; a lease for 90,000 square feet in Westford for **ENSR Corporation**; the subleasing of over 100,000 square feet in Waltham and Newton for **Renaissance Worldwide**; the purchase of 100,000 square feet for **Boston Communications** in Bedford and the lease of 95,000 square feet for **Allmerica Systems** in Marlborough and 75,000 square feet for **OpenPages** in Waltham. Other corporate clients include **Matrix Partners, Avid Technology, Tyco, AgenCourt Bioscience, Aetna Healthcare, and VistaPrint.**
- **Past Project Leasing Assignments included:** The leasing of 600,000 square feet at **Unicorn Park** in Woburn; 300,000 square feet at **Waltham Weston Corporate Center** in Waltham; 250,000 square feet at **Highwood Office and Research Park** in Tewksbury; 200,000 square feet at **Edgewater Drive** in Norwood; 225,000 square feet at **300 Baker Avenue** in Concord; 175,000 square feet at **One Burlington Business Center** in Burlington; 175,000 square feet at **640 Memorial Drive** in Cambridge; 275,000 square feet at **150 and 200 Newport Avenue** in North Quincy; 160,000 square feet at **Totten Pond Office Center** in Waltham; 130,000 square feet at the **Andover Technology Center** in Andover and 100,000 square feet at **128 Corporate Center** in Burlington. Other assignments include **One Cranberry Hill** in Lexington, **Lincoln North** in Lincoln and **Waltham Office Center** in Waltham.
- **Past Property Sale Assignments included:** Unicorn Park in Woburn – 600,000 square feet; One Burlington Business Center – 175,000 square feet; The Tower in Danvers – 180,000 square feet; 301 and 401 Edgewater Drive in Wakefield – 350,000 square feet; and 245 and 265 Winter Street in Waltham – 180,000 square feet; and Littleton Corporate Common – a 90 acre parcel of land in Littleton permitted for 640,000 square feet.

**The Codman Company, Inc.**, Boston, MA 4/83-2/88  
Vice President

- Landlord assignments include Centros House – a 175,000 SF office building in Framingham for Centros Boston; 200 Newport Avenue – a 150,000 SF office building in North Quincy for Macomber Development Associates and Dickerson Development; One Cranberry Hill – a 105,000 SF office building in Burlington for National Development Associates and Mellon Bank; and, the Waltham Office Center – a 125,000 SF office complex in Waltham for Boston Properties.
- Tenant transactions include **Collaborative Research** (40,000 SF) in Bedford, **Bank Five for Savings** (100,000 SF) in Burlington and **Corporate Software** (40,000 SF) in Westwood.

**Meredith & Grew, Inc.**, Boston, MA 7/80-4/83  
Leasing Broker

Assisted in the leasing of **Oak Park** in Bedford, **Lexington Office Park** in Lexington and **840 Memorial Drive** in Cambridge.

**Education:**

**College of the Holy Cross** – 1978 Bachelor of Arts

**Affiliations:**

- Licensed Massachusetts Real Estate Broker
- Selected Broker of the Year for 2000 by the Commercial Broker's Association of the Greater Boston Real Estate Board.
- Member, Multimillion Dollar Leasing Group since its inception in 1995
- Past President, New England Chapter, Society of Office and Industrial Realtors
- Board of Directors, Commercial Brokers Association of the Greater Boston Real Estate Board
- Board of Directors, Ron Burton's Training Village, Boston, MA
- Board of Directors, North Shore YMCA
- Board of Overseers, Boys & Girls Clubs of Boston
- Coach, Manchester Soccer Association, Manchester, MA
- Member, Presidents Council, College of the Holy Cross
- Member, Development Committee – Governor Dummer Academy, Byfield, MA