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## **WS Development hires Prinn as vice president of capital markets**

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WS Development has hired Stephen Prinn as vice president of capital markets. Prinn's position will support the continued growth of WS Development as it expands its retail footprint across the country. Prinn will develop new relationships with capital providers of both debt and equity, while maintaining and enhancing existing relationships with mortgage bankers, construction lenders and investment banks.

"We're delighted to welcome Steve Prinn to the team," said Jeremy Sclar, president of WS Development. "His vast experience in capital markets and transactions will be an asset to our organization as we continue to expand and broaden our presence nationwide."

A veteran in the real estate industry, Prinn brings experience in managing all debt for Guggenheim Real Estate's open ended fund vehicle. While at Guggenheim, he developed and maintained relationships with numerous financial institutions, life insurance companies, debt funds and mortgage banks.

His team conducted all due diligence, both physical and financial on new acquisitions including the negotiation of conveyance documents, joint venture and development agreements and ongoing communications strategy for existing and prospective clients. "I am excited to join this team of incredibly talented real estate professionals. WS Development has one of the best retail platforms in the country, and I am thrilled to be part of the continued growth and success of the company." Prinn said.

WS Development has recently completed the acquisition of Hyde Park Village, six city blocks of unique retail and dining in South Tampa, Florida as well as Highland Village in Jackson, Mississippi which houses a mix of upscale boutiques and restaurants along with the first Whole Foods Market in the state. Extensive new developments underway at WS include Seaport Square, the 6.5 million s/f urban mixed-use development project on Boston's Waterfront with 1.3 million s/f of retail space, MarketStreet Lynnfield on Boston's north shore which opened in August 2013 and has Phase II under development, and The Outlets of Cheshire in Cheshire, CT which is scheduled to break ground in 2014. WS Development also recently opened its latest phase of THE STREET in Chestnut Hill, MA and is redeveloping Hilldale Shopping Center in Madison, Wisconsin.

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