

Paul Zarian is responsible for the Carolinas for Hines. In this role, he provides market leadership to determine investment strategy and source, capitalize, and execute Hines' projects across all product types. Since opening Hines' Raleigh office in 2019, the firm's presence in the Carolinas has grown to include twelve acquisitions or development projects totaling nearly five million square feet. Mixed-use has been a primary focus with four projects and developments underway including Fenton and Waverly Place in Cary, The Gallery SouthPark in Charlotte, and Birkdale Village in Huntersville. In addition to the ongoing focus on placemaking-oriented mixed-use communities, other active investments and developments in the Carolinas include multifamily, build-to-rent, industrial, and office. Paul graduated with a Bachelor of Science in Economics from Duke University and a Master of Business Administration from the Wharton School of the University of Pennsylvania. He serves on the Board of DHIC, a Raleigh-based affordable housing developer.