



Tom Hughes, Director, Harrison Street

Mr. Hughes joined Harrison Street in 2013. As a Director in the Transactions group, he leads the firm's self-storage acquisitions platform by directing the strategy, sourcing, and closing of transactions and forming joint venture relationships. Mr. Hughes also focuses on the sourcing and closing of transactions and joint venture relationships within the firm's senior housing sector. He has been responsible for over \$3.5B of self-storage and senior housing transactions through the firm's various closed and open-ended funds in the US and Canada. Prior to joining Harrison Street, Mr. Hughes worked in the Acquisitions group at AEW Capital Management, a global real estate investment management firm.

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