

THE GRAPEVINE

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investment officer. He started this month with the Greenwood Village, Colo., firm., after four years as a portfolio manager at **Colorado Public Employees**. He assists chief investment officer **Casey Frazier** in managing Versus' portfolio and scouting new acquisitions. He'll also help launch a real-assets portfolio. Truex previously worked on acquisitions at **DCT Industrial** and **BlackRock**. Versus operates a \$1.7 billion mutual fund that invests in open-end real estate funds.

Merchant National Properties is looking to expand. The New York firm is expected to add acquisitions and asset management pros over the next year, following the hiring of a new chief executive and president, **Craig Deitelzweig**. He joined the firm last week with the aim of repositioning its portfolio and increasing its holdings in New York, Washington and Boston. The new hires would likely be focused on those markets. Merchant, including

subsidiary **Marx Realty**, owns interests in 48 properties in 16 states. Deitelzweig moved over from **Building & Land Technology** of Stamford, Conn., where he spent three years as a managing director of asset management. He had prior stints at **Rockrose Development, Investcorp, Ruben Cos.** and law firm **Skadden Arps**. Executive recruiter **Keller Augusta** handled the search.

Harbor Group International has hired a senior acquisitions analyst in New York. **Brandon Zhang** joined the Norfolk, Va., firm last month. He relocated from the Los Angeles area, where he spent the past three years in a similar post for **PGIM Real Estate Finance**. Harbor Group is led by chairman and chief executive **Jordan Slone**.

Executive recruiter **Robert Baron** joined **Odgers Berndtson** this month as a partner. He is tasked with helping expand the firm's reach in the U.S. real estate sector and maintain its practice in Canada. Baron previously led his own New York firm, **BCGI American Real Estate Executive Search**, which he launched in 2006. He merged his company with

Odgers and brought along his team of five staffers.

Stephen Hassenflu joined **HFF** this week as an investment-sales associate in Tampa. He works under senior managing director **Matt Mitchell**, who leads the office. Hassenflu came from **Fidelis Realty**, where he was an associate in Dallas. Before joining that firm three years ago, he worked at **JLL** in Houston.

Felix Vaynberg started at **Stone Street Properties** of New York this month as vice president of finance. He was previously a controller at **Gotham Organization** of New York, where he worked for nearly two years. Stone Street owns a portfolio of multi-family properties throughout New York. Executive search firm **Rhodes Associates** arranged the hire.

ATCO Properties & Management of New York is seeking to hire an asset-management analyst. Candidates should have 1-3 years of experience. The recruit would be based in Rego Park, Queens, and report to vice president of asset management **Krystle Pasion**. ATCO is led by chairman **H. Dale Hemmerdinger**.

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