



# News Release

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## **Jones Lang LaSalle Announces Sale of Great America Plaza, Santa Clara, CA**

**SAN FRANCISCO, Jan. 24, 2007** - Jones Lang LaSalle announces the sale of Great America Plaza, a three-building, low-rise office campus in Santa Clara, CA, to DJM Capital Partners Inc., a San Jose-based institutional investor and fund sponsor, for \$ 42.7 million.

Jones Lang LaSalle's Capital Markets group began marketing the property on behalf of owner, Great America Associates, LLC, in September 2006. Constructed in phases between 1982 and 1984, Great America Plaza totals 223,799 square feet on 9.5 acres along Great America Parkway. The property sits opposite the Santa Clara Convention Center, Tech Mart and the Hilton Hotel, and is within one block of a host of other amenities including a light rail station and retail facilities.

"Even in today's strong capital market, it isn't always easy to match the right parties in a transaction. This asset, with its excellent location and strong future value add potential, attracted a wide array of strong buyers from both inside and outside the immediate marketplace. But, what's important ultimately, is that this transaction suited both seller and buyer," said Michel A. Seifer, Managing Director, Jones Lang LaSalle.

Great America Plaza sits within the "Golden Triangle" -- the area bounded by US-101, State 237 and Interstate-880 -- in one of the most rapidly improving real estate submarkets in the San Francisco Bay Area. The property is approximately 75 percent leased and occupied. Tenants include Lucent Technologies, Ricoh, Danka and TeleCIS. The previous owner invested more

than \$1 million in the property over the last two years in the course of completely re-tenanting two of the buildings.

The speedy, successful sale reflects Jones Lang LaSalle's growing reputation in the South Bay. Late last year, the firm opened a new Bay Area office in East Palo Alto to better serve its institutional and corporate clients throughout Silicon Valley and the South Bay with a full array of services including tenant representation, project management, investment sales, agency leasing, property management and lease administration throughout Silicon Valley and the South Bay. In addition, the firm's Capital Markets Group, headed by Michel J. Seifer, completed more than \$1 billion in transactions in the region last year including the \$215 million sale of Sun Microsystems' Newark campus.

Jones Lang LaSalle has more than 600 employees in Northern California and manages nearly 30 million square feet of the area's most prestigious commercial real estate. In 2005 alone, Jones Lang LaSalle professionals completed over 4.2 million square feet of lease transactions valued at \$415 million on behalf of occupiers and arranged over \$410 million of investment sales. The firm was recently named to the San Francisco Business Times, "Best Places to Work in San Francisco" list.

### **About Jones Lang LaSalle**

Jones Lang LaSalle (NYSE: JLL), the only real estate money management and services firm named to Forbes magazine's Platinum 400, has more than 125 offices worldwide and operates in more than 450 cities in over 50 countries. With 2005 revenue of approximately \$1.4 billion, the company provides comprehensive integrated real estate and investment management expertise on a local, regional and global level to owner, occupier and investor clients. Jones Lang LaSalle is an industry leader in property and corporate facility management services, with a portfolio of 982 million square feet worldwide. In 2005, the firm completed capital markets sales and acquisitions, debt financings, and equity placements on assets and portfolios valued at \$43 billion. LaSalle Investment Management, the company's investment management business, is one of the world's largest and most diverse real estate money management firms, with approximately \$40 billion of assets under management. For further information, please visit [www.joneslanglasalle.com](http://www.joneslanglasalle.com).