



# News Release

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## Tom Poser Joins

### Jones Lang LaSalle in Northern California

**San Francisco, October XX, 2007** -- Jones Lang LaSalle announced that Thomas R. Poser has joined the firm's Northern California region as Leasing Director. He will be based in the San Francisco office and will focus primarily on serving the needs of the firm's technology clients.

Mr. Poser joins Jones Lang LaSalle from Commercial Realty Advisers, Inc., a San Diego-based commercial brokerage, where he was a vice president responsible for office and industrial leasing and sales in central San Diego. Prior to his position at CRA, Mr. Poser was a vice president at GVA IPC Commercial Real Estate, where he was a tenant representative assisting clients in finding new corporate locations.

Before joining the real estate industry Poser, who played collegiate basketball at UC Santa Barbara in the late 1990s, played the sport professionally in Europe and the Midwest.

“Our goal in the region is to provide our clients with access to the best professionals in their class across the full spectrum of our services whether it is agency leasing, tenant representation, capital markets, investment sales, corporate property services, development and property management or any one of the 21 discrete services we provide here,” said David Churton, International Director, Jones Lang LaSalle. “Tom is another great addition to our team in San Francisco and will be a tremendous resource to our corporate clients in and around the Bay Area, particularly in the technology sector.”

Mr. Poser holds a B.A. in Economics from UC Santa Barbara and lives in Marin County with his wife Sarah and newborn son, Charlie.

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Jones Lang LaSalle has more than 600 employees throughout Northern California and manages more than 35 million square feet of the area's most prestigious commercial real estate. In 2006 alone, Jones Lang LaSalle completed over 4.4 million square feet of lease transactions, valued at \$415 million on behalf of occupiers; and arranged \$1.9 billion of investment sales in Northern California.

#### **About Jones Lang LaSalle**

Jones Lang LaSalle (NYSE: JLL), the only real estate money management and services firm named to FORTUNE magazine's "100 Best Companies to Work For" and Forbes magazine's "400 Best Big Companies," has approximately 160 offices worldwide and operates in more than 450 cities in over 50 countries. With 2006 revenue of over \$2.0 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 over 1.1 billion square feet worldwide. In 2006, the firm completed Capital Market sales and acquisitions, debt financing, and equity placements on assets and portfolios valued at \$70.9 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 \$45.8 billion of assets under management. For further information, please visit our website, [www.joneslanglasalle.com](http://www.joneslanglasalle.com).

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