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## **Jones Lang LaSalle Adds Multifamily Expertise to West Coast Capital Markets Presence**

*Industry Veteran Alex Quintana Joins LA Office While Colleague Patrick Shiver Locates to San Francisco Office*

**SAN FRANCISCO and LOS ANGELES, January 24, 2007** – Jones Lang LaSalle (NYSE: JLL) has named Alex Quintana as Managing Director and Patrick C. Shiver as Vice President in the company’s Capital Markets Group.

In announcing the dual appointments, David Doupe’, Managing Director, Jones Lang LaSalle, said, “Alex and Pat, with their deep expertise in the multifamily capital market sector, are the perfect team to collaborate on building Jones Lang LaSalle’s multifamily investment sales and finance capabilities on the West Coast. They share our commitment to providing unparalleled expertise to the firm’s clients in the multifamily sector.”

Doupe’ added that the hiring of two veteran multifamily experts was a logical next-step expansion of the Capital Markets Group on the West Coast and enhances an already strong capital markets bench. The CMG group, run by David Doupe’ and Larry Krasner in Los Angeles and Michel Seifer in San Francisco, has grown fivefold over the last 18 months and offers seasoned expertise in the office, retail and multifamily segments of the market as well as debt and equity placement capabilities.

Mr. Quintana, who is responsible for building the firm’s multifamily presence on the West Coast and who will be based in West Los Angeles, brings more than 15 years of experience

in sales, marketing, structured finance, lending and contract negotiations to Jones Lang LaSalle, and has been directly involved in over \$3 billion of multifamily, land and mixed-use investment sales and finance transactions. His resume includes 21 sales and finance transactions valued over \$50 million.

Prior to joining Jones Lang LaSalle, Mr. Quintana was a Senior Vice President and senior broker in the Los Angeles office of Transwestern Commercial Services, where he was involved in more than \$1 billion of closed investment sales and finance transactions.

Mr. Shiver, who will be based in the company's San Francisco office, has 20 years of experience in commercial real estate capital markets, much of it as a transaction expert in the multifamily sector. In his career, he has been directly involved in transactions totaling more than \$2 billion.

Prior to joining Jones Lang LaSalle, Mr. Shiver established a Multifamily Capital Advisory Group in Northern California as a Senior Vice President with Transwestern Commercial Services. In just two years of operation, the group originated \$125 million in new business in the region, including \$45 million in the Sacramento market.

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#### **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 more than 100 offices worldwide and operates in more than 430 cities in 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 966 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 \$37 billion of assets under management. For further information, please visit [www.joneslanglasalle.com](http://www.joneslanglasalle.com).