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## Jones Lang LaSalle Targets Continued Growth in San Francisco

*Paul Lee hired as Managing Director to expand investment sales expertise on West Coast*

**SAN FRANCISCO, May 13, 2011** – In response to increased client demand for real estate capital markets expertise in the western United States, Jones Lang LaSalle today announced the firm has hired industry veteran Paul Lee as a Managing Director to expand the firm's sales, acquisition, joint venture and financing capabilities in the San Francisco market. Lee will partner with Managing Director and leader of the firm's Capital Market practice in Northern California and the Pacific Northwest, Michel Seifer, to advance the firm's client service delivery of office, industrial, retail, multifamily and hotel-related transactions.

"As equity funds and REITs continue to amass large sums of capital, they are actively searching for quality investments and the West Coast is a prime target," said Elizabeth Hearle, Jones Lang LaSalle's Northern California Market Director. "Paul's near 30 years of experience here in the San Francisco market will be invaluable as we seek to satisfy the needs of our growing clientele."

Seifer added, "The increasing complexity of today's finance and investment market requires a highly skilled and experienced team that can provide expertise in all real estate asset classes and a deep understanding of both the debt and equity capital markets. In order to expand our service capabilities, we've made several strategic hires in the past several months that will greatly enhance our capital markets platform in the region and leverage our recent success and increase market share. Paul is a key addition to our team and joins three other notable recent hires, Joe Euphrat who is leading our healthcare capital markets effort, multifamily specialist Jordan Moss and John Manning who is charged with growing the group's debt and equity finance specialty."

Prior to joining Jones Lang LaSalle, Lee spent the last 10 years as the Principal and CFO of Silverwing Development, where he was responsible for all debt, equity and asset management relationships for the firm's various developments. Prior, Lee was a Principal and Managing Director of Sonnenblick-Goldman Company where he managed the firm's West Coast operations and oversaw the origination, marketing, and placement of debt and equity transactions for the western United States. Lee started his career with Eastdil in San Francisco in 1983. He later became principal and Managing Director at California Realty Finance Corp and Union Property Capital in San Francisco.

Lee graduated magna cum laude from the Cooper Union School of Architecture in New York City and received his M.B.A. in finance and management from the University of Pennsylvania's Wharton Graduate School of Business.

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“The Capital Markets team at Jones Lang LaSalle is best in class and Jones Lang LaSalle is a great company with a proven and successful global platform,” said Lee. “I am looking forward to leveraging my skills to assist the already successful platform here on the West Coast to continue our growth and respond to the increasing market demand for our services.”

Jones Lang LaSalle Capital Markets is a full-service global provider of capital solutions for real estate investors and occupiers. The firm’s in-depth local market and global investor knowledge delivers the best-in-class solutions for its clients — whether a sale, financing, repositioning, advisory or recapitalization execution. In the last three years, Jones Lang LaSalle Capital Markets completed more than \$143 billion transactions globally. The firm’s Capital Markets team comprises approximately 1,500 specialists, operating in 180 major markets worldwide.

### **About Jones Lang LaSalle**

Jones Lang LaSalle (NYSE:JLL) is a financial and professional services firm specializing in real estate. The firm offers integrated services delivered by expert teams worldwide to clients seeking increased value by owning, occupying or investing in real estate. With 2010 global revenue of more than \$2.9 billion, Jones Lang LaSalle serves clients in 60 countries from more than 1,000 locations worldwide, including 185 corporate offices. The firm is an industry leader in property and corporate facility management services, with a portfolio of approximately 1.8 billion square feet worldwide. LaSalle Investment Management, the company’s investment management business, is one of the world’s largest and most diverse in real estate with more than \$43 billion of assets under management. For further information, please visit our website, [www.joneslanglasalle.com](http://www.joneslanglasalle.com).