



# News Release

## JLL Appoints Susan Persin as Research Director for Northern California

**SAN FRANCISCO, August 1, 2017** – JLL has named veteran industry analyst Susan Persin as Research Director for Northern California. She replaces Amber Schiada, who moved to a similar position in Southern California earlier this summer.

Prior to joining JLL, Persin was Senior Director of Research at Trepp, LLC, a leading provider of data, analytics and technology solutions to the global securities and investment management industries. Prior to that, she was a co-founder and partner of Foresight Analytics, an Oakland-based research firm acquired by Trepp in 2010. Previously, she was a Principal with Berkeley-based Rosen Consulting Group.

“Susan’s depth of experience and understanding of financial markets combined with her ability to analyze, understand and explain complex trends in commercial real estate will provide our brokers and clients with the sort of vital insight they need to make informed day-to-day decisions in their core businesses,” said Elizabeth Hearle, Northwest Market Director, JLL.

Persin, who will be based in the San Francisco office, will oversee research analysts tracking all major commercial property types throughout Northern California’s key markets from Sacramento to Fresno and including the entire Bay Area.

She holds a Bachelor’s of Business Administration from the Stephen M. Ross School of Business at the University of Michigan and an MBA from the Haas School of Business at UC Berkeley. Persin is a member of the Urban Land Institute (ULI).

For more news, videos and research resources on JLL, please visit the firm’s U.S. media center Web page: <http://bit.ly/18P2tkv>.


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### **About JLL**

JLL (NYSE: JLL) is a leading professional services firm that specializes in real estate and investment management. A Fortune 500 company, JLL helps real estate owners, occupiers and investors achieve their business ambitions. In 2016, JLL had revenue of \$6.8 billion and fee revenue of \$5.8 billion and, on behalf of clients, managed 4.4 billion square feet, or 409 million square meters, and completed sales acquisitions and finance transactions of approximately \$136 billion. At the end of the first quarter of 2017, JLL had nearly 300 corporate offices, operations in over 80 countries and a global workforce of more than 78,000. As of March 31, 2017, LaSalle Investment Management had \$58.0 billion of real estate under asset management. JLL is the brand name, and a registered trademark, of Jones Lang LaSalle Incorporated. For further information, visit [www.jll.com](http://www.jll.com).

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