

Contact: Andrew Neilly/Tim Gallen
Phone: +1 925 930 9848
Email: Andrew@gallen.com / Tim@gallen.com

JLL Expands East Bay Presence With Pair of Top Broker Additions

Industrial/office veteran Tony Beatty and office leasing expert Jim Peterson join JLL as Senior Vice Presidents in Walnut Creek

WALNUT CREEK, CA, February 28, 2014 – [Jones Lang LaSalle](#) announced that two highly regarded and seasoned brokers with career assignments totalling more than 60 million square feet, have joined the firm's Walnut Creek office as Senior Vice Presidents. Tony Beatty is a 28 year veteran of the real estate industry with deep experience in sales and leasing of industrial and office properties in urban locations and more than 50 million square feet of transactions under his belt. Jim Peterson has represented some of the area's largest corporate office users as well as local and institutional owners in more than 8 million square feet of transactions in greater Contra Costa and northern Alameda Counties.

"Jim and Tony are both brokers with a tremendous reputation among their clients, colleagues and competitors. They have both been involved in some of the largest transactions in the East Bay and are highly skilled in structuring and managing complex negotiations on behalf of their clients. They are important additions to the JLL's East Bay team," said [Tom Maloney](#), Managing Director, Jones Lang LaSalle.

In recent years, Peterson has represented LAM Research in its acquisition of KLA Tencor's former 240,000 square foot campus; Cisco Systems in the sale of more than 325,000 square feet of Class A office space to State Compensation Insurance Fund; and Wells Real Estate Funds in the disposition of a 200,000 square foot Class A office building to Ross Dress For Less for its corporate headquarters. Recent significant land sales include 25 acres to a local developer for development of individual buildings for sale and Shea Properties' recent 45-acre land sale to Sutter Hospital.

Beatty has advised and represented tenants in over 50 million square feet of transactions and is responsible for negotiating over \$1.5B worth of transactions. Clients have included IKEA, Pixar/Disney, Ryerson Steel, Bay Area Beverage, Aetna Realty Advisors, Sun Micro Systems, and Costco.

He has been recognized with a number of awards including BT 'Commercial Company Wide Top Producer', 'Oakland Salesperson of the Year', and 'Broker of the Year' by *Lincoln Property Company*. He has also been awarded 'NAI Chairman Award West', 'NAI President's Award', 'Retail Deal of the Year Winner' by the *San Francisco Business Times*, and 'National Broker Award' by *Airborne Express*. In addition to his membership of Society of Industrial and Office Realtors (SIOR), he was the past President of the East Bay Brokers Association.

Beatty comes to JLL from Cassidy Turley where he served as a managing director, and prior to that he and was a Senior Marketing Consultant with Norris, Beggs & Simpson. Peterson joins from Newmark Cornish & Carey, where he was a Senior Vice President and Principal.

JLL's Northwest region employs 1,200 full time employees and operates major corporate offices Northern California, Oregon and Washington. JLL has been named one of the 'Best Places to Work in the Bay Area' by the *San Francisco Business Times*.

For more news, videos and research resources on Jones Lang LaSalle, please visit Jones Lang LaSalle's [U.S. Media Center web page](#).

About Jones Lang LaSalle

Jones Lang LaSalle (NYSE:JLL) is a professional services and investment management firm offering specialized real estate services to clients seeking increased value by owning, occupying and investing in real estate. With annual revenue of \$4.0 billion, Jones Lang LaSalle operates in 70 countries from more than 1,000 locations worldwide. On behalf of its clients, the firm provides management and real estate outsourcing services to a property portfolio of 3.0 billion square feet. Its investment management business, LaSalle Investment Management, has \$47.6 billion of real estate assets under management. For further information, visit www.jll.com.

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