



JLL Adds Financing Expertise in the Pacific Northwest

John Lo joins Seattle office to lead debt and equity practice

SEATTLE, July 31, 2014 – Strong demand for debt and equity expertise in the Pacific Northwest has led JLL's Capital Markets to hire industry veteran John Lo to lead the firm's real estate investment banking practice for Washington and Oregon. Lo will work with Managing Directors Stuart Williams, Lori Hill, Buzz Ellis and David Young along with their teams and under the direction of Executive Managing Directors and leaders of the firm's debt and equity financing platform Tom Fish, Tom Melody and Mike Melody. He will offer clients a broad platform of services including debt originations, structured financings, and joint venture equity investments for all property types and has completed over \$5 billion in debt and equity closings throughout his career.

"As JLL remains dedicated to make JLL's Capital Markets the strongest in the country, John's expertise will truly elevate the firm's status, especially in the Pacific Northwest," said Fish.

"John's experience with debt and equity recapitalizations, acquisitions and redevelopments as well as construction and bridge financing is exactly the type of presence we need in the Pacific Northwest," said Williams. "In addition, his knowledge across office, industrial, retail and multifamily properties will serve a broad client base."

Lo was a founding and lead partner in Bluewater Realty Capital, a regional mortgage banking firm in the Pacific Northwest. Prior to that, he served as a vice president at Intervest Mortgage, as a construction lender for the Wells Fargo Real Estate Group, and as a real estate investment banker with a national brokerage firm. He earned Bachelor of Science from the University of Southern California with a focus on Real Property Development and Management.

About Capital Markets

JLL 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 clients — whether a sale, financing, repositioning, advisory or recapitalization execution. In 2013 alone, JLL Capital Markets completed \$99 billion in investment sale and debt and equity transactions globally. The firm's Capital Markets team comprises more than 1,300 specialists, operating all over the globe.

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

-Ends-

JLL Adds Financing Expertise in the Pacific Northwest

About JLL

JLL (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 fee revenue of \$4 billion, JLL has more than 200 corporate offices and operates in 75 countries worldwide. On behalf of its clients, the firm provides management and real estate outsourcing services for a property portfolio of 3 billion square feet and completed \$99 billion in sales, acquisitions and finance transactions in 2013. Its investment management business, LaSalle Investment Management, has \$48.0 billion of real estate assets under management. JLL is the brand name of Jones Lang LaSalle Incorporated. For further information, visit www.jll.com.

Contact: Heather Filkins
Phone: +1 312 228 2139
Email: Heather.Filkins@am.jll.com

Andrew Neilly
+1 925 930 9848
Andrew@Gallen.com