



JLL Adds Matt O'Brien to Boost Industrial Expertise in Seattle

Former professional baseball player brings power-ball pitches to JLL's Industrial Practice

SEATTLE, March 3, 2015 – In a move designed to further enhance the firm's successful service offerings and support continued growth in the Puget Sound region, JLL today announced the appointment of Executive Vice President Matt O'Brien to its regional industrial team.

O'Brien will operate out of the firm's office in Seattle. O'Brien partners with the firm's existing industrial team of Chris Spofford and Casey Trees. Additionally, O'Brien will work with JLL's Seattle and West Coast Capital Markets teams in an effort to expand the company's Pacific Northwest Industrial Investment sales practice.

"Matt is highly respected in the industry and is one of the top industrial brokers in the region," said Joe Smurdon, Market Leader for the Seattle-Bellevue region, JLL. "His strong work ethic and commitment to client service makes him a perfect fit for JLL. We are thrilled to have him on our team."

An 11-year veteran of commercial real estate, O'Brien has become an accomplished institutional agency leasing and investment sales broker in the Southend industrial market. O'Brien has extensive experience in tenant representation, land sales and development underwriting, and owner-user sales. In 2014, Matt leased over one million square feet of space and participated in investment sales totaling well over \$100 million.

O'Brien has been named a CoStar Power Broker in six of the previous seven years.

He joins JLL from CBRE. Prior to his career in commercial real estate, O'Brien was a collegiate and professional baseball player, pitching up to the Triple-A level with the Oakland Athletics organization.

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 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 \$4.7 billion and gross revenue of \$5.4 billion, JLL has more than 230 corporate offices, operates in 80 countries and has a global workforce of approximately 58,000. On behalf of its clients, the firm provides management and real estate outsourcing services for a property portfolio of 3.4 billion square feet, or 316 million square meters, and completed \$118 billion in sales, acquisitions and finance transactions in 2014. Its investment management business, LaSalle Investment Management, has \$53.6 billion of real estate assets under

management. JLL is the brand name, and a registered trademark, of Jones Lang LaSalle Incorporated. For further information, visit www.jll.com.

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