

JLL Raises Bar in Sacramento Suburbs

Michael Stassi and Daniel Baker join JLL and grow their suburban office presence

SACRAMENTO, March 29, 2017 – While downtown Sacramento's office market continues to see strong leasing activity, prompting declining vacancy and rising rents, the city's suburbs are also seeing significant growth. For much of 2016, six of Sacramento's suburban office markets had higher than 15 percent vacancy. By the end of the year, however, only three markets were on that list: Point West, North Natomas and the Highway 50 corridor. Absorption of office space in markets like Roseville and Folsom far exceeded the market as a whole.

Against this backdrop, JLL has added to its suburban market firepower with the appointment of respected experts Michael Stassi and Daniel Baker. With more than thirty years of combined market experience, Stassi and Baker have seen significant success representing several of Sacramento's most well-known and entrepreneurial developers as well as many large institutional owners and REITs. They continue to reinforce their relevancy in the market, having recently completed five value-add sale transactions totaling over 400,000 square feet. And more recently, Stassi and Baker successfully represented Ryan Heater and Eva Hill in their partnership's acquisition of the highly desirable quarter city block at the northwest corner of 9th and L Street in downtown Sacramento.

"Michael and Daniel come to JLL with great professional reputations and highly respected careers. I believe they will provide our clients with tremendous depth of knowledge regarding the many complex issues facing occupiers and owners in the suburban Sacramento market," said Greg Levi, Managing Director, JLL.

Stassi joins as Senior Vice President; Baker, as Vice President.

Michael Stassi is a Certified Commercial Investment Member (CCIM); a member of the Association of Commercial Real Estate (ACRE), and he holds a Bachelor's degree in Political Science from UC Davis.

Daniel Baker holds a Bachelor's in Business and Economics from UC Santa Barbara and also studied at the University of Copenhagen, Denmark. Daniel is an active member and past board member of the Rotary Club of Point West in Sacramento.

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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



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clients, managed 4.4 billion square feet, or 409 million square meters, and completed sales acquisitions and finance transactions of approximately \$136 billion. At year-end 2016, JLL had nearly 300 corporate offices, operations in over 80 countries and a global workforce of more than 77,000. As of December 31, 2016, LaSalle Investment Management has \$60.1 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.

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