



JLL Adds to Mid-Market Multifamily Expertise in Seattle

Don Flanigan joins JLL as Vice President

SEATTLE, February 16, 2017 – Driven by continued strong business expansion and job creation, the Puget Sound region’s sizzling rental apartment market continues to attract more and more multifamily investors. And, as prices rise and buyer competition increases for high density, close-in urban communities, more of those investors are looking outside of cities to so-called secondary markets for investment opportunities.

JLL has responded to this growing trend by adding Don Flanigan, an investment expert with strong experience in mid-market transactions, to its already deep multifamily bench in Seattle. He joins as Vice President.

“Don will work closely with our existing team to provide our clients with additional insight and knowledge when it comes to transactions in the \$5 million to \$15 million range,” said David Young, Managing Director. “His record in analyzing and assessing these types of transactions as well as his construction management experience allows us to expand our multifamily offerings in an area that is growing in importance for more of those clients,” he added.

Flanigan was formerly with Envision Northwest, a Seattle-based residential builder. He holds a B.A. in Business Administration from Western Washington University in Bellingham.

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 2015 alone, JLL Capital Markets completed \$140 billion in investment sale and debt and equity transactions globally. The firm’s Capital Markets team comprises more than 2,000 specialists, operating all over the globe.

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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 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.

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