



## As Bay Area Data Center Market Heats Up, JLL Adds Key Talent

*Industry veteran Raul Saavedra joins JLL's San Francisco Office*

SAN FRANCISCO – 4 August, 2016 – In an era of ‘Big Data’, with the digital universe estimated to be doubling every year and the need for data storage growing at a similar rate, the data center real estate sector has become an increasingly competitive and complex environment. This is especially the case in the San Francisco Bay Area, where the stunning growth of the tech economy is directly driving demand for data center space.

In a move to provide Bay Area landlords and tenants with greater expert insight into this rapidly changing sector, JLL has announced the appointment of Raul Saavedra, a veteran data center real estate professional, as Executive Vice President.

Saavedra joins from Digital Realty Trust, Inc., where he served as a Senior Asset Manager with responsibility for a portfolio of data center and colocation facilities throughout the Western United States.

“I’ve worked with Raul over the years in a number of different capacities and he is a consummate real estate professional with deep experience in leasing, development, entitlements and asset management with solid personal relationships. He will provide valuable insight and expertise to our data center clients as they look to efficiently navigate real estate options in the Bay Area,” said Christopher T. Roeder, International Director, JLL.

Saavedra has also worked as a real estate consultant and also was an Asset Manager for Lucas Real Estate Holdings, Inc. where he oversaw the development and leasing of Letterman Digital Arts Center in the Presidio of San Francisco.

He holds an M.B.A from Northwestern University’s Kellogg School of Management and a B.A. from the University of Illinois at Urbana-Champaign. In his free time he enjoys playing tennis. He resides in Tiburon and is a Board member of the Tiburon Peninsula Little League.

For more in-depth analysis of the trends and news shaping San Francisco’s real estate market, economy, business trends and more, visit The Edge, JLL’s dedicated regional information resource. 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. A Fortune 500 company with annual fee revenue of \$5.2 billion and gross revenue of \$6.0 billion, JLL has more than 280 corporate offices, operates in more than 80 countries and has a global workforce of more than 60,000. On behalf of its clients, the firm provides management and real estate outsourcing services for a

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property portfolio of 4.0 billion square feet, or 372 million square meters, and completed \$138 billion in sales, acquisitions and finance transactions in 2015. Its investment management business, LaSalle Investment Management, has \$59.1 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](http://www.jll.com).

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