



Jones Lang LaSalle Capital Markets is a full-service global provider of capital solutions for real estate investors and occupiers.

**A dedicated team
that understands the
industrial market**

Our Industrial professionals are focused on serving the unique requirements of industrial investors. By creating customized solutions and providing support to our customers at every step of the process, we ensure maximum returns on warehouse and manufacturing facilities.

We help clients:

- Arrange the disposition of individual industrial assets and portfolios nationwide
- Raise debt and equity through relationships with thousands of capital sources
- Engage in joint ventures with partners we already know and trust
- Optimize transaction economics with our net lease structure and build-to-suit expertise

**The advantages
of working with
a world-class team**

Institutional investors, REITs, privately held investment companies, lenders and corporate clients all rely on our expertise as a strategic advantage. From in-depth market analysis to valuation and underwriting expertise to portfolio structuring, our Industrial professionals help you thrive in today's complex environment. We help our clients successfully market their industrial property and provide a direct link between sellers and qualified buyers through our extensive database.

The goals of investing may be the same, but the ways to get there have changed. Stagnant deal volumes in 2008 and 2009 left a vacuum in the industrial investment marketplace that was only partially filled by 2010 sales. Expect increasing sales volumes in 2011 and 2012.

- Investors are hungry for acquisitions and have a significant amount of capital ready to be placed in the market
- Cap rates have compressed significantly, approaching 2006 – 2007 levels, driven primarily by attraction debt

Jones Lang LaSalle Capital Markets

Industrial

Transaction highlights



Navistar
Joliet, Illinois
Leased 522,500 s.f. vacant building and expanded it by over 50% to 860,100 s.f.



North by Northwest Seven-Building Portfolio
Indianapolis, Indiana
Sale
\$29,600,000

Dedicated support through every phase

When you hire Jones Lang LaSalle Capital Markets to dispose of your real estate investments you get a single, agile, integrated company with a client-centric approach to real estate.

- Financial underwriting
- Marketing material preparation and distribution
- Property tours
- Bid analysis and negotiation
- Due diligence and closing assistance
- Constant client communication
- In-depth knowledge of the investor universe and most active groups
- Strategic thinking to uncover value opportunities

One firm mobilized to meet specialized needs

Our in-depth local market and global investor knowledge delivers best-in-class solutions for our clients—whether a sale, financing, repositioning, advisory or recapitalization execution. In the last five years, Jones Lang LaSalle Capital Markets completed more than \$250 billion of transactions globally. Our Capital Markets team comprises approximately 800 specialists, operating in 185 major markets worldwide. In a broader context, all of Jones Lang LaSalle is at your disposal. You leverage the entirety of our expertise, including agency leasing, property management, tenant representation, development, strategic consulting, construction, sustainability services, lease administration, government services, higher education and facilities management.

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