



Real value in a changing world

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 retail

Our Retail professionals deeply understand the market and factors that drive retail real estate by leveraging their knowledge of consumer, economic and demographic trends influencing the value to retail property. Whatever your investment—grocery-anchored, strip center, power center, lifestyle center or regional mall—our experts will effectively position your property and attract the right investors.

We help clients:

- Arrange the disposition of individual retail 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

As the nation's largest third-party retail property manager, Jones Lang LaSalle maintains relationships with retailers, owners and developers around the world. Our ability to understand complex deal structures is unparalleled, and our savvy has been repeatedly demonstrated in the successful negotiation of deals across the spectrum of retail products and locations. From the urban center of New York to the suburbs of Dallas, we are here to help.

Global resources with local market knowledge

From customized analysis and vision-driven results to marketing strategies and world-class research, everything we do is tailored to each individual transaction. The Retail team utilizes CapLink, a proprietary Jones Lang LaSalle tool that provides real-time market insight and tracks which lenders, buyers and sellers are most active nationally. CapLink is used for every assignment to ensure all sources are contacted and monitored in order to achieve the most aggressive terms. Our philosophy is simple—transparency helps fosters an environment of open communication, leading to an integrated effort that drives quickly and efficiently to the best results.

Transaction highlights



Greenbriar Mall
Atlanta, Georgia
Investment sale
+/- \$30,000,000



The Mall at the Point
Sayreville, New Jersey
Investment sale
In market



Westdale Mall
Cedar Rapids, Iowa
Investment sale
In market



Village on the Parkway
Addison, Texas
Investment sale
Terms confidential



Brookfield Towne Centre
Brookfield, Wisconsin
Investment sale
In market



Lakeview Pointe Shopping Center
Stillwater, Oklahoma
Investment sale
Terms confidential



Prime Outlets Jeffersonville
Jeffersonville, Ohio
Investment sale
In market



Summit Point
Atlanta, Georgia
Investment sale
In market



Huntington Square Plaza
East Northport, New York
Investment sale
In market

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 three years, Jones Lang LaSalle Capital Markets completed more than \$250 billion of transactions globally. Our Capital Markets team comprises approximately 800 specialists, operating in 180 major markets worldwide.

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