



## **Messina joins JLL as executive managing director of its New York consulting/advisory group**

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JLL has hired Joseph Messina as executive managing director of its New York consulting/advisory group. He will be responsible for leading and expanding the firm's client service and analytic capabilities. In addition, Messina will provide high-level consulting and transaction strategy, structuring and execution services.

Messina, 40, has more than 18 years of experience in New York commercial real estate. He offers a unique combination of strategy and financial planning expertise that helps facilitate the development and implementation of value-add occupancy decisions. Messina's ability to translate financial and operational objectives into tactical vision maximizes the economic objectives of the real estate transactions and structures JLL pursues for its clients.

"Joe is the ideal professional to lead our New York consulting/advisory group," said Phil Palmer, executive managing director and head of New York brokerage. "His expertise will be of great value to both our investment and occupier clients, and his experience, leadership skills and vision will further enhance JLL's ability to provide tailored consulting and advisory services."

Prior to joining JLL, Messina served as executive managing director with a major Manhattan brokerage firm, consistently ranking as one of its top producers. While there, he developed and managed a consulting/analytics group that served the firm's New York and New Jersey offices. Messina launched his career in real estate at the firm in 1997 as an associate consultant.

Messina has provided strategic and financial planning services for a wide range of clients that include Rothschild North America, Hilton Worldwide, Deluxe, Weidlinger Associates, Inc., Hatch Mott McDonald, Sumitomo Corporation of America, Warby Parker and Cognizant Technology Solutions.

Messina has been honored as a Power Broker by CoStar Group annually for the past eight years. In addition, he was profiled as a "Broker All Star" by Real Estate New Jersey, and featured as a "40 Under 40" by Real Estate New Jersey and Real Estate New York, and as an "All Star" by Commercial Property Executive. He earned a bachelor's degree in Environmental Science and Public Policy from Harvard University, graduating cum laude. Messina is a member of the Harvard Varsity Club and the Real Estate Board of New York. He is a licensed real estate salesperson in the states of New York and New Jersey.

JLL is a leader in the New York tri-state commercial real estate market, with more than 1,600 of the most recognized industry experts offering brokerage, capital markets, property/facilities management, consulting, and project and development services. In 2013, the New York tri-state team completed approximately 25.9 million s/f in lease transactions, arranged capital markets transactions valued at \$2.1 billion, managed projects valued at nearly \$7.0 billion, and oversaw a property and facilities management portfolio of 95.3 million s/f and an agency leasing portfolio of 67

million s/f.

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