



## **Swingle named executive managing director at Grubb & Ellis, New York region**

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According to Grubb & Ellis Co., Joseph Swingle has been named executive managing director, N.Y. He will be responsible for managing and growing Grubb & Ellis' presence throughout the metro region.

Swingle succeeds David Arena, who has been promoted to chairman, Tri-State Region. In this position, he will focus exclusively on expanding the company's client roster by leveraging the resources of the Grubb & Ellis platform to deliver comprehensive real estate solutions to a wide range of clients.

"With Joe leading our day-to-day operations in New York, and David focused full-time on nurturing and expanding client relationships, we are enhancing Grubb & Ellis' ability to expand its presence and better serve clients in one of the world's most important and complex markets," said Jack Van Berkel, chief operating officer and president, real estate services. "In the nearly four years David has been with Grubb & Ellis, he has raised the company's profile considerably and more than tripled the company's property assets under management in New York. Now is the right time for Joe to take the helm as we look to recruit high quality professionals and grow market share through service excellence."

Swingle joined Grubb & Ellis in 1988. A 22-year real estate services veteran, he has served as executive managing director, Global Client Services since 2004. In this role, he was responsible for managing more than 1,400 professionals as well as the relationships with over a dozen corporate facilities management clients occupying in excess of 100 million s/f of property.

While in this position, the company's facilities management portfolio doubled in size with a majority of the growth coming from existing client relationships. These clients include Aetna, Citi, Capital One, IBM, Kraft Foods, The Hartford, Reed Elsevier and Nordstrom.

"I'm very excited about the opportunity to oversee our New York-area offices," Swingle said. "Grubb & Ellis has a strong client roster and some of the most talented brokerage professionals in the market. Our opportunity and challenge is to broaden our name recognition and grow our presence."

During his tenure with Grubb & Ellis, Swingle has received numerous honors, including the National Award for Outstanding Performance and the Super Nova award, and has been named to the company's Circle of Excellence several times.

Swingle holds the Real Property Administrator and Facility Management Administrator designations and is a member of CoreNet and International Facilities Management Association.

"Joe's appointment demonstrates Grubb & Ellis' commitment to stability and orderly succession planning," Arena said. "As a 20-year veteran of the company, Joe brings a steady hand and a deep reverence for the firm's clients. Grubb & Ellis has never been in a better position to take advantage

of the opportunities in the New York commercial real estate market."

Arena joined Grubb & Ellis in 2006 from Jones Lang LaSalle. A 25-year veteran of the New York commercial real estate market, he is one of the industry's best known local professionals. While at Jones Lang LaSalle, Arena advised a blue-chip roster of clients such as MetLife, Morgan Stanley, Goldman Sachs, Hines and the Port Authority of New York and New Jersey. He also spent nine years at Morgan Stanley as the head of Global Corporate Real Estate. Arena began his real estate career at Tishman Speyer Properties in 1986.

Arena holds a bachelor's degree from Fordham University and serves in many charitable organizations, including the Covenant House, Capuchin Food Pantries, United Way and the Muscular Dystrophy Association. In addition, he is involved in a number of real estate organizations, including Urban Land Institute, CoreNet Global, the NYC Partnership and the Real Estate Board of New York.

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