

Trammell Crow Company

FOR IMMEDIATE RELEASE

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JOHN BALESTRA PROMOTED TO PRINCIPAL

LOS ANGELES, CA –[Trammell Crow Company](#) (TCC) announces that [John Balestra](#) has been promoted to Principal with the firm's [SoCal—Los Angeles Business Unit](#). In this role, he will continue to be responsible for sourcing and overseeing new industrial development and investment opportunities throughout the Greater Los Angeles market. He previously served as a Senior Vice President.

"Since joining TCC's Los Angeles team three years ago, John has opened the office to principal-based, vertical industrial development in one of the largest industrial markets in the country," said [Brad Cox](#), Senior Managing Director of TCC's SoCal-Los Angeles Business Unit. "His attention to detail, relentless problem solving, and sheer resolve make him a successful developer, along with his ability to create meaningful relationships with the local municipalities he works with and a trusted advisor to our capital partners."

Balestra is responsible for land and deal sourcing, financial analysis, due diligence, entitlements, debt and equity capital relationships, vertical development coordination and project leasing.

"John's depth of experience and deal tenacity, combined with Vice President Phil Tsui's execution skill set has created a formidable industrial development team in our Los Angeles office," said [Greg Ames](#), Managing Director of TCC's SoCal-Los Angeles Business Unit. "The team is currently overseeing the development of [The Center at Needham Ranch](#), a 2-million-square-foot industrial project, and they are working on another 2-million-square-foot industrial project in Irwindale."

Throughout his 30-year career Balestra has managed the development, leasing, acquisition and property management involving over 15 million square feet of commercial real estate valued at \$1.5 billion.

About Trammell Crow Company

Trammell Crow Company (TCC), founded in 1948, is one of the nation's leading developers and investors in commercial real estate. The Company has developed or acquired 2,700 buildings valued at nearly \$65 billion

and over 590 million square feet. As of September 30, 2018, TCC had \$8.8 billion of projects in process and \$3.6 billion in its pipeline.

Trammell Crow Company's teams are dedicated to building value for its clients with professionals in 16 major cities throughout the United States. The company serves users of and investors in office, industrial, retail, healthcare, multi-family residential, through its operating subsidiary High Street Residential and mixed-use projects. For those who occupy real estate, TCC can execute the development or acquisition of facilities tailored to meet its clients' needs. For investor clients, the company specializes in joint venture speculative development, acquisition/re-development ventures, build-to-suit development or providing incentive-based fee development services.

TCC is an independently operated subsidiary of CBRE Group, Inc. (NYSE:CBRE), a Fortune 500 and S&P 500 company headquartered in Los Angeles, and the world's largest commercial real estate services and investment firm (in terms of 2017 revenue). For more information visit www.TrammellCrow.com.

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