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REAL ESTATE Brokerage picks up four



Jim Cahlin



Jonathan Kingsley



Rod Loschiavo

Jones Lang LaSalle on aggressive hiring spree

by Eric Kalis, DBR. Jones Lang LaSalle is preparing for a South Florida real estate recovery with the hiring of four veteran local brokers. The company announced on Tuesday the addition of four new senior vice presidents: former Cushman & Wakefield brokers Jim Cahlin and Rod Loschiavo and former Grubb & Ellis brokers Jonathan Kingsley and Stephen Rutchik. Cahlin and Loschiavo are

focusing on Broward County office tenant representation and are based in the firm's Fort Lauderdale office. Kingsley and Rutchik specialize in Miami-Dade and Broward office leasing out of the firm's Miami office.

Jones Lang managing director Steve Medwin said the company is not done expanding its South Florida office and industrial practices. **SEE STORY. PAGE A7**

NEW HIRES: Brokerage brings in 'strongest players in every market'

pected," Soefker said. "We thank Rod and Jim for their contributions and wish them well in their future endeavors."

Kingsley and Rutchik, who both previously worked at Grubb & Ellis, specialize in office leasing, representing landlords and tenants in Miami-Dade and Broward counties. The brokers, who have a combined 28 years of South Florida real estate experience handling transactions involving more than 1.5 million square feet of office space, are based in Jones Lang's office in Miami.

A Grubb & Ellis spokeswoman confirmed that Kingsley and Rutchik left the firm. She declined further comment.

Jones Lang (NYSE: JLL) now has about 180 employees throughout Florida.

Calling the newest hires "four great additions with a lot of experience and contacts locally," Jones Lang managing director Steve Medwin told the Review that the company continues to seek expansion opportunities for its South Florida office and industrial leasing operations.

"We have a solid team in Miami-Dade and Broward and look to grow in Palm Beach County," Medwin said. "We feel like we're at the bottom and pretty soon should come out of the downturn. On the office side, there is a lot of activity, so it's important to have both [landlord] and tenant rep experts in the market."

Jones Lang's South Florida executives are not acting on a mandate to add staff from the company's Chicago-based



MELANIE BELL

Thomas Godart, above, a Fort Lauderdale-based broker and developer who previously worked with Cahlin and Kingsley, says the two are 'among the most knowledgeable, professional and thorough [brokers]' he knows.

headquarters, Medwin said.

"We don't have to hire a certain number of people," he said. "It's all about finding the right fit culturally and strategically to fill in the gaps based on client demands for the services of the office and industrial brokerage."

In April, Jones Lang hired another former Cushman & Wakefield broker in Donald Cartwright, who previously

worked at the company from 1996 to 2003. Cartwright's hiring coincided with Jones Lang taking over leasing and management duties at the Southeast Financial Center in downtown Miami on April 1. He has handled leasing at the 200 S. Biscayne Blvd. office tower, formerly known as the Wachovia Financial Center, for the past two years.

Jones Lang also recently picked up

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JONES LANG LASALLE

leasing and management assignments at Miami Tower, the iconic downtown office building purchased in December by a Jones Lang affiliate, and City Place Tower in West Palm Beach.

"We should have some more announcements coming up in the next 60 days or so," Medwin said.

With the latest additions, Jones Lang is bringing in "the strongest players in every market," according to Thomas Godart, a Fort Lauderdale-based broker and developer who previously worked with Cahlin and Kingsley.

"Jon and Jim are among the most knowledgeable, professional and thorough [brokers] I know in the industry," Godart said. "They definitely know how to work with corporate executives. The team Jones Lang has pulled in is as good as it gets" in the region.