Jay has built a long-standing reputation as an innovative thinker, trusted adviser and highly effective leader. He co-leads a multi-disciplined team that provides strategic planning, portfolio optimization solutions and property development services for communities, non-profits, corporate, healthcare and financial institutions. Jay provides clients with strategic insights into negotiating and structuring acquisitions (lease or purchase), dispositions (sales and subleasing ), build to suit or speculative development and structured finance solutions. Recognizing the fundamental importance to create healthy sustainable environments, he strongly advocates to include sustainability strategies integrating health & well being and corporate social responsibility policies into every transaction or development solution.

Jay has extensive international experience, working on strategic projects in Europe, Asia and North & South America. During his career, he has held leadership positions domestically and internationally including Senior Managing Director with CBRE’s Capital Markets Group, Senior Vice President & Principle with the Trammell Crow Company and Development Partner with Liberty Property Trust and Rouse Kent Ltd. Jay serves on the Executive Board and is the President of the Northern California Chapter of CoreNet Global. He is a full member of the Urban Land Institute, serves on the Advisory Board of the Center for Sustainability and Economic Performance and is a member of the Responsible Property Investment Council.

**SUBJECT MATTER EXPERTISE**



**Jay Sholl**

Senior Vice President

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**Partial Client List**

McKesson Corporation

SunPower Corporation

Acadia Healthcare

United Health Group

Prudential Insurance

Stanford Medical School

John Muir Health

San Francisco USD

Trinity UMC

Hewlett Packard

Digital First Media

The Clorox Company

Bay Area News Group

Federal Insurance Company

Allianz Fireman’s Fund

MetLife

General Services Admin

GE Capital

JP Morgan Chase

Clarion Group

The Carlyle Group

Polycom

CRC Health Group

San Francisco Human Services

Calix, Inc.

Pharmerica

* Portfolio Strategies, Acquisitions and Dispositions
* Corporate Finance and Capital Markets
* Headquarters and Campus Planning
* Occupancy Cost Reduction Programs
* Real Estate Development, Consulting and Entitlements
* Multi-market Transaction Management: The Americas, Asia Pac & EMEA
* Product types: office, R&D/flex, industrial, healthcare & multi-family
* Sustainability Strategies, Health & Wellness
* Financial modeling: Argus and Excel

**eDUCATION**

* University of Pennsylvania, Wharton School, Graduate Studies
* University of Washington, Bachelor of Arts

**CREDENTIALS**

* CORENET: Executive Board Member - President, Northern California Chapter
* Urban Land Institute (ULI): Responsible Property Investment Council
* ULI Advisory Board Member: Center for Sustainability & Economic Performance
* San Francisco Planning & Urban Research Center (SPUR)
* Licensed Real Estate Salesperson, State of California