
Martin Kamm
Managing Director
Real Estate Investment Banking



Responsibilities

Martin Kamm, a Managing Director at Jones Lang LaSalle, is responsible for leading the firm's Real Estate Investment Banking group. In this capacity, he is responsible for creating, marketing and structuring debt and equity real estate capitalization solutions on behalf of the firm's institutional investor clients. Mr. Kamm serves in leadership for Jones Lang LaSalle's Note Sale & Advisory practice which advises domestic and international investors on strategy, valuation and execution of loan positions secured by United States-based CRE collateral.

Mr. Kamm's expertise encompasses the full spectrum of real estate financial and investment services with an emphasis in acquisition, recapitalization and development financing. He has extensive experience in financing properties, portfolios of properties, and real estate operating companies. Broad-based capital markets advice includes senior and mezzanine debt, as well as various private equity structures.

In the last four years, Jones Lang LaSalle's Real Estate Investment Banking group has arranged over \$2 billion in capital for its clients.

Recent Transactions

- **Federal Partners** – Conceptualized co-investment leveraged equity investment program to acquire substantially leased Federal Government assets nationally. Raised debt and equity totaling approximately \$360 million in discretionary co-investment vehicle in venture with large public pension fund. This private REIT is co-sponsored by a major West Coast-based public pension fund.
- **Societe Generale** - Provided comprehensive loan advisory and sale strategy and guidance for the US representative office of this Paris-based commercial and investment bank on CRE assets totaling over \$1BB.
- **Opportunistic Loan Acquisitions** – Works exclusively with a series of international opportunistic investors exclusively acquiring performing and non-performing whole loan, B-note, and mezzanine positions secured by strategic US- and Caribbean-based CRE collateral. Advisory services include “buy-side” strategy development, sourcing, and valuation of these positions.
- **Spaulding & Slye Investments** – Arrange approximately \$200 million annually in construction and permanent debt and institutional equity for this tactical co-

investment merchant banking business. Spaulding & Slye Investments is focused primarily on opportunistic investment in substantial development/re-development of office buildings in urban markets throughout the North East and Mid-Atlantic.

- **Prudential Real Estate Investors** – Various annual financings. Recently arranged structured joint venture equity financing with credit support overlay on acquisition and redevelopment of a 1MM SF redevelopment venture located in the Greater Washington DC Metro Area.
- **csgPartners** – Conceptualized this sponsor-level investment company that acquires office and industrial CRE assets located along the Interstate-95 Corridor from Southern New Jersey to Richmond / Greater Tidewater Virginia. Exclusively through JLL, this private REIT seeks third party debt and promotable equity for its acquisitions.

Experience

Mr. Kamm has over 20 years of real estate capital markets experience including identifying, analyzing, pricing, presenting and closing debt and equity transactions. Prior to joining Jones Lang LaSalle, Mr. Kamm served as the Director of Investments at Northwestern Investment Management Company. There he focused on debt and joint venture equity investments on behalf of the parent company's general account. Previously, Mr. Kamm served as a partner in Acquisitions for LaSalle Investment Management where he managed all aspects of the acquisitions closing and funding process for the firm's institutional investor clients.

Education

Loyola College, MBA

George Mason University, BA, Economics and Concentration in Statistics

Professional Affiliations

National Association of Industrial and Office Properties

Real Estate Group, Washington, DC

DC Building Industry Association (DCBIA)

Real Estate Investment Advisory Council

Pension Real Estate Association Representative

Association of Foreign Investors in Real Estate