



JEFFREY W. SHELL
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PROFESSIONAL EXPERIENCE

Mr. Shell is Executive Vice President and a national leader in CBRE's Corporate Capital Markets. Corporate Capital Markets plays an integral role in both the Capital Markets and Global Corporate Services divisions of the company, providing capital markets advisory and execution expertise for planned and existing assets on behalf of corporate occupiers, developers and owners. Expertise resident within Corporate Capital Markets includes finance, accounting, capital markets, and development and construction in order to solve for GAAP, tax, cash, regulatory, delivery, operations and other client objectives. The group provides advisory and execution proficiency on a full range of real estate and credit-based capital structures for single-tenant and corporate-owned properties, including sale/leasebacks, single-tenant investment sales, and credit-based financing using CTLs and synthetic leases.

Mr. Shell heads a Michigan-based team that has closed transactions representing over \$9 billion in value across North America. In 2015, Mr. Shell completed assignments totaling approximately \$1 billion in value.

For corporate occupiers, Mr. Shell and his team have structured and executed capital solutions for a wide range of corporate objectives on existing assets or build-to-suit projects and have provided expertise on leasing teams for large lease transactions. Additionally, Mr. Shell has represented many of the nations' leading developers and institutional owners for investment sales or finance of existing single-tenant projects or build-to-suits nationwide.

Mr. Shell is a member of CBRE's Global Task Force on Lease Accounting, is active in various industry organizations, and is a frequent speaker at numerous industry forums on the topic of build-to-suit financing, lease accounting, single-tenant net-lease investment sales, and structured finance for real estate.

Prior to joining CBRE, Mr. Shell was Executive Vice President and National Head of Corporate Finance for Grubb & Ellis from 2009 through 2011. Prior to that Mr. Shell spent sixteen years at Cushman & Wakefield, most recently as Executive Director in the Investment Banking division of Cushman & Wakefield's Capital Markets Group. Additionally, Mr. Shell led Cushman & Wakefield's Build-to-Suit Advisory Services practice and was a member of their Global Supply Chain Solutions group. Mr. Shell began his career in Chicago with Rubloff, Inc., a large commercial developer.

PROFESSIONAL AFFILIATIONS

- ULI

EDUCATION

- Michigan State University, BS combining Engineering and Business