



LISA ST. JOHN
PRINCIPAL



Lisa St. John is a founding Principal of L.A. Realty Partners and specializes in Tenant and Landlord Representation, as well as Investment Sales throughout Los Angeles. Formerly a Managing Director with Jones Lang LaSalle where she was responsible for the Southern California market, and a Principal with Trammell Crow Company in the Global Services Division, she has more than 25 years of experience in commercial real estate. With a strong background in financial analysis, lease negotiations and strategic consulting, Lisa has completed more than 2,000 lease transactions. Ms. St. John has represented some of the highest-profile transactions in Southern California including representation of the Los Angeles Unified School District for their 1.0 million square foot headquarters, as well as an additional 600,000 square feet of office lease transactions, Transamerica Insurance (275,000 SF), Facey Medical Foundation (200,000 SF), Citibank (160,000 SF) and Kaiser Permanente (100,000 SF). Other clients include Foley & Lardner, Stroock & Stroock & Lavan, Goodwin Procter and Towers Perrin.

Given her vast experience with large and complex transactions, Ms. St. John has received national recognition as one of both Jones Lang LaSalle's and Trammell Crow Company's top brokers. She has also been named on various "Top Broker" Lists such as *Commercial Property News*, *Real Estate Southern California* and *The Los Angeles Business Journal*. She is the recipient of the "Transaction of the Year Award" by the *Los Angeles Business Journal*, received *CoStar's* "Largest Transaction" Award, and has been honored nationally by *Commercial Property News*. She was also recognized as one of the "Top Women in Real Estate" and featured on the cover of *Real Estate Southern California*.

Ms. St. John previously worked at Citibank, N.A. in the International Banking Group, primarily in Tokyo, Japan where she was Citibank's first woman officer in Japan.

EDUCATION AND AFFILIATIONS

- M.B.A., Harvard Business School
- B.A., Colgate University
- Thomas J. Watson Scholar in Japan
- Past Chair of the Los Angeles Commercial Real Estate Association
- Recipient of 2010 "Visionary Award," Girl Scouts of Greater Los Angeles