

Intelligence, innovation and *insight*

Timely and informed research and analysis is an accepted prerequisite to successful decision making. This practice helps our clients understand market trends, identify opportunities, test new ideas and challenge conventional thinking. Partnering with Jones Lang LaSalle's leading Research and Consulting team is one of the smartest decisions our clients will make.



Why Jones Lang LaSalle?

Jones Lang LaSalle's leading Research and Consulting team has a successful track record of providing clients with practical solutions to complex problems. Our research and consulting services are backed by market-leading proprietary databases and analytical models.

- The largest and most comprehensive database of its kind in Australia. We collect proprietary data on over 700 property-related variables, most of which are updated on a quarterly basis. Our database spans over 30 years and covers a wide variety of indicators such as supply/construction and demand/leasing activities, rentals, vacancies and capital values
- The skills and experience of our research analysts and consultants are drawn from a wide range of fields including property, economics, statistics, accounting, valuation, finance, urban planning and market research
- We have the largest commercial real estate consultancy capacity in the world with over 630 consultants across 34 countries and 87 locations, which provides immediate access and powerful insights into global trends
- Relevant and up-to-date market information derived from constant contact with real estate industry leaders, academic institutions and our own in-house operatives

- A robust and consistent process of forecasting and econometric modelling, which ensures that market information and opinions are subject to rigorous testing. Our projections are based on a multi-disciplinary approach of careful data collection, statistical estimation and judgement, providing a comprehensive and contestable picture of future market conditions to support strategic recommendations
- Sensitivity analysis, which provides a basis for testing decisions against a range of alternative possible scenarios

The reputation of Jones Lang LaSalle Research and Consulting is built upon independent and objective analysis as evidenced in the 20-year success of the Real Estate Intelligence Service (REIS), to which most of Australia's largest banks, REITs and fund managers subscribe.

At the same time, the team maintains a close contact with the other business units of Jones Lang LaSalle involved in real estate transactions, valuation services and asset management. This ensures that consultancy advice and research opinions are continuously tested against today's market conditions rather than an abstract analysis of data.

Research and Consulting

How can we help?

Our Research and Consulting team offers a wide and growing range of products and services to give our clients a competitive advantage, which include the following:

- **Economic Analysis:** Macro and micro-economic analysis of property markets; economic impact assessments; retail trade area analysis; competition analysis; demographic analysis; turnover projections
- **Property Market Research:** Detailed market research of all major asset classes; supply/demand studies; benchmarking property indicators; portfolio strategies; investment market strategies
- **Development Advisory:** Market research, forecasting and feasibility analysis ensure that project risk is identified and managed, and that new supply is balanced by demand. Recent projects include development advice on large-scale infrastructure projects, urban regeneration areas, master plans and transit-oriented developments
- **Financial Analysis:** Feasibility analysis; highest and best use; rental income projections; market yield analysis, cash flow analysis
- **Demographic Analysis:** Profiling of the residents' socio-demographic characteristics
- **Forecasting Services:** Tailored forecasting of markets, sectors and individual assets that drive asset allocation, portfolio analysis, leasing strategies and buy-sell decisions
- **Real Estate Intelligence Service (REIS):** The leading real estate research and data service in Australia and Asia Pacific. This subscription service comprises detailed market coverage of all core sectors such as historical quarterly data, analysis, market commentary and forecasts
- **Regular Commentaries:** Economic updates, market commentaries and surveys of investor and retailer sentiment as well as monitoring of physical markets and performance indices
- **Research Papers:** Thought-leading papers that identify and analyse issues important to the property industry.

FOR MORE INFORMATION

Dr David Rees – Head of Research and Consulting
tel +61 2 9220 8514
david.rees@ap.jll.com
Joanne Henderson – Head of Market Research
Real Estate Intelligence Service (REIS)
tel +61 2 9220 8528
joanne.henderson@ap.jll.com

Consultants

David Snoswell – Director
Head of Consulting
tel +61 8 8233 8843
david.snoswell@ap.jll.com
Tim Brown – Director
tel +61 2 9220 8440
tim.brown@ap.jll.com
Mark Ryan – Director
tel +61 3 9672 6670
mark.ryan@ap.jll.com
Ben Koop – Manager
tel +61 7 3231 1373
ben.koop@ap.jll.com
Ben Larsson – Senior Analyst
tel +61 2 9220 8616
ben.larsson@ap.jll.com
Anna Garvey – Analyst
tel +61 3 9672 6632
anna.garvey@ap.jll.com

Strategic Analysts

Nicholas Crothers – Director
tel +61 2 9220 8525
nicholas.crothers@ap.jll.com
Andrew Ballantyne – Director
tel +61 3 9672 6554
andrew.ballantyne@ap.jll.com
Leigh Warner – Director
tel +61 7 3231 1445
leigh.warner@ap.jll.com
Andrew Bouhlas – Senior Analyst
tel +61 8 9483 8404
andrew.bouhlas@ap.jll.com