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JLL signs three new lease at Williams Corp. Center totaling 23,299 s/f

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Marlborough, MA JLL's MetroWest leasing team has completed three new leases totaling 23,299 s/f within Lake Williams Corporate Center, a 210,000 s/f office campus at 62 Forest St. JLL managing director Phil DeSimone and vice president Rob Mahoney represented ownership, a client of Washington Capital Management, Inc.

Tyler Technologies leased 7,000 s/f. The tenant was represented by Stan Burwick, president of New England Industrial Properties.

Walgreens relocated their New England sales offices to Lake Williams from Waltham, signing a long-term lease for 7,200 s/f. Walgreens was represented by Arlon Brown, senior advisor of SVN Parsons Commercial Group.

The largest of the new leases was signed by Immunovia, a Swedish life science start up focused on the development and diagnosis of cancer and autoimmune diseases. Immunovia, represented by CBRE senior vice president Rob Walles, chose Lake Williams Center as the site of their new North American beachhead, signing a lease for 8,700 s/f.

The three firms will join Babcock Power, who recently leased 46,000 square feet taking over a full floor here.

JLL managing director Phil DeSimone and vice president Rob Mahoney represented Washington Capital Management in negotiations for the three transactions.

This recent leasing activity brings the park's total occupancy to over 97%. These three new tenants are a mix of both start up and established companies from a variety of different industries.

"We're excited to welcome these dynamic companies, a combination of both local Marlborough firms and newer entrants arriving from outside 495/West and New England," said Mahoney. "It speaks to ownership's vision and commitment to the asset, and the Center's universal appeal to diverse companies with varying usage needs, from life science and R&D to a more traditional office use. It's also a testament to the success of Marlborough and the region as an increasing number of companies continue to recognize the value of establishing their operations here."

Built in 2001, Lake Williams Center is a premier, Class A campus with impeccably maintained office

space easily accessible from I-495 and the Mass Pike/I-90 in Marlborough. This modern campus provides flexible office space perfect for a wide range of user types including software and high-tech, healthcare/medical, financial services, professional services, and business services. It offers all of the amenities today's workforce demands: a full-service, on-site cafeteria; an on-site fitness center with showers and lockers; a lounge and conference facility; large, bright window lines, outdoor patio spaces with seating; newly renovated lobbies, and excellent connectivity certified by WiredScore. Lake Williams Center is asset managed by Washington Capital Management on behalf of their client, with property management overseen by National Development.

JLL is a leading professional services firm that specializes in real estate and investment management. A Fortune 500 company, JLL helps real estate owners, occupiers and investors achieve their business ambitions. In 2016, JLL had revenue of \$6.8 billion and fee revenue of \$5.8 billion and, on behalf of clients, managed 4.4 billion s/f, or 409 million square meters, and completed sales acquisitions and finance transactions of approximately \$145 billion. At the end of the second quarter of 2017, JLL had nearly 300 corporate offices, operations in over 80 countries and a global workforce of nearly 80,000. As of June 30, 2017, LaSalle Investment Management had \$57.6 billion of real estate under asset management. JLL is the brand name, and a registered trademark, of Jones Lang LaSalle Incorporated.

Washington Capital Management, Inc. ("WCM"), an SEC-registered investment advisor, is an employee-owned provider of investment management services to institutional and private clients. WCM has professionals with extensive expertise and experience to manage real estate mortgages and real estate equity accounts while also offering stock, bond, and cash management strategies. The company has over \$5.4 billion in assets under management and is headquartered in Seattle, Washington, and has seven branch offices located in the metro Los Angeles area, San Francisco, Spokane, Anchorage, Portland, and Boston.

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