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## **Lee & Associates opens Boston location - will specialize in tenant representation for office, life sciences, industrial, and retail clients**

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Shown (from left) are: Ty Janney, Eric Solem, and Robert Elmer.

Boston, MA Lee & Associates, one of the largest broker-owned commercial real estate firms in North America, is opening a new Boston location. The office will specialize in tenant representation for office, life sciences, industrial, and retail clients, with plans to strategically recruit teams that will grow their agency and capital markets capabilities in the city and the larger New England market.

Lee & Associates Boston will be led by Eric Solem, Ty Janney, and Robert Elmer, J.D. Their team of professionals has already cultivated a strong client roster that includes a number of international firms operating in the technology and bio/life sciences industries.

“We are incredibly excited about the addition of this talented group in such an important geographic region for Lee & Associates. We have spent quite a bit of time in Boston and are very confident that this is the best entrepreneurial team of brokers and leaders in the market. They have outstanding resumes, excellent client connectivity, and have already been successful in winning and servicing business delivered by Lee & Associates professionals around North America,” said Lee & Associates CEO, Jeff Rinkov.

Janney joined Solem to launch Landmark Real Estate Advisors, LLC. in 2008, and together with

Elmer continued to grow the firm to where they successfully serviced over 300 active clients.

Prior to their move to Lee & Associates, Solem, along with Janney and Elmer served as managing principals of the firm.

“We feel that Lee & Associates was the right fit to help us grow by enhancing our strong client service lines in national and global markets. As trusted advisors for our clients, we felt that the Lee & Associates commercial real estate service platform was a natural cultural fit with our team. We look forward to working with like-minded advisors who own and operate their offices with respect, integrity and passion for delivering results,” said Solem.

Solem spent a decade consulting with Fortune 500 companies on business strategy and operations prior to transitioning into brokerage with Trammell Crow Company's Boston real estate advisory services team. He earned his MBA from Babson College and was a distinguished graduate in Instructor Pilot Training and was a Pilot in the U.S. Air Force, where he received his Bachelor of Science degree from the U.S. Air Force Academy.

Janney began his career in commercial real estate in 1992 in the valuation/appraisal sector in the aftermath of the Savings and Loan Crisis of the early 1990s. He transitioned briefly to a role in property management before moving into brokerage, where he spent a successful 13 years as a senior executive at Boston firms Cushman & Wakefield, Grubb & Ellis Company, and Peter Elliot. Janney graduated with a BA in History from Union College in 1992.

Elmer was a partner at Taylor, Duane, Barton & Gilman, a downtown Boston law firm, before joining Landmark Real Estate Advisors, LLC ten years ago. His 20+ years of litigation experience allows him to help businesses identify and address their real estate needs while ensuring his clients obtain their desired lease terms without surprises. Elmer graduated from the University of Notre Dame and graduated cum laude from Notre Dame Law School.

Lee & Associates has established an emphasis on expansion over the last five years; new office locations include Toronto, ON; Cincinnati, OH; Raleigh, NC; Miami, FL; Seattle, WA; Walnut Creek, CA; Vancouver, BC; Minneapolis, MN; Pasadena, CA; Lehigh Valley, PA; Columbus, OH; and Houston, TX.

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