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Sullivan joins JLL's Capital Markets team

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Tom Sullivan

Boston, MA JLL Capital Markets has hired Tom Sullivan as a senior managing director in its local office. Sullivan, who will be part of the Capital Markets group, will focus on debt and equity advisory transactions throughout the Northeast.

Sullivan joins JLL from a global commercial real estate firm where he spent the last six years building and leading the structured finance advisory group for its New England region. During this time, he successfully advised on more than \$3 billion in debt and equity transactions for institutional clients, as well as regional/local operators and developers. Prior to his tenure there, Sullivan spent 14 years as a lender working on heavily structured CMBS, mezzanine and balance sheet loans with a focus on the Mid-Atlantic through New England corridor. Sullivan has handled more than \$12 billion of debt and equity transactions across all asset types during his career, including multi-housing, industrial, office/biotech, retail and development sites/land.

“In today’s environment, our clients are relying on us more than ever for expert advice in navigating the capital markets space,” said Brett Paulsrud, senior managing director and co-lead of JLL’s Boston Capital Markets team. “We’re thrilled to onboard Tom, who is an industry veteran with a varied background from both the lending and intermediary aspects of the business. Tom will undoubtedly be an immediate value-add to JLL as a firm and our client-base.”

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