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**THOMAS G. LAWYER NAMED PRESIDENT,  
TRANSWESTERN COMMERCIAL SERVICES***Proven Real Estate Executive Brings 30 Years' Experience Guiding Real Estate Enterprises*

(OCT. 8, 2018 – HOUSTON) – Transwestern today announces it has named Thomas G. Lawyer President of Transwestern Commercial Services. As the firm's leader, Lawyer will ensure continued service excellence through 35 U.S. offices, guide the implementation of innovative real estate solutions, lead expansion opportunities, and direct strategic business development that capitalizes on the company's consultative service approach to deliver comprehensive solutions to clients.

"Tom is one of the most effective leaders I have encountered during my career, and his global perspective on commercial real estate will be of immense value to our firm as we carry out our growth plans and expand client solutions," said Larry P. Heard, CEO of Transwestern. "His breadth of knowledge and relationships will be a tremendous resource for our institutional owners and occupier clients as well as our team members. An ideal cultural fit for Transwestern, he is committed to furthering organizational strategy through precise execution – and doing so with a refreshingly entrepreneurial spirit."

Lawyer comes to Transwestern from JPMorgan Chase & Co., where he most recently served in Commercial Banking as Vice Chairman of the company's Real Estate Banking Group. During his tenure as head of the group, he was responsible for U.S. real estate banking to top-tier real estate developers, investors, real estate operating companies, investment funds and REITs. His contributions helped JPMorgan Chase build a first-class lending business and become a dominant player in the space. He co-chaired the Real Estate Banking Investment Committee and also served on the Global Real Estate Council for the firm.

"I have known Transwestern and its leadership for many years and have always been impressed by their commitment to service excellence and integrity," Lawyer said. "Retaining a strong, consistent corporate culture is no easy task as a company expands in breadth and depth, but Transwestern has succeeded in doing so. I share the firm's entrepreneurial spirit, as it is what got me excited about commercial real estate early in my career, and look forward to capitalizing on the company's strengths to elevate performance

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outcomes for team members and clients. I am truly honored to be joining Transwestern and working side by side with the many great partners across the platform.”

Prior to JPMorgan Chase, Lawyer spent nearly a decade with Citibank, where he held the position of Managing Director, Commercial Real Estate Finance, overseeing the national origination platform and operations of a national loan portfolio. Earlier in his career, Lawyer gained significant experience in multifamily, retail, office and industrial portfolio operations, management, mergers and acquisitions, and workouts through his positions at various banks and real estate companies.

Transwestern Commercial Services provides property management, consulting, agency leasing, occupier solutions, capital markets and research services for office, industrial, retail, multifamily and healthcare projects. In addition to serving on the company’s board of directors and executive committee, Lawyer will also participate on an enterprise-wide steering committee which spans the services, investment management and development arms of the company, where he will contribute to, and execute on, Transwestern’s aggressive growth initiatives.

#### **ABOUT TRANSWESTERN**

Transwestern is a privately held real estate firm of collaborative entrepreneurs who deliver a higher level of personalized service – the Transwestern Experience. Specializing in Agency Leasing, Occupier Solutions, Capital Markets, Asset Services and Research, our fully integrated global enterprise adds value for investors, owners and occupiers of all commercial property types. We leverage market insights and operational expertise from members of the Transwestern family of companies specializing in development, real estate investment management and research. Based in Houston, Transwestern has 35 U.S. offices and assists clients through more than 211 offices in 36 countries as part of a strategic alliance with BNP Paribas Real Estate. Experience Extraordinary at [transwestern.com](http://transwestern.com) and @Transwestern.

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