

Lisa St. John
Principal



Ms. St. John recently joined Madison Partners as a Partner in the firm. Prior to this, Ms. St. John was a Managing Director with Jones Lang LaSalle and specialized in tenant and landlord representation in West Los Angeles and Downtown Los Angeles. With more than 23 years of experience in real estate, Lisa brings a strong background in financial analysis and lease negotiation and strategy to this position. Previously, Ms. St. John was a Principal at Trammell Crow Company for 17 years.

Ms. St. John has completed more than 900 lease transactions in the West Los Angeles and Downtown Los Angeles markets, and has worked with such notable companies as Transamerica Insurance, American Express, Comerica, Activision, City National Bank, Merrill Lynch, Strock & Strock & Lavan, Katten Muchin Rosenman, T. Rowe Price, Sony Entertainment, American Golf, Kodak and Goodwin Procter.

Given her vast experience with large and complex transactions, Ms. St. John has consistently been a Top Broker with both Jones Lang LaSalle and Trammell Crow Company. Additionally, Ms. St. John has been named on various Top Broker Lists such as Commercial Property News, Real Estate Southern California and The Los Angeles Business Journal. She is the recipient of the "Transaction of the Year Award" by the Los Angeles Business Journal, CoStar's "Largest Transaction" Award, has been honored nationally by Commercial Property News, and was recognized as one of the "Top Women in Real Estate" and featured on the cover story by Real Estate Southern California.

Ms. St. John previously worked at Citibank, N.A. in the International Banking Group for the Asset Based Finance Group, primarily in Tokyo, Japan, where she was Citibank's first woman in office in Japan.

Education and Affiliations:

M.B.A. Harvard Business School
BA Colgate University
Thomas J. Watson Fellow in Japan

Professional and Charitable Affiliations:

Past Chairman, Los Angeles Commercial Realty Association
CoreNet
St. Matthew's School Board of Trustees
St. Matthew's Church Vestry Member
Former Board Member of the Los Angeles Girl Scout Council