



Scott Homa
Senior Vice President
Market Research

Current Responsibilities

Scott Homa is Senior Vice President and Director of Mid-Atlantic Research at JLL. Mr. Homa oversees the daily operations of research initiatives and directs the statistical tracking of key economic and market fundamentals to provide insight and predictive intelligence to owners, investors and occupiers of commercial real estate. In this capacity, Mr. Homa manages a team of 10 regional market analysts and regularly advises clients, prospects, governmental groups and economic development organizations on acquisition, development, disposition and strategic planning initiatives.

Experience

Mr. Homa joined JLL in 2005 as a Research Associate focused on the Mid-Atlantic commercial office market. In that role, Mr. Homa produced regular submarket reports, supply and demand analyses, economic forecasts and offering memorandums for large-scale leasing and sales assignments.

Mr. Homa was promoted to Mid-Atlantic Research Manager in 2009, Vice President in 2011 and Senior Vice President in 2014. His work throughout his tenure at JLL earned recognition from the American Marketing Association for *Best Quantitative Research* and his market insights have been regularly quoted in leading business publications, including *The Wall Street Journal*, *Washington Post*, *Washington Business Journal* and various real estate trade publications.

Before joining JLL, Mr. Homa held a variety of positions in economics and finance, serving as a Research Clerk with the Department of Economic Analysis at the U.S. Securities and Exchange Commission, a Venture Capital Analyst at MCG Capital and a Research Associate for a non-profit consulting firm.

Education, Affiliations and Honors

Mr. Homa received a bachelor's degree in Finance, *Cum Laude*, from Georgetown University in 2003. While at Georgetown, he was a staff writer for *The Hoya*, and was nominated for the Edward J. Bunn award for excellence in student journalism.

He has lectured at several undergraduate and graduate-level business programs, including Georgetown University's Masters in Real Estate, George Washington University's International Honors and the University of Cincinnati's Lindner Honors-PLUS programs and has been asked to testify before the U.S. Congress on matters related to federal real estate.

Mr. Homa received a variety of internal and external accolades while at JLL, including the firm's VIP Award for six consecutive years and the Alliance Business Partner Award in 2009 and 2011. In 2013, Mr. Homa was named to Bisnow's "35 Under 35" list.