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MONDAY, JUNE 29, 2009

Michael McKiernan joins Avison Young

by Chicago Industrial Properties Reports
Chicago

Commercial real estate veteran Michael McKiernan has been appointed principal and managing director of Avison Young-Chicago. [Avison Young](#), Canada's largest independently-owned commercial real estate services company, opened its first U.S. office in Chicago in January 2009.

McKiernan comes from Cushman & Wakefield where he was most recently executive managing director for the Chicago offices and director of industrial brokerage-Americas.

Effective immediately, McKiernan will oversee the Chicago region, with responsibility for the overall management of Avison Young's Chicago office, recruitment of additional professionals, and direct client service.

Between 2002-2006 and 2008-2009, McKiernan was executive managing director and branch manager for the Chicago offices at C&W. He also served as director of industrial brokerage-Americas from 2007-2009. As market manager, McKiernan oversaw the day-to-day management and operations of the Chicago offices and was a partner in leading the regional Midwest initiatives for C&W. As leader of the Industrial Services practice, he had the responsibility to grow C&W's \$125-million Industrial group, and work with C&W's Industrial Brokerage clients throughout North and South America.

Prior to joining C&W, McKiernan served on the corporate staff of Grubb & Ellis as president of its Eastern Region with responsibility for \$300 million in revenue and 28 profit centers. Prior to his Eastern Regional responsibilities, he was Executive VP and Area Manager of the Great Lakes Region, where total annual revenues exceeded \$56 million.

Having begun his real estate career in 1989 as an industrial broker with Grubb & Ellis, McKiernan subsequently became sales manager of the Chicago/O'Hare offices. As an industrial real estate specialist, he represented major corporations and facilities, with transaction activity ranging from 20,000 to 1.8 million square feet. Under his direction, the Chicago/O'Hare operation became Grubb & Ellis' most successful U.S. office.

McKiernan earned a BS in Communications Studies from Northwestern University and, prior to entering the commercial real estate field, his career was in the publishing industry. His positions included Regional Account Manager for Time magazine, Midwest Advertising Director for Advertising Age magazine and Account Executive with the Chicago Tribune Company.

Founded in 1978, Avison Young is Canada's largest independently-owned commercial real estate services company and the only national, Canadian-owned, principal-managed real estate brokerage firm in the country. Headquartered in Toronto, Ontario and ranked among Canada's leading national commercial real estate organizations, Avison Young is a full-service commercial real estate company comprising more than 500 real estate professionals in 12 offices across Canada and in Chicago.



McKiernan

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