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John Hauser joins Avison Young's Chicago brokerage operations



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CHICAGO, Sept. 20 /PRNewswire/ - Michael McKiernan, Avison Young Principal and Managing Director of the company's Chicago office, announced today that John Hauser - one of Chicago's top industrial real estate brokers - has joined Avison Young's brokerage operations in Chicago.

Effective immediately, Hauser joins Avison Young as a Principal and will continue his industrial practice in the northern suburbs of Chicago and Southern Wisconsin. He was most recently a Senior Director, Industrial Brokerage Services with Cushman & Wakefield in Chicago.

"John has a great reputation in the Chicago industrial market. His outstanding experience, insight and expertise in the market will allow us to service our clients at new levels," comments McKiernan. "With his long-standing relationships in the market, John will lead Avison Young's efforts in developing new business and building a team in the very important north suburban submarket."

Avison Young is Canada's largest independently-owned commercial real estate services company. It opened its first U.S. office in Chicago, IL in 2009, followed by U.S. offices in Washington, DC; Atlanta, GA; Houston, TX; and Tysons Corner, VA over the past year.

"To be joining a company with such a strong relationship with many companies in North America, and to be working with an experienced and driven group of innovative-thinking professionals is something I very much look forward to," says Hauser. "I am also excited to be part of an organization with such growth potential, and one that is focused on client success through trust building. I look forward to sharing in the growth of the company."

"John is a seasoned industrial broker who brings years of experience to Avison Young along with a lengthy track record of success for clients," adds Earl Webb, Avison Young's President, U.S. Operations. "We are thrilled to have him join our Chicago industrial team as well as our senior leadership group in the region."

In the last 18 months, Avison Young has grown from 11 to 21 offices and from 300 to more than 700 real estate professionals across Canada and in the U.S.

Hauser joined Cushman & Wakefield in 2003 and, over the next seven years, was a top performer in his market. In 2007, he was named the number one industrial performer in the Chicago and Rosemont offices. Hauser has negotiated more than 200 transactions valued at \$400 million, including: leasing and marketing assignments for Manulife Financial Corporation's Lake County portfolio (including a 300,000-square-foot (sf) building in Gurnee, IL); a 100-acre business park for McShane Companies; and a sellout of a 110-acre premier business park for United Conveyor Corporation.

In 2009, Hauser represented Yaskawa America Inc. in the final lease of a 140,000-sf fully A/C assembly and manufacturing facility in Southern Wisconsin. He has also been responsible for one of the largest transactions in his market area, representing Bridge Development in the purchase of 30 acres and subsequent 300,000-sf of speculative construction, which was valued at more than \$40 million.

Prior to joining Cushman & Wakefield, Hauser was a Managing Director and Industrial Specialist with Insignia/ESG between 1990-2003. During his tenure at Insignia/ESG, he was involved in the successful completion of 370 transactions, including the leasing assignment of a 1.8-million-sf manufacturing plant for Johns Manville.

Named by NAIOP as a finalist for Industrial Transaction of 2007 was the brokering and positioning of a 100-acre premier business park, Liberty Point Corporate Center in Libertyville. This farm site was overlooked by many developers until Hauser brought in McShane Companies. Medline, a medical supply company, signed a 600,000-sf build-to-suit contract for a new warehouse on the property. In one of the largest market transactions in 2005, Hauser represented Duke Realty in the purchase and redevelopment of 6300 West Howard in Niles, IL, which was a \$40-million transaction.

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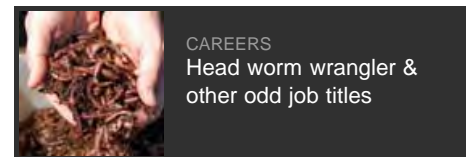
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Hauser has represented property owners including Manulife Financial Corporation, Duke Realty, Volkswagen of America, Johns Manville, Harris Bank, Rohn & Haas, Motorola, Woodward Governor Company, Centerpoint Properties, and Prologis. He has consummated major leases with tenants such as Motorola, Panasonic, Walgreens, ITT Corporation and Yaskawa America Inc.

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 700 real estate professionals in 21 offices across Canada and in the U.S. The company provides value-added, client-centric investment sales, leasing, advisory, management, financing and mortgage placement services to owners and occupiers of office, retail, industrial and multi-residential properties.

www.avisonyoung.com

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- Editors/Reporters: please click on link to view and download photo of John Hauser:

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