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Wall Street Journal
New York, NY
March 23, 2012

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1:46p Bearish bets

1:44p **BREAKING**

Gold ends 0.9% higher at \$1,643.90 an ounce

April 9, 2012 1:56 PM EDT

New York **Open** London **Closed** Tokyo **Closed**

DOW	-100.43	NASDAQ	-27.49	S&P 500	-13.26
12,959.71	-0.77%	3,053.01	-0.89%	1,384.82	-0.95%

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PRESS RELEASE

March 23, 2012, 10:00 a.m. EDT

Tenant-representation veteran Mark Stables joins Avison Young in Chicago

CHICAGO, March 23, 2012 /PRNewswire via COMTEX/ - Industry leader becomes Principal, will focus on core specialty

Michael McKiernan, Avison Young Principal and Managing Director of the company's Chicago office, announced today that leading commercial real estate broker Mark Stables has joined Avison Young's

brokerage operations in Chicago.

Effective immediately, Stables joins Avison Young as a Principal and will continue to serve as a tenant-representation specialist. He was most recently a Senior Vice-President with Grubb & Ellis in Chicago.

"It is a pleasure to reunite and work with a professional of Mark Stables' stature. He is highly respected in the industry and has garnered a substantial corporate client following during his industry career," comments McKiernan, who worked with Stables previously at a different firm. "I would describe Mark as a pioneer in the area of tenant representation. He was an early adopter of the tenant-representation practice and has developed an impressive list of longtime clients. He will continue to focus on national multi-market accounts in addition to the Chicago metropolitan market."

Stables brings 28 years of commercial real estate industry experience to Avison Young. He joined Grubb & Ellis in 1996 and has fulfilled more than \$2 billion worth of assignments while representing tenants in Chicago and in more than 100 other U.S. markets. He has provided office and industrial clients with strategic-planning advice on corporate relocations, lease restructuring and renewals, new facilities, build-to-suit developments, consolidations, expansions, lease buyouts, purchases, sales and sale/leasebacks.

During his tenure at Grubb & Ellis, Stables was selected to the national Circle of Excellence for exemplary client service and leadership while serving such leading organizations as Liberty Mutual Insurance Company, New York Life, Prudential Securities, the Trane Company, PaineWebber Incorporated, and FirstMerit Corporation, to name a few.

Prior to joining Grubb & Ellis, Stables was a Senior Vice-President of Corporate Services at Baird & Warner, focusing on tenant representation. Before entering the real estate industry, he worked for Inland Steel subsidiary Joseph T. Ryerson & Sons, Inc., gaining insight on negotiation skills and an understanding of corporate needs and cultures.

Stables holds a Bachelor of Science degree from the University of Illinois-Urbana. He is a past-president of the Realty Club of Chicago and a licensed managing broker in the State of Illinois.

"Avison Young has undergone significant growth over the past three years and I am impressed by the company's performance and current strategic direction. I am truly looking forward to being a part of the company's growth and contributing to its continued success," says Stables. "I am also grateful for the opportunity to share my knowledge

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http://www.marketwatch.com/story/tenant-representation-veteran-mark-stables-joins-avison-young-in-chicago-2012-03-23[4/9/2012 10:56:39 AM]

and insights with young professionals in Chicago and across the company. The collaborative atmosphere and dedication to client service is clearly the focus of our company. I'm also thrilled to be working with Mike McKiernan again as Avison Young expands its footprint throughout North America and to Asia and Europe in the future."

Over the past three years, Avison Young has grown from 11 to 28 offices and from 300 to more than 900 real estate professionals across Canada and the U.S. Today's announcement comes on the heels of Avison Young opening new offices in Reno, NV and Bethesda, MD earlier this month.

Last month, Avison Young was named a winner of Canada's 50 Best Managed Companies program for 2011, sponsored by Deloitte, CIBC, National Post and Queen's School of Business.

Founded in 1978, Avison Young is Canada's largest independently-owned commercial real estate services company. Headquartered in Toronto, Ontario, Avison Young is also the largest Canadian-owned, principal-managed commercial real estate brokerage firm in North America. Comprising more than 900 real estate professionals in 28 offices across Canada and the U.S., the full-service commercial real estate 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.

• Editors/Reporters: please click on link to view and download photo of Mark Stables http://www.avisonyoung.com/sites/default/files/content-files/Media_Room/Temp/Mark_Stables.jpg

SOURCE Avison Young (Canada) Inc.

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