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Monday, July 12, 2010

Avison Young Acquires Appian Realty Advisors

Last Updated: July 11, 2010 12:18am ET

By Erika Morphy

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Gonzalez

MCLEAN, VA-Avison Young is expanding its DC-area presence with the acquisition of Appian Realty Advisors, a locally based real estate firm. Avison is bringing 16 employees on board--including 12 brokers and project management professionals led by Dan

Gonzalez and Tom Sandlin. Gonzalez and Sandlin are principals of Avison Young and senior vice presidents in the Northern Virginia office. Terms of the acquisition were not disclosed.

A Canadian company, Avison Young has been pushing further into the US market since 2009, when opened its first stateside office in Chicago. It has opened offices in Atlanta, Houston, and Washington, DC over the past six months.

Gonzalez and Sandlin formed Appian Realty Advisors in 2007. Its leasing portfolio consists of nearly 50 listings totaling 2.35 million square feet and project management and consulting assignments of 775,000 square feet. It has also expanded into other areas, **most recently forming** a new division, Appian Capital, to place debt and equity funding for new and existing projects throughout the Mid-Atlantic region.

A number of brokerage firms have set up shop or expanded operations in the District in recent months, including FirstService REA, which **brought on board** much of the former GVA Advantis team. More recently, at the beginning of the year, Cassidy & Pinkard Colliers **made the jump** from regional to

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