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JayRickey: Avison Young Buys Appian

## Avison Young Buys Appian Realty Advisors

**Avison Young**, Canada's largest independently-owned commercial real estate services company, has acquired **Appian Realty Advisors, LLC**, a Northern Virginia-based agency leasing, tenant representation and project management firm.

The change in ownership will add 16 employees -including 12 brokers and project management professionals led by **Dan Gonzalez** and **Tom Sandlin** - to Avison Young's U.S. Capital Region operations.

Effective immediately, Gonzalez and Sandlin become Principals of Avison Young and Senior Vice-Presidents in the Northern Virginia office. Terms of the acquisition were not disclosed.

Avison Young opened its first U.S. office in Chicago, IL in 2009, followed by U.S. offices in Washington, DC, Atlanta, GA and Houston, TX over the past half year. In the last 18 months, Avison Young has grown from 11 to, now, 20 offices and from 300 to nearly 700 real estate professionals in Canada and the U.S.

## RELATED SEE:

[Avison Young Opens Office in DC, Recruits Keith Lipton as Managing Director](#) (11/9/2009)

[Avison Young Branches into Atlanta, Adds Steve Dils](#) (1/21/2010)

In 2001, Gonzalez and Sandlin established their own organization, which they renamed **Appian Realty Advisors, LLC** in 2007, after successful careers at the Staubach Company where they consistently achieved national top production awards.

Appian Realty Advisors, LLC is a full-service commercial real estate firm with agency leasing, tenant representation and project management service lines. The company represents owners and occupiers in dispositions and investment sales, and provides equity/joint venture financing, development consultation and construction management services. Appian also operates specialty practice groups devoted to data centers and the biotech and healthcare markets. With its clients, Appian creates strategies for cost-effective, optimally functional facilities for research and development, laboratories, manufacturing and patient care.

Appian's agency leasing portfolio currently comprises nearly 50 listings totaling 2.35 million square feet (msf) with 1.4 msf available for lease or sale; land listings in excess of 1,000 acres listed for sale or lease; tenant/buyer representation assignments totaling 500,000 square feet (sf); and project management and consulting assignments of 775,000 sf.

"We are well-positioned for further expansion," said Keith Lipton, Avison Young Principal and Managing Director of the Washington DC Capital Region. "This is a strategic acquisition that gives Avison Young a competitive business advantage in several key areas,"

Effective immediately, Appian's office, located at 7901 Jones Branch Drive in McLean, Virginia (Tysons Corner), will be rebranded as Avison Young. In terms of timing, Appian's interest in joining Avison Young was driven by Appian's growth of both clients and staff, said Gonzalez.

Gonzalez has more than 17 years of experience in all aspects of commercial real estate. He has managed and executed complex projects consisting of strategic planning/consulting, leasing and sales, financing and development. Gonzalez has completed over 4 msf of local, national and international transactions with a cumulative value in excess of \$2.5 billion.

Gonzalez serves as a board member of the Northern Virginia Technology Council and the Virginia Biotechnology Association; investor committee member of Amplifier Ventures; advisor for the George Mason University Entrepreneurship Center; Governor appointee on the Virginia Biotechnology Advisory Board; Chair of the Equal Footing Foundation; advisor for the National Foundation for Teaching Entrepreneurship; and scholarship reviewer for the Hispanic College Fund.

He holds an MBA from the Johns Hopkins University Carey School of Business and a Bachelor of Science from Old Dominion University.

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Sandlin has more than 20 years of corporate service and development experience with such companies and organizations as MCI, Mobil, Intelsat, Nextel (Sprint), Hughes, the National Association of Securities Dealers, and various Federal Government agencies, where he managed and executed complex projects consisting of strategic planning/consulting, development, acquisition, restructuring, financing and disposition. Sandlin's individual project management experiences range up to 1 msf in size, in addition to having created and planned development projects totaling over 4 msf and 3,000 residential units.

Sandlin serves as a Fredericksburg Regional Alliance board member. He holds an MBA from Vanderbilt Owen Graduate School of Management and a Bachelor of Science in Finance and Quantitative Methods from the University of Alabama at Birmingham.

Together, Gonzalez and Sandlin have represented such notable occupiers as Walmart, Rowe Furniture, Computer Sciences Corporation, Nextel (Sprint), Abraxas Corporation, the Virginia Department of Forensic Science and Mediatech Corporation in transactions for office headquarters, distribution, manufacturing and laboratory space. Owner representation is equally diverse with the Gonzalez/Sandlin team executing agency leasing, development, joint-venture, and sale-lease transactions for the likes of the **New Boston Fund, Buchanan Partners, William & Mary Foundation, Messier Services, Pulsecom, Inc., WestPark Corporate Center and Discovery Center Two.**

