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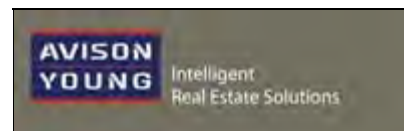
## Former Grubb Exec To Head New Avison Young DC Office

Canadian Firm Taps Keith Lipton as Managing Director and Principal

By [Laurie Forbes](#)  
November 12, 2009

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As part of its plan to expand into the United States, Canadian brokerage firm Avison Young opened a new office in Washington, DC, and recruited several key personnel from Grubb & Ellis to lead its effort.



Keith Lipton, the former executive vice president and managing director of Grubb in Washington, was named managing director and principal. His 20 years of experience includes positions at Jones Lang LaSalle, Insignia/ESG and CB Richard Ellis. His role at Avison includes building a full-service real estate operation in the region through acquisition and recruitment, and expanding the firm's client services platform in DC, Maryland and Northern Virginia.

Other former Grubb staffers joining Avison include former managing director Margaret Donkerbrook who was named vice president of U.S. research, and Sarah Peyton, a former business operations manager who was appointed regional operations manager.

Led by the performance of Lipton, Donkerbrook and Peyton, Grubb's DC branch has been the top performing office for the company since 2008. Lipton and his team were responsible for adding multiple service lines, recruiting 60 percent of the brokers and 80 percent of the total employees in the region, and the company's expansion into Baltimore, MD.

Avison has had a busy 12 months. Last December, it completed its national merger process to create one national corporate entity, and acquired Darton Property Advisors and Managers to make Avison one of Canada's largest property management companies. Avison opened its first U.S. branch in Chicago in January and hired Earl Webb, the former CEO of Jones Lang LaSalle's Capital Markets Group in the Americas, as president of U.S. operations.

Headquartered in Toronto, Ontario, Avison is a 31-year-old, full-service commercial real estate firm with more than 500 real estate professionals in the U.S. and Canada. It is one of Canada's largest independently owned brokerage companies and the only national, Canadian-owned, principal-managed real estate brokerage firm in Canada.