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## Media Release

**For Immediate Release (2 pages)  
Wednesday September 22, 2010**

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**•Editors/Reporters: please click on link to view and download photo of Darrell Betts:**  
[http://www.avisonyoung.com/library/pdf/Media\\_Releases/Darrell\\_Betts\\_400.jpg](http://www.avisonyoung.com/library/pdf/Media_Releases/Darrell_Betts_400.jpg)

### **Top investment sales broker Darrell Betts joins Avison Young's U.S. brokerage operations**

**Houston, TX — Rand Stephens, Avison Young** Principal and Managing Director of the company's Houston office, announced today that **Darrell Betts** – one of the Southwest's most prominent commercial real estate investment brokers – has joined Avison Young's brokerage operations in Houston.

Effective immediately, Betts joins Avison Young as a Principal and will lead the company's Capital Markets practice in Texas and the Southwest U.S. He was most recently an Executive Director with the Capital Markets Group of Cushman & Wakefield of Texas, Inc.

"We are indeed honoured to have someone of Darrell's caliber join Avison Young," comments **Mark E. Rose**, Chair and CEO of Avison Young. "He is extremely effective at relationship-building and his rich experience and successful track record will add significant value to our company and, most importantly, to our clients. We are keenly focused on building our business in the Southwest and Darrell will greatly assist in this effort."

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.

"Darrell is one of the top investment sales specialists in the country. He is a major producer and has a tremendous reputation," says Stephens, who joined Avison Young in June 2010 to open the new Houston office. "With his leadership skills, career achievements and deep background in the industry, Darrell is the perfect person to lead the growth of our Capital Markets Group in the Southwest region. We're very fortunate to have him join our team."

Prior to joining Avison Young, Betts oversaw Cushman & Wakefield of Texas, Inc.'s representation for dispositions of major investment properties owned by financial institutions, pension funds, REITs and private investors. Before that, he was Chief Investment Officer at Thompson National Properties and President of the firm's Middle East Fund, responsible for acquisitions and joint ventures as well as sourcing capital for the Middle East Fund.

Between 1998-2008, Betts was Senior Vice-President, Institutional Investment Group at Grubb & Ellis Company where he headed the leading investment team in the Southwest and the top producing team nationwide for 2007. For a decade, Betts was one of the top producers for Grubb & Ellis, assisting investors in disposing of their investment properties.

Betts began his commercial real estate career 24 years ago and over his career has been involved in more than \$5 billion worth of real estate transactions.

“Darrell adds additional leadership to our national and international Capital Markets business as well as another seasoned senior leader in the Southwest,” states **Earl Webb**, Avison Young’s President, U.S. Operations. “Darrell has been involved in many significant capital transactions in the region and has established a reputation for superior client service and results with many investors across the country. He has a strong strategic orientation that extends well beyond the Texas markets and is accompanied by a lengthy track record of success. We are thrilled to have Darrell on board and look forward to many future years of success and expansion of Avison Young’s business as Darrell and his Houston-based team join us in these endeavors.”

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.

“There are few opportunities in life to be a Principal in an expanding company in your profession. To reconnect with Chair and CEO Mark Rose and join a growing list of top-tier professionals will only help my success in leading the Southwest Capital Markets practice,” says Betts. “I look forward to contributing to the ongoing successes of Avison Young as well as opening new capital connections in Canada for our current and future clients.”

*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.*

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