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AVISON YOUNG

Media Release

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Avison Young named one of Canada's 50 Best Managed Companies for 2011

Commercial real estate brokerage firm triumphs over hundreds of applicants to win premier business award sponsored by Deloitte, CIBC, National Post, Queen's School of Business

Toronto, ON – Fifty of the country's leading private organizations, including **Avison Young**, now have the distinction of being recognized as one of **Canada's 50 Best Managed Companies** for 2011. These companies, spanning every region across the country and an array of industries, have demonstrated business excellence through a rigorous and independent process that evaluates the calibre of their management abilities and practices.

The prestigious national award is sponsored by **Deloitte, CIBC, National Post** and **Queen's School of Business**. The announcement was made today by the national sponsors and in a special report in the *National Post*.

"On behalf of the Board of Directors of Avison Young, our employees and our clients, we are truly honoured to receive this prestigious designation. We are proud to be recognized as one of Canada's 50 Best Managed Companies for 2011 and hope to continue our success for many years to come," comments Avison Young Chair and CEO **Mark Rose**.

He continues: "We, at Avison Young, have created a model that speaks to clients and top talent and we have differentiated ourselves from all other commercial real estate service providers. Our culture is one of partnership. Our equity is in the hands of our Principals, our Principals understand clients' needs and deliver solutions, and our ownership structure is aligned and accountable with client objectives. We are aligned in every way, starting with a clear strategic vision and the conviction to compete as hard as we can, to executing at the highest levels and communicating our success and growth."

Avison Young is the largest Canadian-owned, principal-managed commercial real estate brokerage firm in North America. Since launching its five-year growth plan in late 2008, the company has grown from 11 to 26 offices and from 300 to more than 800 real estate professionals across Canada and the U.S. Executing on and exceeding its goals ahead of schedule, the company now has its eye on future growth in Europe and Asia.



“To be honoured as one of Canada’s 50 Best Managed Companies is a remarkable achievement,” says **Jon Hountalas**, Executive Vice-President, Business Banking, CIBC. “We applaud the success of this year’s winners and we’re proud to recognize their contributions to Canadian business.”

Established in 1993, Canada’s 50 Best Managed Companies national awards program recognizes Canadian companies that have implemented world-class business practices and created value in innovative ways. Applications are reviewed by an independent judging panel that evaluates how companies address various business challenges, including new technologies, globalization, brand management, leadership, leveraging and developing core competencies, designing information systems, and hiring the right talent to facilitate growth.

“We are powered by our Principal ownership, whereby the employees are the owners. Solutions are created and executed by the very people who have both reputational and financial risk. This allows for a much broader and consistent team effort, and is unmatched by any competitor in the industry,” explains Avison Young Principal **Bob Levine**, based in Vancouver, BC. “By investing in meeting the needs of our valuable clients, we hope we have made a positive impact in the national marketplace.”

“We believe that there are three vital building blocks to sustainable growth: strategy, capability and commitment. Avison Young has demonstrated it is a model of success in all three areas and is duly recognized as one of Canada’s Best Managed Companies,” notes **John Hughes**, Partner, Private Company Services group with Deloitte.

Hughes adds: “Today’s marketplace is not just about the investment in the product – it is also about the investment in the people. Avison Young invests in its team to build up a strong and stable company. Canada’s 50 Best Managed Companies carries this attribute, and we are pleased to say Avison Young is one of this year’s recipients.”

Winners of the Canada’s 50 Best Managed Companies award in 2011, along with the Gold Standard winners, Requalified and Platinum Club members, will be honoured at the annual Best Managed gala in Toronto on March 27, 2012. On the same date, the Best Managed symposium will address leading-edge business issues that are key to the success of today’s business leaders.

“Our client list has grown significantly over the past three years as occupiers and investors become aware of our industry-leading client-service model. Avison Young offers the only holistic approach to solving clients’ commercial real estate needs,” adds Avison Young Principal **Robin White**, based in Toronto, ON. “We are deeply appreciative of this prestigious award as it is a distinction that celebrates the entire Avison Young family. We applaud the accomplishments of all 50 companies and their commitment to excellence.”

About Canada’s Best Managed Companies

Canada’s 50 Best Managed Companies continues to be the mark of excellence for Canadian-owned and managed companies with revenues over \$10 million. Every year since the launch of the program in 1993, hundreds of entrepreneurial companies have competed for this designation in a rigorous and independent process that evaluates their management skills and practices.

The awards are granted on four levels: 1) Best Managed winner (one of the 50 new winners selected each year); 2) Requalified member (repeat winners retain the Best Managed designation for two additional years, subject to annual operational and financial review); 3) Gold Standard winner (After three consecutive years of maintaining their Best Managed status, these winners have demonstrated their commitment to the program and successfully reapplied for the designation. Companies may

requalify for two additional years, subject to annual operational and financial review); 4) Platinum Club member (winners that maintain Best Managed status for a minimum of six consecutive years).

Program sponsors are Deloitte, CIBC, National Post, and Queen's School of Business. For further information, visit www.canadas50best.com

Visit the online community for private companies on the Best Managed channel on the Financial Post Executive site: <http://www.financialpost.com/executive/best-managed/index.html>

About Avison Young

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 800 real estate professionals in 26 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.

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