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AVISON YOUNG

Media Release

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• **Photo of Steve Dils for Media Use:**

http://www.avisonyoung.com/library/pdf/Media_Releases/Temp/Dils_Steve.JPG

Industry veteran Steve Dils opens new Avison Young office in Atlanta, Georgia

Leading Canadian commercial real estate firm opens third location outside Canada as part of strategic plan to expand its commercial real estate services footprint across nation; former NFL quarterback Steve Dils recruited as Managing Director

Toronto, ON— Avison Young, Canada's largest independently-owned commercial real estate services company, announced today the opening of a newly-formed Atlanta, Georgia office, and that industry veteran **Steve Dils** has been recruited as Managing Director.

The newest American office will mark Avison Young's third location outside of Canada and represent the next step in the company's aggressive growth and expansion strategy.

Dils, who also becomes an Avison Young Principal, was most recently Executive Vice-President and Managing Director of Grubb & Ellis' Atlanta office where he was responsible for all transaction services operations in the Atlanta marketplace, South Florida and the Southeast affiliates. In his new role, he will be responsible for Avison Young's day-to-day operations in the Greater Atlanta area as well as oversee the company's expansion in the Southeast U.S.

The announcement comes on the heels of the opening of new offices in Washington, DC, Lethbridge, Alberta, and North Toronto in Ontario over the past two months. Avison Young is a leading Canadian commercial real estate brokerage and property management company with more than 500 real estate professionals in, now, 16 offices across Canada and in the U.S.

"We are excited to be opening our newest office in Atlanta, which will enhance our growing presence in the U.S. The hiring of Steve Dils is a significant step for Avison Young in keeping with our strategic plan to expand our commercial real estate services with high quality leaders across the nation," comments Avison Young Chair and CEO **Mark E. Rose**. "Steve has a vision for building a business in the Southeast U.S. that is consistent with Avison Young's overall vision of growth in other key markets. A solution-oriented, highly effective leader with strong values, he is committed to providing clients with superior advisory services, and we are pleased to have him on our management team."

Fuelled by the success of its Canadian operation, Avison Young has been pursuing an active acquisition and expansion strategy over the past year. In 2009, the company opened its first U.S.

office in Chicago, IL, followed by Washington, DC and now Atlanta, GA. New offices in Lethbridge, Alberta and North Toronto in Ontario also began operations last month, and the company has been continually adding key talent in its existing markets over the past 12 months.

“Steve is a very experienced real estate professional and has a wealth of knowledge of the real estate markets, clients and assets in and around Atlanta. His professional track record is excellent, and we are excited to have him on board to assist Avison Young in establishing a presence in the Southeast U.S.,” says **Earl Webb**, Avison Young’s President, U.S. Operations. “Atlanta is one of the largest, most diverse real estate markets in the country and is the hub of commercial activity in the Southeast U.S. Many of our key investment clients have significant presences and holdings in Atlanta.”

Webb says Avison Young is in the process of recruiting other senior brokers and executives to fill the company’s service delivery needs in the Atlanta region, and that plans for the company include further acquisitions and partnerships to grow the Avison Young brand internationally.

“The Atlanta and Southeastern markets, I believe, will be a tremendous opportunity for a firm that is well-capitalized and in a position to take advantage of the current market dynamics,” says Dils. “Avison Young has assembled an outstanding management team and it is an honor for me to be afforded the opportunity to establish Avison Young’s presence in the Southeast.”

Dils has more than 25 years of commercial real estate experience. His background is extensive, ranging from leasing and management to corporate development. During the off-seasons of his 10-year career as an NFL quarterback with the Minnesota Vikings, Los Angeles Rams and Atlanta Falcons, Dils began building his real estate career by working with various brokerage firms. He gained experience in both the commercial and residential development sectors.

After retiring from the NFL in 1988, he focused on his real estate career, serving an 11-year tenure as Director of Leasing and Marketing for PC Associates. At PC, he managed all leasing and marketing activities at Piedmont Center, a 2-million-square-foot class A office complex in the Buckhead submarket of Atlanta. In addition, Dils oversaw the day-to-day communications with Piedmont Center’s third-party management clients while personally averaging 25 transactions per year.

Between 2001 and 2004, Dils served as Senior Vice-President and Regional Manager for the Atlanta office of PM Realty Group where he was responsible for all leasing activity, business development, client relations and management of all Atlanta personnel.

In 2005, Dils joined Grubb & Ellis as Executive Vice-President and Managing Director, overseeing all transaction services operations in the Atlanta marketplace, South Florida and the Southeast affiliates. His focus included business development, client relations, recruitment of top industry professionals, and strategic planning for the office. Dils also worked closely with Grubb & Ellis business line leaders to grow the Southeast offices.

A Seattle native, Dils holds a Bachelor of Arts degree in Economics from Stanford University where he played football under legendary coach Bill Walsh. Dils is Past President of NAIOP – Atlanta Chapter; on the Board of Directors of the Atlanta Commercial Board of Realtors and Board of Advisors of the Metro Atlanta Chamber of Commerce; a member of the Buckhead Coalition; and Past President of the Buckhead Business Association.

*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 500 real estate professionals in 16 offices across Canada and in the U.S. The*

company provides value-added, client-centric investment sales, leasing, advisory, management and financial services to owners and users of commercial, industrial and multi-residential real estate properties.

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· Editors/Reporters: please click on link to view and download photo of Steve Dils:

http://www.avisonyoung.com/library/pdf/Media_Releases/Temp/Dils_Steve.JPG

(If you are unable to open the link, please contact Sherry Quan for pdf attachment to be emailed, thank you.)

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