



REAL ESTATE **ROOSTER**

Putting Together the Pieces at Avison Young



From left to right: Avison Young Partners and Principals Krista Reid, Bruce Logue, Steve Dils, Chet Koenig, Belinda Lauderbaugh and Todd Blalock. Not pictured: Chris Stanley, Tom Crowe, Matt Tritschler, Brent Weitnauer and Chip Watson.

Starting from scratch is a lot easier when you have the right ingredients.

Such is the case at **Avison Young**, the Toronto-based services firm that swooped into town at the beginning of the year, hiring **Steve Dils** to lead its Atlanta and Southeast team. Dils has plenty of experience with managing real estate firms and recruiting talent, and brokers like **Brent Weitnauer**, **Chip Watson**, **Matt Tritschler** and **Alex Hertz** as well as the ownership group at **Hodges Management and Leasing Co.** found it irresistible when Dils pitched the chance to join Avison Young as principals and help build the company's expanding U.S. presence.

"You just don't get these opportunities," said **Chet Koenig**, one of Hodges Management and Leasing's founders and now



a principal at Avison Young. "To have that when all your other needs are being met as well is just serendipitous."

Avison Young's merger with Hodges brought immediate scale to the enterprise, adding a 19 million-square-foot portfolio of Southeast industrial properties to the mix as well as all the financial and reporting capabilities essential to the portfolio's leasing and management.

Watson, Weitnauer, Tritschler and Hertz bring their tenant rep and capital markets expertise to the table and were drawn to Avison Young's strong balance sheet and management and the prospects of starting anew and making an impact.

"This is a place where you can leave your mark and do something few people have the opportunity to do," Watson said.

The entire team's capabilities and existing relationships provide the platform for the Avison Young to recruit additional talent and springboard into retail and office tenant rep and agency leasing. Dils expects to have 10 tenant rep brokers by year end and another 10 by the end of 2011.

"What I've found over the years is this is the part I really like, building the business," Dils said.

The Hits Keep on Coming



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