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Media Release

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Michael McKiernan joins Avison Young as Principal and Managing Director of Chicago operations

Toronto, ON— Mark E. Rose, Chair and CEO of **Avison Young**, announced today the appointment of commercial real estate veteran **Michael McKiernan** as Principal and Managing Director of **Avison Young-Chicago**. Avison Young, Canada's largest independently-owned commercial real estate services company, opened its first U.S. office in Chicago in January 2009.

McKiernan comes from Cushman & Wakefield (C&W) where he was most recently Executive Managing Director for the Chicago offices and Director of Industrial Brokerage-Americas.

Effective immediately, McKiernan will oversee the Chicago region, with responsibility for the overall management of Avison Young's Chicago office, recruitment of additional professionals, and direct client service.

"We are excited that Michael has chosen to join the management team at Avison Young. He is a results-oriented individual and his professional business profile and strong sales and management background will be instrumental in the success of the company's real estate activities in the Chicago marketplace," comments Rose. "The Chicago office marked Avison Young's first location outside of Canada, and the appointment of Michael represents another step in the company's expansion strategy to continually add new dimensions and resources to the company and to grow beyond Canadian borders. Our goal is to continue providing first-rate services to our clients by recruiting the best in our business."

"I am looking forward to working with the national management team and the successful real estate group in Chicago, and to further grow Avison Young's presence in the Chicago and global marketplace," says McKiernan. "I am very impressed by Mark Rose's vision for global expansion and his focus on a differentiated client service model. The company and its brand are well-positioned for accelerated growth, and I am pleased to have the opportunity to be a Principal in a private company that has a strong ownership structure, a continuing growth agenda and an enviable track record of providing quality real estate services."

Between 2002-2006 and 2008-2009, McKiernan was Executive Managing Director and Branch Manager for the Chicago offices at C&W. He also served as Director of Industrial Brokerage-Americas from 2007-2009. As market manager, McKiernan oversaw the day-to-day management and operations of the Chicago offices and was a partner in leading the regional Midwest initiatives for C&W. As leader of the Industrial Services practice, he had the responsibility to grow C&W's \$125-million Industrial group, ensure its quality of performance and work with C&W's Industrial Brokerage clients throughout North and South America.

Prior to joining C&W, McKiernan served on the corporate staff of Grubb & Ellis as President of its Eastern Region with responsibility for \$300 million in revenue and 28 profit centers. Prior to his Eastern Regional responsibilities, he was Executive VP and Area Manager of the Great Lakes Region, where total annual revenues exceeded \$56 million.

Having begun his real estate career in 1989 as an industrial broker with Grubb & Ellis, McKiernan subsequently became Sales Manager of the Chicago/O'Hare offices. As an industrial real estate specialist, he represented major corporations and facilities, with transaction activity ranging from 20,000 to 1.8 million square feet. Under his direction, the Chicago/O'Hare operation became Grubb & Ellis' most successful U.S. office.

Mr. McKiernan earned a BS in Communications Studies from Northwestern University and, prior to entering the commercial real estate field, his career was in the publishing industry. His positions included Regional Account Manager for *Time* magazine, Midwest Advertising Director for *Advertising Age* magazine and Account Executive with the Chicago Tribune Company. He is a member of the Urban Land Institute, CoreNet, National Association of Industrial and Office Properties (NAIOP), Council of Supply Chain Management Professionals (CSCMP), the Commercial Advisory Board and the National Association of Realtors.

*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 12 offices across Canada and in Chicago, IL. 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

• **Photos of Michael McKiernan for Media use:**

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Thank you.

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