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Expansion

Avison Young opens new office in Southwestern Ontario market

Fifth Ontario location represents another step in company's strategy to expand client services both domestically and internationally

Toronto/Guelph — Avison Young announced the opening of a new office in Southwestern Ontario. The newest Ontario office, located at 299 Brock Road South in Guelph, will initially comprise local industry leaders Ray Robinson and Ted Davis, together with Ryan Wilkinson who will join them from Avison Young's Mississauga office. The newly-formed Guelph office will be led by Robinson as Managing Director.

Southwestern Ontario is a market area comprising 2.4 million people. Guelph, a city of 115,000 people, is centrally located in Southwestern Ontario, 28 kilometres east of Kitchener-Waterloo and 100 kilometres west of Toronto. The city is consistently rated as one of Canada's most livable cities because of its low crime rate, clean environment and generally high standard of living.

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"The opening of an office in Southwestern Ontario is a response to growing market potential for Avison Young's services in the region," comments Mark E. Rose, Chair and CEO of Avison Young. "The new office will act as our base of operations in Southwestern Ontario, serving the markets of Guelph, Kitchener, Waterloo and Cambridge in particular, and is a great opportunity for Avison Young to build on the successes of our other Ontario and national operations. With their combined backgrounds and experience in the industry, Ray Robinson and his team will build upon Avison Young's foundation of quality service and lead us to further growth." Today's announcement comes on the heels of Avison Young opening a new office in Boston, MA earlier this month.

In the last 24 months, Avison Young has grown from 11 to, now, 23 offices and from 300 to more than 700 real estate professionals in 20 locations across Canada and in the U.S. "We are thrilled to open an office in Guelph with the level of experience and success that Ray, Ted and Ryan deliver," notes Martin Dockrill, Managing Director of Avison Young's Mississauga office. "Given their market knowledge and professional skill sets, Ray, Ted and Ryan complement our drive to be best-in-class in all of the markets we service. We are excited about the strengthened service platform we can now offer to our clients who do business in Southwestern Ontario."

Dockrill adds: "Located in the heart of Southwestern Ontario, the Guelph, Cambridge, Kitchener, Waterloo and Brantford areas attract and support a wide range of Canadian and international businesses in a variety of industries, including manufacturing, logistics and distribution, technology, retail and professional services. Guelph allows us to stay embedded in the marketplace, in a central location, and close to all major highways."

Avison Young opened its first U.S. office in Chicago, IL in 2009. Since then, the

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company has opened offices in Washington, DC; Lethbridge, AB; Toronto North; Atlanta, GA; Houston, TX; Tysons Corner, VA; Boston, MA; and now Guelph, ON. The company also acquired Tysons Corner, Virginia-based Appian Realty Advisors, LLC and Atlanta-based Hodges Management and Leasing Company (HMLC) in July 2010.

"We are excited about the opportunity to open a commercial real estate office in Guelph and to bring Avison Young's brand and the credibility derived by this brand into the Southwestern Ontario market," says Robinson. "We believe that Avison Young continues to be the most proactive real estate brokerage in Canada, if not all of North America. We are impressed by the company's strong management team, its global vision and client-centric approach to business, and we look forward to contributing our knowledge and experience to the growth and success of the company."

He adds: "Southwestern Ontario is a diversified region that possesses deep roots in the history of our nation, and led by employers such as RIM, Linamar, Toyota and Ferraro Rocher Canada, is a key contributor to the success of Canada. We look forward to working with our new and existing clients and providing them with first-rate real estate services."



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