



Avison Young opens new office in the North market of Greater Toronto



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Press Release

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Fourth Greater Toronto location represents important step in company's strategy to expand client services in Canada's largest commercial real estate market

TORONTO, Dec. 3 /CNW/ - Avison Young, Canada's largest independently-owned commercial real estate services company, announced today the opening of a new office in the North region of Toronto.

The announcement comes on the heels of the opening of new offices in Washington, DC and Lethbridge, Alberta last month. Avison Young is a leading Canadian commercial real estate brokerage and property management company with more than 500 real estate professionals in, now, 15 offices across Canada and in the U.S.

Effective immediately, industry brokerage leaders Adrian Lee and Matt Gunning, two of the most respected and accomplished office leasing brokers in Toronto's North market, join Avison Young as Vice-President, Office Leasing Group, and Senior Leasing Advisor, Office Leasing Group, respectively. Both come from global real estate services firm DTZ Barnicke and will help establish the brokerage capabilities for the newest Avison Young office.

Lee and Gunning will be joined by a team of Avison Young management professionals led by Gary Hudson, Principal and Executive Vice-President, and Steve Harris, Senior Vice-President, Retail, of Avison Young's Management Services Group.

"The opening of an office in North Toronto is a key component of our plan to bring Avison Young's services platform, including brokerage and property management, to our current and prospective clients in this region, which forms part of Canada's largest commercial real estate market," comments Mark E. Rose, Chair and CEO of Avison Young. "The new office is part of our commitment to expand our services and market coverage in Canada's largest city. The North market, which includes North and East Toronto, and York and Durham regions, is one of the fastest growing areas in Canada, and Avison Young is committed to being part of this growth."

"We are pleased to welcome Adrian Lee and Matt Gunning to our new North Toronto operation," comments Mark Fieder, President and Managing Director of Avison Young, Ontario. "Their experience and dominance in the market will provide Avison Young with an instant toe-hold across the region and make for a powerful combination when they team up with Gary Hudson and Steve Harris, who lead our suburban Management Services Group."

Over the past year, Avison Young has pursued an active acquisition and expansion strategy to enhance its solid Canadian operation. Earlier in 2009, the company opened its first U.S. office in Chicago, IL, followed by the offices in Washington, DC and Lethbridge, Alberta last month. The company has been continually adding key talent in its existing markets across Canada.

"Being a member of the Avison Young team in North Toronto will allow us to be part of a best-in-class national platform of services. Avison Young's vision for growth and its focus on the client is completely in keeping with our goal to put the client first," says Lee. "It is all about the culture. Avison Young has what we are looking for - the best talent, sharing of information, and intelligence to help our clients reach their goals."

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"Avison Young is committed to expanding its Toronto operations and national platform by hiring the best talent and raising the bar for our clients. We are looking forward to being part of that team and combining our experience with Gary Hudson and Steve Harris in the North Toronto marketplace," adds Gunning. "Our team has an intimate understanding of the issues and trends affecting landlords and tenants in the market. We look forward to offering our clients intelligent solutions and the knowledge needed to take advantage of opportunities."

Lee, with 21 years of office leasing experience, and Gunning, with seven years of leasing experience, have become one of North Toronto's most successful office leasing teams. They have had the privilege of representing some of Canada's top office owners and corporate occupiers, including prestigious firms such as HOOPP Realty, Menkes Development, GE Capital Real Estate, GWL Realty Advisors, Sun Life, Standard Life, Northam Realty, Emery Investments, Pinedale Properties, Redcliff Realty Management, Investors Group, H&R Developments, and Crown Realty Partners.

In addition to their market leading position representing landlords, Lee and Gunning have also been active as corporate real estate advisors to many of Canada's leading companies. Some of their recent clients include IBM Canada, Dundee Securities Corp., Reitman's Canada Ltd., Morneau Sobeco and iTrans Consulting. Lee and Gunning will work with Avison Young's national tenant representation team to attract and service major corporate real estate occupiers across Canada.

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 15 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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of Adrian Lee and Matt Gunning

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Thank you.

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