

**For Immediate Release (3 pages)
Monday, January 28, 2019**

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• Please click on links to view and download photos of Chris Maling, David Maling and Patrick Barnes:

<https://www.avisonyoung.com/documents/20342/2631393/Chris-Maling.jpg>

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<https://www.avisonyoung.com/documents/20342/2631393/Patrick-Barnes.jpg>

Maling-Barnes team joins Avison Young in downtown Los Angeles

Chris Maling, David Maling and Patrick Barnes become Principals, will focus on expanding firm's Southern California investment sales practice

Los Angeles – Christopher Cooper, Avison Young Principal and Managing Director of the company's Southern California region, announced today the strategic hiring of **Chris Maling, David Maling** and **Patrick Barnes** in downtown Los Angeles.

Effective immediately, all three, known as the Maling-Barnes team, will become Principals of Avison Young and focus on expanding the firm's Southern California and national retail, office and industrial investment sales practices – and collaborate with other investment sales specialists across the company. In addition, the team will continue to expand its national distressed-asset-sales practice in collaboration with Avison Young's asset-resolution practice group.

The team brings 65 years of combined real estate experience to Avison Young, most recently with Colliers in downtown Los Angeles, where the Malings were executive vice-presidents of retail services and Barnes was a senior vice-president of investment sales.

“Chris, his brother David, and Patrick are highly regarded real estate industry leaders who have gained considerable recognition in Southern California and throughout the United States for their proven expertise in retail, industrial and office real estate investment sales,” comments Cooper. “We couldn't be more pleased to have the Maling-Barnes team come on board to lead this integral service delivery platform in Southern California. The addition of Chris, David and Patrick will further our ability to provide high-level, value-added owner and investor services to our clients.”

Cooper continues: “Their expertise will be a tremendous complement to our rapidly growing capital markets and distressed-assets practice. Working together, the entire team will provide owners, investors and lenders alike with best-in-class sales advisory and transaction services.”

The Maling-Barnes team has sold properties throughout 41 U.S. states and has brokered more than \$4 billion worth of investment property sales transactions. In addition to providing investment sales and advisory services, the team works closely with lenders on the disposition of special assets across the nation.

Chris Maling, with more than 30 years of retail investment sales experience, and his brother David Maling, with 21 years of similar experience, have together closed more than \$3 billion in sales. Both were named Colliers Top 10 Producers in the greater Los Angeles region in 2012, 2013, 2014 and 2017, and both were named Colliers No. 1 Investment Specialist in 2012. Barnes, with more than 15 years of office and industrial investment sales experience, has sold more than \$1 billion in real estate assets and was, similarly, one of the 2017 Top 10 Producers in the greater Los Angeles region.

"We are very excited to join the Avison Young family," says Chris Maling. "The firm's culture places a high emphasis on honesty and integrity while fostering a collaborative partnership that is unique in the real estate industry. Avison Young's encouragement for an entrepreneurial approach to client service and solutions also sets the company apart from other service providers. Our team is looking forward to expanding its market share in Southern California and working with our new colleagues in North America, Europe and Asia."

"Chris, David and I were drawn to Avison Young because of its Principal-led, client-centric model, which will allow us to make decisions at the local level and provide a nimble, custom-tailored approach to transaction management for our clients," adds Barnes. "That's a big differentiator for us. Furthermore, Avison Young's exceptional capital markets track record throughout Southern California and the U.S. was very appealing to us."

Prior to joining Colliers, Chris Maling was the senior director, national retail group, with Marcus & Millichap for 22 years. He is active in the industry as a member of the International Council of Shopping Centers (ICSC). In the community, he serves as the president of the San Marino Schools Foundation. He holds a Bachelor of Science degree in business administration from the University of Southern California's Marshall School of Business.

Before joining Colliers, David Maling held director and asset manager positions with Marcus & Millichap, Capital Growth Properties and The Charles Dunn Company. He is active in the industry as a member of ICSC and the Institute of Real Estate Management. He holds a Bachelor of Science degree in business administration from the University of Southern California's Marshall School of Business.

Prior to joining Colliers for a second stint with the firm in 2010, Barnes was a senior associate with CBRE. Before entering the commercial real estate industry, he was a professional football player in the NFL, NFL Europe and the Canadian Football League. He holds a Bachelor of Science degree in American Studies from the University of California, Berkeley.

Also joining Avison Young from the Maling-Barnes team is associate **Paul Clark**.

Avison Young is the world's fastest-growing commercial real estate services firm. Headquartered in Toronto, Canada, Avison Young is a collaborative, global firm owned and operated by its principals. Founded in 1978, the company comprises 2,700 real estate professionals in 87 offices, providing value-added, client-centric investment sales, leasing, advisory, management, financing and mortgage placement services to owners and occupiers of office, retail, industrial, multi-family and hospitality properties.

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