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• **Please click on link to view and download photo of Mark Stainer:**  
[http://www.avisonyoung.com/sites/default/files/content-files/Media\\_Room/Temp/mark-stainer.jpg](http://www.avisonyoung.com/sites/default/files/content-files/Media_Room/Temp/mark-stainer.jpg)

### **Mark Stainer joins Avison Young in North Toronto**

***Industry leader becomes Principal, will focus on industrial sales and leasing***

**Toronto, ON – Mark Fieder**, COO, Canadian Operations, of **Avison Young**, the world's fastest-growing commercial real estate services firm, announced today that industry leader **Mark Stainer** has joined the company in North Toronto.

Effective immediately, Stainer becomes a Principal of Avison Young. He will focus on industrial sales and leasing transactions in Toronto while working with colleagues in Avison Young offices across the Greater Toronto Area (GTA). For the past seven years, Stainer served as Senior Managing Director and National Industrial Practice Leader, Toronto West, for Cushman & Wakefield.

"We're delighted to have Mark join us as we continue to expand our industrial capabilities and coverage across Toronto and the GTA," comments Fieder. "Mark's comprehensive GTA industrial market knowledge, excellent negotiation skills and business savvy will prove invaluable to Avison Young and our clients as we strive to provide the highest level of service on a local, national and global basis. Furthermore, Mark is a proven industry leader who will provide leading-edge sales and leasing advisory services to investors, owner/users, landlords and tenants alike."

According to **Matt Gunning**, Avison Young Principal and Managing Director of the company's Toronto North office: "Mark's presence will greatly assist our firm's effort to recruit top industrial real estate talent. By stepping away from his former day-to-day management role, he will lead by example while completing sales, leasing and build-to-suit assignments that promote innovation, sustainability and increased client profitability."

Stainer brings 29 years of commercial real estate experience to Avison Young. While at Cushman & Wakefield, he managed the firm's largest commercial office in Toronto, overseeing more than 50 brokers and support staff while co-ordinating more than \$500 million worth of industrial and office transactions annually. Before moving to Cushman & Wakefield in 2008, Stainer spent 22 years as a Vice-President with Colliers International in Toronto.

During his career, Stainer has been involved in more than 26 million square feet (msf) of industrial transactions and 286 acres of industrial land sales in Ontario and throughout North America, representing many well-known brands such as Rogers, GM, Magna, Robin Hood Multifoods, Cinram, Solo Cups, Sun Life, Nike, HSBC, Steelcase and HOOPP.

Notable transactions include the sale of a 1-msf industrial building in Brampton, ON to Rogers; the sale of the 48,000-square-foot (sf) former Olympic Torch bid facility in Toronto to CityTV; the design-build of a 262,000-sf distribution facility for Solo Cups; the design-build of a 315,000-sf distribution facility for The Shopping Channel; and executing the largest industrial redevelopment in Toronto's east end – a former CP rail terminal comprising 42 acres redeveloped into three state-of-the-art warehouse facilities totalling 810,000 sf.

Stainer has received numerous sales and service awards for his work and has consistently ranked as one of Canada's top industrial brokers. He is a past Executive Council member of the commercial division of the Toronto Real Estate Board, and an active member of NAIOP, the Society of Industrial and Office Realtors (SIOR) and the Industrial Asset Management Council (IAMC). He holds a Bachelor of Science degree with a minor in business from the University of Guelph.

"I am very much looking forward to collaborating with my new colleagues and helping Avison Young expand its industrial real estate services platform in North Toronto and throughout the GTA region as well as nationally and internationally," states Stainer.

He adds: "The highly dynamic Greater Toronto Area industrial marketplace, which comprises approximately 862 msf, aligns itself seamlessly with other industrial markets in Canada, the U.S. and Europe, and we will offer new and existing clients a full range of services that meet and exceed their unique business needs – regardless of the size of their operations. The decision to move to Avison Young became a no-brainer considering the opportunities for rapid growth and the firm's client-centric business model, which is closely aligned with my core business philosophy. The talk you hear about culture, people and collaboration was not talk – it was clear that it was reality at Avison Young. Also, it's exciting to be part of a Principal-led culture that differentiates us from all other commercial real estate companies."

Today's appointment comes on the heels of Avison Young announcing last week the promotions of Fieder to Chief Operating Officer, Canadian Operations, and **Keith Lipton** to Chief Operating Officer, U.S. Operations.

Over the past six years, Avison Young has grown from 11 to 67 offices and from 300 to more than 1,900 real estate professionals across Canada, the U.S., and in Europe.

*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 1,900 real estate professionals in 67 offices, providing value-added, client-centric investment sales, leasing, advisory, management, financing and mortgage placement services to owners and occupiers of office, retail, industrial and multi-family properties.*

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*Avison Young was a winner of **Canada's Best Managed Companies** program in 2011, 2012 and 2013 and has demonstrated its commitment to the program and successfully reapplied for the designation as a Gold Standard winner in 2014.*

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