

**For Immediate Release (4 pages)
Friday, October 6, 2017**

**Media Relations:
Sherry Quan
604.647.5098 or 604.726.0959
sherry.quan@avisonyoung.com**

Editors/Reporters

• Please click on links to view and download photos of Wesley Boatwright, Jonathan Goldstein and Michael Yavinsky:

<http://www.avisonyoung.com/documents/20342/2631393/Wesley+Boatwright.JPG>

<http://www.avisonyoung.com/documents/20342/2631393/Jonathan+Goldstein.JPG>

<http://www.avisonyoung.com/documents/20342/2631393/Michael+Yavinsky.JPG>

**Wesley Boatwright, Jonathan Goldstein
and Michael Yavinsky join Avison Young in Washington, DC**

Highly regarded industry leaders become Principals, will focus on mortgage brokerage, project-level equity raises and recapitalizations across all asset types

Washington, DC – Josh Peyton, Avison Young Principal and Managing Director of the company’s Washington, DC region, announced today the strategic hiring of commercial real estate finance specialists **Wesley Boatwright, Jonathan Goldstein and **Michael Yavinsky** in Washington.**

Effective immediately, Boatwright, Goldstein and Yavinsky become Principals of Avison Young. Serving with the firm’s capital markets group, they will work as a team and focus on mortgage brokerage, project-level equity raises and recapitalizations across all asset types. Together, Boatwright, Goldstein and Yavinsky bring more than 60 years of commercial real estate industry experience to Avison Young, most recently with Jones Lang LaSalle in the Washington, DC region, where they were managing directors in the capital markets group. Since 2012, the team has closed in excess of \$6 billion in transactions and most recently facilitated the \$233-million recapitalization of Port Covington in Baltimore on behalf of Sagamore Development and Plank Industries.

“We are excited to have Wes, Jon and Mike, who are three highly regarded industry leaders, become part of the Avison Young family as we grow our capital markets services in the Washington area and across the company,” comments Peyton. “They will complement and expand our existing strong capital markets group in Washington while collaborating with Avison Young professionals across the U.S. and in Canada, Mexico and Europe. When it comes to providing excellence in real estate finance, they have set the bar extremely high.”

Peyton continues: “We are fortunate to have such a high-caliber team assist our company and our clients with investment-grade acquisitions as well as development and adaptive-reuse

projects. Furthermore, their client-centric approach to every financial and investment transaction aligns perfectly with the Avison Young commitment to provide solutions-driven advisory services. Over more than six decades combined, Wes, Jon and Mike have built distinguished careers by representing diverse investor groups on office, retail, industrial, multi-family and hospitality real estate investments. They will be integral to the future success of our capital markets group.”

“We couldn’t be more excited to have Wes, Jon and Mike join our capital markets team in metropolitan Washington,” states **John Kevill**, Avison Young Principal and Managing Director of U.S. Capital Markets. “Their knowledge and experience working in the debt and equity markets dramatically expands our ability to service our clients throughout the capital structure. It is a testimony to Avison Young’s client-centric culture that a team of this quality is joining our firm as Principals, and I am certain that their deal acumen and energy will be transformational to the firm in DC as well as key elements to our national growth.”

Over the past nine years, Avison Young has grown from 11 to 80 offices and from 300 to more than 2,400 real estate professionals in Canada, the U.S., Mexico and Europe.

“Avison Young’s ongoing aggressive global expansion program, strong growth in the Washington, DC region and dedication to providing clients with creative financing options and solutions attracted me to the company,” says Boatwright. “I’m looking forward to continuing to work with Jon and Mike as we collaborate with our new colleagues across the company on local, national and international investment transactions.”

Goldstein says the opportunity to become a Principal while continuing to work with Boatwright and Yavinsky was too good to pass up.

“I’m a big believer in continuity, and it’s exciting to know that Wes, Mike and I will be able to work together for many more years under a rapidly expanding global brand,” says Goldstein. “In addition, Avison Young’s collaborative approach to every transaction – whether it’s a sale, recapitalization or financing – is closely aligned with my core principles. I firmly believe that having close partnerships and collaborating with other colleagues is crucial to being successful in our industry, and it’s a great feeling to know that Avison Young shares these views.”

Yavinsky adds: “I’m looking forward to serving new and existing clients at Avison Young as we help grow the company’s capital markets business in DC and across the U.S. Like Wes and Jon, I’m excited by the new possibilities and growth opportunities that loom at Avison Young.”

Biographies

Wesley Boatwright

Wesley Boatwright brings 24 years of real estate experience to Avison Young, most recently with Jones Lang LaSalle in Washington, DC where he was a managing director in the capital markets group. His expertise includes the structuring of joint venture equity, construction loans and floating and fixed-rate debt for multi-family, office, condominium and retail properties. He has worked in numerous markets around the Mid-Atlantic region, including Philadelphia, Baltimore, Richmond, VA and Raleigh, NC. His expertise also covers the full spectrum of real estate financial services, with a focus on acquisitions, recapitalizations and development. He has underwritten and closed more than \$10 billion in financing deals during his career.

Before joining Jones Lang LaSalle, Boatwright served as a senior vice-president at Spaulding and Slye and as a vice-president at Walker and Dunlop. He is a member of the Mortgage Bankers Association, International Council of Shopping Centers and Urban Land Institute. He holds a Master of Business Administration degree from the College of William and Mary and a Bachelor of Arts degree in economics from Washington and Lee University. Boatwright is also an adjunct professor at Georgetown University in its Masters of Real Estate program.

Jonathan Goldstein

Jonathan Goldstein brings 15 years of commercial real estate experience to Avison Young, most recently as a managing director in the capital markets group at Jones Lang LaSalle in the Washington, DC region. Goldstein specializes in arranging financing for the acquisition, refinancing, development and recapitalization of office, multi-family, retail, industrial and hospitality properties. During his career, he has underwritten and closed more than \$8 billion in financing deals. At Jones Lang LaSalle, Goldstein focused on debt-and-equity placement for all property types. Prior to moving to the company, he served as a vice-president at Cassidy Turley, and assistant vice-president at BB&T Bank.

Goldstein serves on the Board of Directors of George Washington University's Real Estate and Finance Alliance. In addition, he is a member of the Mortgage Bankers Association, Commercial Real Estate Brokerage Association and NAIOP. He holds a Master of Business Administration degree from George Washington University and a Bachelor of Arts degree in economics from the University of Arizona.

Michael Yavinsky

Michael Yavinsky brings more than 20 years of experience in commercial real estate to Avison Young, most recently as a managing director in the capital markets group at Jones Lang LaSalle in Washington, DC. During his career, he has underwritten and closed more than \$10 billion in debt-and-equity financing transactions. Over the years, he has developed expertise in a wide variety of areas in capital markets as well as a deep understanding of the credit markets. At Jones Lang LaSalle, Yavinsky focused primarily on debt-and-equity placement for all types of property, including investment-grade office, retail, multi-family, industrial and hospitality assets. Before joining Jones Lang LaSalle, he spent 14 years in the capital markets group at Walker & Dunlop. Yavinsky is a member of the Mortgage Bankers Association and International Council of Shopping Centers, and holds a Bachelor of Business Administration degree from the University of Delaware.

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 2,400 real estate professionals in 80 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.

-end-

For further information/comment/photos:

- **Sherry Quan**, Principal and Global Director of Communications & Media Relations, Avison Young; **604.647.5098**; cell: **604.726.0959**

- **Josh Peyton**, Principal and Managing Director; Washington, DC, Avison Young: **202.644.8688**
- **John Kevill**, Principal and Managing Director of U.S. Capital Markets, Avison Young: **202.602.1737**
- **Wesley Boatwright**, Principal, Avison Young: **202.644.8559**
- **Jonathan Goldstein**, Principal, Avison Young: **202.644.8687**
- **Michael Yavinsky**, Principal, Avison Young: **202.602.1729**
- **Earl Webb**, President, U.S. Operations, Avison Young: **312.957.7610**
- **Mark Rose**, Chair and CEO, Avison Young: **416.673.4028**

www.avisonyoung.com

Avison Young was a winner of **Canada's Best Managed Companies** program in 2011 and requalified in 2017 to maintain its status as a Best Managed Gold Standard company.

Follow Avison Young on Twitter:

For industry news, press releases and market reports: www.twitter.com/avisonyoung

For Avison Young listings and deals: www.twitter.com/AYListingsDeals

Follow Avison Young Bloggers: <http://blog.avisonyoung.com>

Follow Avison Young on LinkedIn: www.linkedin.com/company/avison-young-commercial-real-estate

Follow Avison Young on YouTube: www.youtube.com/user/AvisonYoungRE

Follow Avison Young on Instagram: www.instagram.com/avison_young_global