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## **Avison Young opens new San Jose/Silicon Valley office**

***Fast-growing commercial real estate services firm opens 11th office in California;  
five members join, Gregg von Thaden becomes Managing Director***

**Toronto, ON – Mark E. Rose**, Chair and CEO of **Avison Young**, the world's fastest-growing commercial real estate services firm, announced today the opening of a new office in San Jose/Silicon Valley.

The newest American office represents Avison Young's 11th office in California, 55th office in the U.S., and an additional step in the firm's ongoing aggressive growth and expansion strategy.

Over the past nine years, Avison Young has grown from 11 to, now, 82 offices in 74 markets and from 300 to more than 2,600 real estate professionals in Canada, the U.S., Mexico and Europe.

Effective immediately, **Gregg von Thaden** becomes a Principal of Avison Young and Managing Director of the San Jose/Silicon Valley office. He will co-ordinate the company's strategic direction throughout San Jose and the Silicon Valley, continue to attract new relationships and service existing clients.

**Brian Mason** and **Ryan Slater** also become Principals of Avison Young. Mason will lead the office's capital markets practice and play a leading role in the growth of Avison Young's Asian-client services and inbound capital from Asia. Slater's mandate will be to grow the company's landlord-and-tenant representation services business line in San Jose/Silicon Valley.

Also joining the new San Jose/Silicon Valley office are **Jennifer Vaux** as Vice-President, Research, Northern California; and **Jennifer Doherty** as Vice-President, Marketing, San Jose/Silicon Valley. All five new members join Avison Young from Colliers International in San Jose.

“The San Jose/Silicon Valley marketplace represents a key component in our growth and is one of the most elite markets when it comes to global real estate,” comments Rose. “Silicon Valley is home to some of the largest technology companies today and we look forward to providing clients with innovative solutions to their real estate and business needs.”

Rose adds: “We couldn’t be more excited to have Gregg and this team on board. They will ensure that our San Jose/Silicon Valley location grows organically by drawing on their many years of commercial real estate brokerage, research and marketing experience. All five will use their many talents, which include well-developed skills in capital markets, sales and leasing, to provide the highest possible level of service to clients in each commercial real estate sector.”

Von Thaden brings 29 years of commercial real estate experience to Avison Young, most recently as an executive vice-president at Colliers International in San Jose. During his career, he has represented Fortune 500 companies, venture-capital-backed start-up companies, and institutional owners of commercial real estate. He has negotiated \$8 billion worth of sales and leasing transactions spanning 31 million square feet on behalf of institutional and private clients.

“San Jose/Silicon Valley offers prime opportunities for increased institutional real estate investment – particularly in the office, retail and industrial sectors – as traditional and non-traditional companies seek property solutions that combine bricks-and-mortar sites with e-commerce, R&D and business development operations,” states **Earl Webb**, Avison Young President, U.S. Operations. “We also believe there is a large opportunity to show angel investors and venture capitalists the benefits of underpinning new small businesses with stable real estate assets. We’re confident that the new San Jose/Silicon Valley office will help us increase many opportunities throughout North America and overseas.”

**Nick Slonek**, Avison Young Principal and Managing Director of the firm’s Northern California region, says the new San Jose/Silicon Valley office will also provide many opportunities for partnerships with the company’s Bay Area offices and clients.

“Gregg’s stellar reputation amongst his peers as a seasoned veteran and top performer will immediately position Avison Young to capture significant market share and make a meaningful contribution in this vibrant market,” says Slonek. “In addition to spurring production growth, Gregg’s leadership will catapult Avison Young’s collaborative and holistic culture throughout Silicon Valley. Brian’s ideas, relationships and work ethic will be key in fostering our immediate success in the Valley and beyond. Having Ryan on board will give Avison Young a strong look into his peer set on both client and brokerage levels. We are delighted to have a partner with his energy and client-centric focus. Jennifer V.’s respected approach to pertinent information and her research prowess are among the best in Northern California, and Jennifer D.’s creativity and experience will allow us to market to a diverse list of clientele.”

Effective immediately, Avison Young’s new San Jose/Silicon Valley office is located at 2880 Stevens Creek Blvd, Suite 200, San Jose, CA.

Avison Young opened its first Northern California office in April 2012 in San Francisco. The company opened its Sacramento office in June 2013, San Mateo office in July 2013, and Oakland office in August 2014.

“We are thrilled to be a part of the Avison Young team and to have the opportunity to play a leading role in its expansion into the Silicon Valley market,” says von Thaden. “It’s very exciting to be a part of this Principal-led, client-centric, global organization. Avison Young has grown at a rapid pace in recent years, and we look forward to continuing that growth and success here in Silicon Valley. With our team’s vast experience and market knowledge, combined with the client-focused platform that Avison Young provides, we are well-positioned to offer immediate solutions to clients and welcome the opportunity to help them make strategic business decisions. We also look forward to collaborating with our new colleagues across the U.S. and in Canada, Mexico and Europe.”

Home to many *Fortune 500* companies, Silicon Valley is known globally as a hub of information-technology development and expertise. San Jose ranks as the third-largest city in California and the 10th-largest city in the U.S., according to the city’s government. The San Jose/Silicon Valley marketplace is part of Santa Clara County, which is the largest in the San Francisco Bay Area in terms of population (1.9 million) and total employment, including 1 million wage-and-salary jobs, according to Santa Clara County’s latest economic forecast.

According to PwC, Silicon Valley venture-capital deal volume totaled \$2.2 billion in the third quarter of 2017 alone, ranking third in the U.S. In the first half of 2017, Silicon Valley’s venture-capital deal volume was \$6.3 billion. Silicon Valley’s major public and private employers include Apple, Google, Facebook, Applied Materials, Cisco Systems, eBay, PayPal, IBM, Adobe, Microsoft, Intel, Hewlett-Packard, Lockheed Martin, NVidia and NASA.

Today’s announcement comes on the heels of Avison Young acquiring WHR Property Consultants LLP and opening a new office in Manchester, U.K. on November 1, 2017.

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## **Biographies**

### **Gregg von Thaden**

Gregg von Thaden brings 29 years of San Jose/Silicon Valley commercial real estate experience to Avison Young, most recently as an executive vice-president of Colliers International, where he spent 26 years. Prior to joining Colliers, he was a broker with Fox and Carskaddon Commercial. During his career, he has focused on capital markets advisory services, assisting institutional and private investors with investment sales and leasing transactions. A multiple award winner, von Thaden was inducted into the Association of Silicon Valley Brokers (ASVB) Hall of Fame in 2009. That same year, he ranked as the No. 1 broker in Silicon Valley, as judged by the *San Jose Business Journal*. While at Colliers, von Thaden was ranked the No. 1 San Jose broker numerous years. He holds a Bachelor of Science degree in business administration-marketing from San Jose State.

### **Brian Mason**

Brian Mason brings 27 years of San Jose/Silicon Valley commercial real estate experience to Avison Young, with a primary focus on investment sales in all product types, for both acquisition

and disposition. He was most recently a senior vice-president with Colliers International. Prior to joining Colliers, he was a broker with Coldwell Banker/Contempo and operated his own construction and millwork firm. A student of Mandarin, he has assisted many Asia-based clients and spent a considerable amount of time on business development in China. Mason is a member of the China Silicon Valley and the Asia Business Association of Silicon Valley, as well as the International Council of Shopping Centres. In the community, he is active with Rotary Club and is a big supporter of Morgan Autism Centers. He has also served in the U.S. Army, earning Soldier of the Year awards at both the company and battalion levels, along with several commendations and medals. He holds an Associates degree in marine technology from Santa Barbara College and has completed the CCIM (Certified Commercial Investment Member) course work. He has also completed courses in redevelopment and urban planning at Pepperdine and the Massachusetts Institute of Technology.

### **Ryan Slater**

Ryan Slater brings eight years of commercial real estate experience to Avison Young. Prior to joining the firm, he was a vice-president with Colliers International in San Jose. Before entering the industry, he was a sales representative with Correct Craft Nautique in the Bay Area. While with Colliers, he was chosen as the company's Silicon Valley Rookie of the Year (2011). He also earned Colliers' 90/10 President's Club membership in the last six years with the company, in addition to Colliers' Platinum Club membership and the company's 2014 Team Player of the Year award. Slater is a member of the Silicon Valley Capital Club, Discovery Bay Golf and Country Club, and a proud contributor to Shriners Hospital for Children-Northern California. He holds a Bachelor of Arts degree in sociology and economics with a minor in mathematics from the University of California, Davis and an Associate of Arts degree from West Valley College.

*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 2,600 real estate professionals in 82 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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*Avison Young's new San Jose/Silicon Valley office is located at: 2880 Stevens Creek Blvd, Suite 200, San Jose, CA 95128.*

**[www.avisonyoung.com](http://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

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