

**For Immediate Release (3 pages)
Thursday, March 9, 2017**

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Avison Young a six-time winner of Canada's Best Managed Companies award

Commercial real estate firm also retains Gold Standard status for third year in a row

Toronto, ON – Avison Young, the world's fastest-growing commercial real estate services firm, announced today that it has been named one of **Canada's Best Managed Companies** for the sixth consecutive year.

The Toronto, ON-based company also attained Gold Standard status for excellence in business performance for the third straight year, while again competing against some of the nation's top firms in all business sectors.

Sponsored by **Deloitte, CIBC, Canadian Business, Smith School of Business** and **MacKay CEO Forums**, the 2017 Best Managed program recognizes the best-in-class of Canadian-owned and managed companies with revenues greater than \$15 million demonstrating strategy, capability and commitment to achieve sustainable growth.

Every year since the launch of the program in 1993, hundreds of entrepreneurial companies have competed for this designation in a rigorous and independent process that evaluates their management skills and practices.

The announcement was made today by the national sponsors and in a special report in *Maclean's* magazine (print) and *Canadian Business* (online).

"On behalf of the board of directors of Avison Young, our Principals, our employees, our clients and our partners, I would like to thank Deloitte and the other award administrators for recognizing us as one of Canada's Best Managed Companies for the sixth consecutive year," comments Avison Young Chair and CEO **Mark Rose**. "We are also honoured to attain Gold Standard status for the third straight year. This award is a testament to the success of our Principal-led ownership model and the dedication of our entire talented workforce. Ultimately, this award shows that our success is not only about high sales and transaction volumes, but also about treating people fairly, respecting the importance of their properties and goals, and giving back to the community."

Rose continues: "This award also demonstrates that our company's values, collaborative culture, client-centric approach, and dedication to sustainability are resonating not only in our industry but all business sectors. Although we have achieved widespread growth, we are still using a model

that speaks to clients and top talent, and we are differentiating ourselves from all other commercial real estate service providers. We are grateful for this recognition and salute all new and repeat winners.”

Established in 1993, Canada’s Best Managed Companies is one of the country’s leading business awards programs recognizing Canadian-owned and managed companies for innovative, world-class business practices. Winners are an important engine of economic growth for being adaptable and sustainable in a global market. Applicants are evaluated by an independent judging panel made up of judges from Deloitte, CIBC, *Canadian Business*, Smith School of Business and MacKay CEO Forums. Best Managed companies share commonalities that include an emphasis on culture and people, innovation, sustained performance and strong financial results.

“It’s much more than just financial performance,” states **Lorrie King**, Partner, Deloitte and Co-Leader of Canada’s Best Managed Companies program. “The ingredients to success also include overall business performance and sustained growth. It takes dedication and commitment from the entire organization.”

Avison Young Principal **Mehdi Shokri**, based in Vancouver, says the company’s employees are humbled to receive an award that covers diverse Canadian-based firms and industries.

“As our business rapidly evolves and our competitors vie for a larger market share, it is great to be recognized as a consistent industry leader with a strong, team-oriented culture. It is Avison Young’s commitment to stay true to its collaborative culture and its differentiating and disruptive business model that has enabled us to be recognized as one of Canada’s Best Managed Companies for the past six years. We are all proud to be part of a company that prides itself on always being aligned with our clients’ interests and strives to set new standards and best practices that are the envy of our competitors.”

Over the past eight years, Avison Young has grown from 11 to 79 offices and from 300 to more than 2,400 real estate professionals in Canada, the U.S., Mexico and Europe.

“CIBC is thrilled to congratulate Avison Young on being named one of Canada’s Best Managed Companies, recognizing its excellence in leadership, business performance and innovation,” says **Jon Hountalas**, Executive Vice-President, Business and Corporate Banking, CIBC. “As a sponsor of Canada’s Best Managed Companies program for over 20 years, CIBC is proud to celebrate private companies like Avison Young as a leader in its industry.”

The 2017 winners of the Canada’s Best Managed Companies award will be honoured at the annual Canada’s Best Managed Companies gala in Toronto on April 19, 2017. On the same date, the Best Managed symposium will address leading-edge business issues that are key to the success of today’s business leaders.

Avison Young Principal **Stephanie Skrbín**, based in Los Angeles, adds: “This award reaffirms the value of our full-service platform and dedication to finding innovative real estate solutions for clients in local, national and international markets – regardless of the asset class or investment level involved. Our unique platform and collaborative approach to doing business have enabled us to serve clients’ complex business and property needs in ways that other business models simply do not. As a result, Avison Young has emerged as a global commercial real estate industry leader.”

About Canada's Best Managed Companies

Canada's Best Managed Companies continues to be the mark of excellence for Canadian-owned and managed companies with revenues over \$15 million. Every year since the launch of the program in 1993, hundreds of entrepreneurial companies have competed for this designation in a rigorous and independent process that evaluates their management skills and practices. The awards are granted on four levels: 1) Canada's Best Managed Companies new winner (one of the new winners selected each year); 2) Canada's Best Managed Companies winner (award recipients that have re-applied and successfully retained their Best Managed designation for two additional years, subject to annual operational and financial review); 3) Gold Standard winner (After three consecutive years of maintaining their Best Managed status, these winners have demonstrated their commitment to the program and successfully retained their award for 4-6 consecutive years); 4) Platinum Club member (Winners that have maintained their Best Managed status for seven years or more). Program sponsors are Deloitte, CIBC, Canadian Business, Smith School of Business and MacKay CEO Forums.

For further information, bestmanagedcompanies@deloitte.ca www.bestmanagedcompanies.ca

About Avison Young

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 79 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 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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