



nerej

Malloy joins Avison Young as principal and director of technology practice group

October 27, 2011 - Front Section

According to John Fenton, Avison Young, principal and managing director of the company's New England region, Kevin Malloy has joined Avison Young's brokerage operations in the metropolitan area.

Effective immediately, Malloy joins Avison Young as a principal and director of Avison Young's technology practice group to help grow the company's brokerage business and further expand the company's brand in the New England market.

Prior to joining Avison Young, Malloy served for 10 years as senior vice-president at Lincoln Property Company where he was consistently one of the firm's leading producers.

"Malloy brings a diverse and creative full-service background to Avison Young. He has in-depth product knowledge of data centers and research labs, allowing him to advise sophisticated technology and life-sciences tenants across the country," said Fenton.

Malloy will partner with Fenton and leasing veterans Jack Kerrigan and Steve Cook, who joined Avison Young as principals in August.

"Meanwhile, Malloy's financial background and permitting/development expertise give him the flexibility to add value by providing market valuations and disposition strategies to owners and users of real estate. He is exactly the kind of professional Avison Young is targeting to build a full-service platform in New England," said Fenton.

Over his 25-year commercial real estate career, Malloy has developed a bi-coastal tenant representation practice with an expertise in the high-technology sector, including mission-critical data centers and life sciences laboratories. He has also represented Boston's blue-chip landlords on some of the largest suburban office buildings in the market and executed more than \$200 million in investment sales.

"We are fortunate to have another high-caliber industry veteran, who has built a great network of clients, join our organization" notes Earl Webb, Avison Young's President of U.S. operations.

"Kevin will complement our existing Boston professionals and further establish our qualitative focus. Boston is a key market in Avison Young's strategy for growth in the U.S. We are targeting real estate experts with a high standard of industry professionalism and excellence. Kevin absolutely meets this standard. We look forward to leveraging Kevin's talents with our North American resources and client relationships."

Over the past two and a half years, Avison Young has grown from 11 to 25 offices and from 300 to more than 800 real estate professionals across Canada and the U.S.

Malloy says he decided to join Avison Young after witnessing the company's recent strategic expansion in Canada and select U.S. markets such as Boston. He was also impressed with Avison Young's growth and profitability.

"Avison Young's comprehensive range of real estate services provides a seamless platform to accommodate the needs of our local and national clients," says Malloy. "Combine that with the quality of leadership - with Avison Young CEO Mark Rose and Earl Webb at the helm - and the company's partnership culture and you have a very compelling story for experienced brokers looking to add value and build equity."

"I first got to know Kevin 15 years ago when he was retained to lease and sell a challenging 1.4-million-square-foot (msf) industrial portfolio, which he successfully acquitted himself. His capital markets expertise complements an impressive leasing background. His transaction experience includes executing a sale leaseback with 3Com at the Campus at Marlborough (MA) - a 531,000-sf premier office park permitted to expand to 1.2 msf. Kevin presently serves on the Marlborough Economic Development Corporation board and led the effort to renew the expansion permits at the Campus. There will be more high-quality professionals joining our ranks shortly."

Founded in 1978, Avison Young is Canada's largest independently-owned commercial real estate services company and the only national, Canadian-owned, principal-managed real estate brokerage firm in the country. Headquartered in Toronto, Ontario and ranked among Canada's leading national commercial real estate organizations, Avison Young is a full-service commercial real estate company comprising more than 800 real estate professionals in 25 offices across Canada and the U.S. The company provides value-added, client-centric investment sales, leasing, advisory, management, financing and mortgage placement services to owners and occupiers of office, retail, industrial and multi-residential properties.

New England Real Estate Journal - 17 Accord Park Drive #207, Norwell MA 02061 - (781) 878-4540