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Avison Young sets sights on downtown D.C. with new agency leasing team

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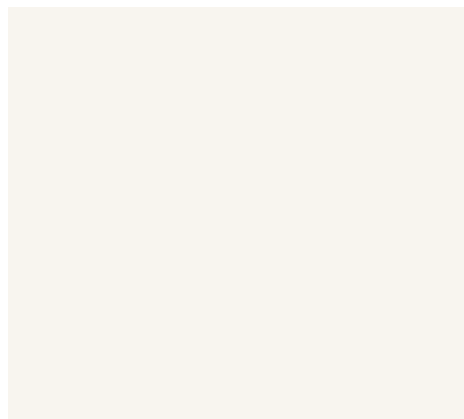
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Daniel J. Sernovitz
Staff Reporter-
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Avison Young has made some significant inroads in Greater Washington's office market since it first set its sights on the region less than five years ago, and now its gaze is fixed firmly on downtown D.C. landlords.

The Toronto-based commercial real estate services firm has recruited a five-member



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Will Stern
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Eli Barnes
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Courtesy Avison Young

Avison Young has recruited a leasing team including Will Stern to focus on leasing in downtown D.C.

team from [Cassidy Turley](#) and Akridge to court landlords, many of whom are more anxious than ever to fill their buildings in light of the District's elevated vacancy rate these days. The new additions include [Eli Barnes](#), Will Stern, [Jonathan Wellborn](#) and Kate Oelschig, all from Cassidy Turley, and [Greg Tomasso](#), recruited from Akridge (You might remember him from [my Sept. 24 story on 1200 Seventeenth.](#)) All were named principals in the firm except for Oelschig, who was hired as a senior associate.

Avison Young CEO [Mark Rose](#) said the company has been working to increase its presence in the D.C. region through select hires and he felt the new team was a strong addition since they have worked with some of the District's largest landlords. Rose said Avison Young has been seeking out brokers that fill a key role in the company's D.C. region going back to 2011, when it recruited Northern Virginia leasing experts [Peter Berk](#) and [David Millard](#) from Cushman & Wakefield Inc.



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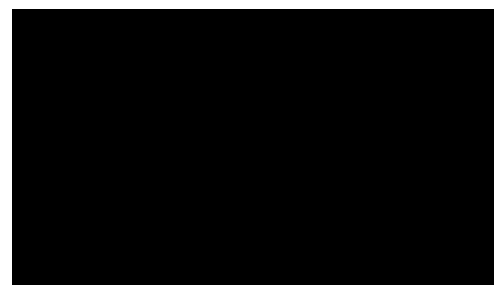
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