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· Please click on link to view and download photo of Tom Viscount:  
<https://www.avisonyoung.com/documents/20342/2631393/Tom-Viscount.jpg>

### **Tom Viscount joins Avison Young in Fort Lauderdale**

***Highly regarded industry leader becomes Principal,  
will focus on industrial landlord and tenant representation in South Florida***

**Ft. Lauderdale, FL – Pike Rowley**, Avison Young Principal and Managing Director of the company's Florida region, announced today the strategic hiring of highly regarded industry leader **Tom Viscount**.

Effective immediately, Viscount becomes a Principal of Avison Young. Based in the company's Fort Lauderdale office, he will continue to focus on industrial landlord and tenant representation and leasing throughout South Florida. Viscount brings more than 15 years of commercial real estate experience to Avison Young, most recently as senior vice-president of leasing and sales with Butters Realty & Management based in Coconut Creek, FL.

"As our momentum continues with positive year-over-year results in Florida, we attribute our growth to the strategic hiring and retention of leading property-type, market and service experts," comments Rowley. "Tom's comprehensive knowledge of the Miami-Dade, Broward and Palm Beach counties' industrial markets and his ability to deliver personalized real estate solutions that align with clients' business goals make him the ideal fit for Avison Young. He will be a tremendous asset to our Principal-led industrial leasing platform."

During his career, Viscount has developed extensive experience representing tenants and institutional landlords in the sales and leasing of commercial real estate. He has provided services to a variety of clients ranging from large Fortune 100 companies to smaller, independently-owned businesses to institutional investors such as Principal Life Insurance Company, Bristol Group, Prologis, Industrial Income Trust and Cabot Properties. Viscount facilitated more than 628,000 square feet of lease transactions in 2017 alone while providing additional services, including lease negotiations, space planning, financial analysis and construction management.

"I am excited to begin my role as a Principal of a firm that places a strong emphasis on collaboration internally, externally and across markets for the best interests of clients," says Viscount. "I look forward to broadening my reach by collaborating with Avison Young's industrial

teams throughout Florida and positively contributing to the firm's position as an industry leader. I also look forward to working with my new colleagues across North America and in Europe.”

Viscount attended Monmouth University in New Jersey. He is an active member of NAIOP.

*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 84 offices, providing value-added, client-centric investment sales, leasing, advisory, management, financing and mortgage placement services to owners and occupiers of office, retail, industrial and multi-family properties.*

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