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Did You Hear? Avison Young Banks on Broker to Build Los Angeles Business

A Daily Look at the Movers and Shakers in Commercial Real Estate



Hayden Eaves. Photo: Avison Young

Avison Young is looking to expand its tenant representation business among banks in Southern California, and it says it's found the right broker to lead the charge.

The fast-growing commercial real estate services firm hired **Hayden Eaves**, a 33-year commercial real estate industry veteran who specializes in assisting local and regional financial services firms with their occupancy requirements. Eaves also represents landlords in the leasing and sale of commercial properties.

Eaves joined as a principal in Avison Young's downtown Los Angeles office last week from rival Colliers International. He said Avison Young's leadership and direction - along with established relationships with key Avison Young brokers - played a role in his decision.

"The opportunity to be part of that business and growth as a principal is the main factor for joining Avison Young," Eaves said in an interview.

Eaves, who brought colleagues **Kristen Sullivan** and **Sue Vannasing** with him to Avison Young, said he also relished the opportunity to work again with former Colliers colleagues **Chris Maling**, **David Maling** and **Patrick Barnes**, who [joined Avison Young in January](#). The Barnes-Maling team, which focuses on the firm's retail, office and industrial investment sales practices in both Southern California and across the country, is available to help Eaves when his clients want to sell properties.

Eaves has represented several financial services firms including Bank of Hope, Pacific Alliance Bank, South Bay Credit Union, USC Credit Union and US Metro Bank. In addition to helping banks and credit unions lease and find new spaces, he assists them in subleasing and disposing of properties.

Similar to law firms, financial institutions are reassessing their workspace needs as well as their retail branch strategies, Eaves said. "They tend to ask, 'How can we get more efficient and effective with our space?'," he said.

On the retail front, the banks and credit unions Eaves represents are being more strategic in how many banking centers to operate and where to open or relocate them, as opposed to working to achieve blanket coverage of an area like some huge institutions. "The branches need to be successful and high performers, or at least performing," he said.

Gone, for the most part, are the days of the 10,000-square-foot banking centers, Eaves said. His clients typically seek spaces of 1,700 to 2,300 square feet for branches staffed by "universal employees" who can market different loans and mortgages as well as other services, he said.

The type of consultative work Eaves does for his financial institution clients is becoming a larger part of Avison Young's business model, said **Chris Cooper**, principal and managing director of Avison Young's Southern California region. "I'm a big believer in the consulting and advisory practice," he said. "It allows you to develop more thorough and comprehensive relationships with the clients without them feeling like they're being 'brokered' right out of the chute," he said.

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