



Avison Young Snags Raleigh Colliers Team

Three Veteran Brokers Join Firm as Principals



From left: Baxter Walker, Thomas Kenna and Kathy Gigac. (Avison Young)

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Avison Young's Raleigh, North Carolina, office has hired three longtime Colliers International brokers, bolstering its operations in the Triangle.

Kathy Gigac, Baxter Walker and Thomas Kenna joined Avison Young as principals, enterprise solutions. The trio specializes in tenant

representation and enterprise solutions and provides advisory services and lease negotiations for both office and industrial users. The team has helped numerous companies in their expansions, headquarters relocations and portfolio needs in North Carolina and across the country. In the last few years alone, the trio completed more than 2 million square feet of transactions valued at \$250 million, Avison Young said in a statement.

Gigac specializes in tenant representation, enterprise solutions, occupier services and site selection. Most recently serving as director of tenant advisory services at Colliers, she has executed numerous top lease and headquarters transactions on behalf of local and corporate clients. She is a member of the Society of Industrial and Office Realtors and a board member of the Triangle Commercial Association of Realtors.

Most recently serving as an executive vice president at Colliers, Walker has experience in tenant and landlord lease negotiations, enterprise solutions, site selection and project management. He has completed over 800 transactions in the North Carolina market from dispositions and acquisitions to build-to-suit and headquarters relocations, leveraging his experience across a wide variety of property sectors, including office, industrial, retail and mixed-use. Walker is a Certified Commercial Investment Member, in addition to being a member of SIOR, TCAR and the Urban Land Institute.

Kenna specializes in national and global corporate clients as well as growth stage companies in their leasing and real estate portfolio needs, spanning consulting, occupier services and enterprise solutions. He most recently served as a senior vice president at Colliers. Kenna has participated in

hundreds of transactions totaling more than 2 million square feet and valued at more than \$270 million in the Triangle region, North America and internationally. He is a member of CoreNet Global and the National Association of Industrial and Office Properties.

The Triangle is among "the most attractive markets in the country right now for site selection and talent strategies," according to John Linderman, Avison Young principal and regional managing director of the firm's North Carolina operations. "As market leaders and a highly regarded team who have transacted some of the Triangle market's largest deals, we could not be more excited to have Kathy, Baxter and Thomas join the Avison Young family," Linderman said in a statement.

Raleigh has emerged as a star player among office markets in the southeastern United States, thanks to the presence of high-quality universities and low business costs, according to a report from CoStar market analyst Victoria Lim. Raleigh has outpaced the national average in office rent growth since mid-2016. Over the past 12 months, rents in the metropolitan area appreciated by roughly 6% — more than double the national rate, according to Lim.

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