



## Savills Expands Retail Practice to Canada

*Jordan Karp to Lead Canadian Retail Services*

**TORONTO (September 21, 2017)** - International real estate services provider Savills announces the expansion of its global retail services platform to Canada with the hire of Jordan Karp, Ryan Morein and Jay Katzeff.

One of Toronto's most respected retail and investment advisors, Karp will lead Canadian retail services for Savills and will work closely with Susan Kurland, Executive Vice President and Co-Head of Savills Studley's Global Retail Services Group on growing the company's retail platform throughout North America.

"As we continue to grow our retail practice in North America, adding experienced and respected talent that shares our vision is critical" said Kurland, who is based in Savills Studley's New York City headquarters. "Jordan and his team's extraordinary knowledge of the retail landscape and strong track record in Canada will be a tremendous asset to Savills globally and I am thrilled to work with them."

"Savills is committed to growing its retail platform throughout North America and building a cohesive global team with market leaders in all major cities," said Larry Brennan, Head of European Retail Agency at Savills. "Canada is a critical market for international retailers and investors and we are pleased to have experienced advisors leading our practice there."

Karp and his team have already secured a high street location in Toronto for a Savills luxury retail client.

"Savills is one of the world's largest and most respected commercial brokerage firms with unparalleled depth in Europe and Asia in both the tenant and landlord sides of our industry," said Karp. "The retail and investment landscapes continue to undergo massive changes and it has never been more important to have direct access to foreign retailers and investors than it is today. My team and I are excited to be a part of the retail platform that Savills is building in North America from the onset."

Karp joins Savills as Executive Vice President and Head of Canadian Retail Services, bringing over 25 years of experience in commercial real estate, the last 15 years in retail and investment real estate advisory. Over the course of his career, he has represented institutional landlords, private investors and has negotiated on behalf of local entrepreneurs, financial institutions, best-in-class retailers and restaurateurs, including but not limited to Gucci, Burberry, H&M, Nespresso, The Keg Steakhouse & Bar, Organic Garage, TD Canada Trust and APM Monaco. Karp has received multiple awards throughout his career, including the Mayor's Circle Award from the City of Toronto. He has been a keynote speaker, an expert witness and is often quoted in the press on trends in Urban Retail. Karp has completed transactions and provided advisory services to retailers in every major market in Canada and in San Francisco, Chicago, New York, Miami, Boston and Los Angeles.

Morein has worked with Karp for eight years and joins Savills as Vice President. He brings over 10 years of both landlord and tenant representation experience and a specialization in retail leasing and

investment opportunities to the firm. Morein is a skilled negotiator with a reputation for getting deals done. Prior to joining Savills, Morein served as a vice president for Paracom Realty Corporation. "I am excited to be at Savills. Leveraging the strong retail platform that Savills has built in Europe and Asia, as well as the entrepreneurial culture of the company, I can now provide the necessary resources and expertise to help my clients thrive in today's market."

Katzeff joins Savills as Corporate Real Estate Consultant, bringing over four years of commercial real estate experience to the firm. He graduated with honours from the University of Guelph with a Bachelor of Commerce degree in real estate and development. In his young career, Katzeff has completed notable retail lease and investment transactions and his strong work ethic will be an asset to Savills for years to come.

The team is based in a new office at 1200 Bay Street, at the intersection of Bloor and Bay Streets, in the heart of Canada's most prominent retail node.

**About Savills**

Savills is a global real estate services provider listed on the London Stock Exchange. Savills operates from over 750 owned and associate offices, employing more than 33,000 people in over 60 countries throughout the Americas, the UK, Europe, Asia Pacific, Africa and the Middle East, offering a broad range of specialist advisory, management and transactional services to clients all over the world. [www.savills.ca](http://www.savills.ca) or [www.savills.com](http://www.savills.com).