

# MARTIN AASS



## Managing Principal, Broker of Record

Ottawa, ON

Martin Aass is a seasoned commercial real estate leader and occupier advocate with more than two decades of experience advising organizations on strategic real estate decision-making. As Managing Principal and Co-Founder of Cresa Ottawa, Martin has built his practice around a singular focus on tenant representation—delivering measurable financial savings, enhanced flexibility, and risk-mitigated outcomes for occupiers across the Greater Ottawa market.

Martin's approach is rooted in aligning real estate strategy directly with business objectives. With a background as an entrepreneur and experience across a wide range of industries, he brings a deep understanding of how space, cost, and flexibility impact organizational performance. His ability to assess business requirements and translate them into customized real estate solutions has made him a trusted advisor to technology, defense, office, and industrial occupiers.

Throughout his career, Martin has successfully led complex lease negotiations, acquisitions, and portfolio strategies, consistently securing advantageous terms by leveraging market intelligence and maintaining a conflict-free, occupier-only perspective. His objective in every engagement is to ensure that the structure and terms of a transaction support the client's operational needs both today and long into the future.

Under Martin's leadership, Cresa Ottawa has grown into a respected, occupier-first advisory platform, known for its strategic thinking, disciplined execution, and unwavering client advocacy. His commitment to transparency, alignment, and long-term value continues to position him as a trusted partner to organizations navigating an evolving commercial real estate landscape.

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