



# nerej

## **Marcus & Millichap expands Institutional Property Advisors division across North America**

May 31, 2024 - Front Section

Boston, MA Marcus & Millichap, a leading commercial real estate (CRE) brokerage firm specializing in investment sales, financing, research and advisory services, continues to build its senior-level broker and financing professional hiring momentum across its Institutional Property Advisors (IPA), multihousing, retail, and capital markets divisions. The firm also expanded its IPA financing intermediary services to investors in Canada, providing more CRE acquisition opportunities to Canadian investors.

Hessam Nadji, Marcus & Millichap's president and CEO said, "We have taken the offensive on hiring to ensure that our platform continues to expand by market and industry segment, which will position MMI to lead in the market recovery. This is a supplementary growth initiative to our 53-year tradition of supporting our existing team and helping them persevere through market cycles. To this point, we have strategically bolstered our roster of experienced brokers and capital markets professionals, adding dozens of senior-level industry leaders over the past 18 months."

Marcus & Millichap's growing top talent roster includes leading CRE investment and capital markets experts specializing in institutional and private client brokerage across all property types. Most recently, two Washington, D.C.-based senior multifamily investment professionals with over five decades of experience, and a Philadelphia-based institutional retail broker have joined. The firm's top-producing IPA Multifamily team located in Dallas Fort Worth added a senior investment professional to its top tier team. In addition, an 18-year and a 15-year multifamily veteran joined IPA in San Diego, and in Nashville, respectively. Marcus & Millichap's Multi Housing Division, which is focused on small to mid-market CRE private client investments, added an Atlanta-based team with over 20 years of expertise.

The firm's growing IPA Capital Markets division increased its roster with a veteran financing team located in New York and added a Palo Alto-based managing director with two decades of capital markets experience. IPA Capital Markets also expanded into Canada with the addition of a Toronto-based senior managing director with 20-plus years of experience.

"These industry-leading professionals have a collaborative, client-centric approach to investment sales and financing. We make a deliberate effort to ensure we are adding experienced leaders that will complement our existing sales force, as internal synergies are among the most compelling outcomes of our growth strategy," Nadji said.