



CELEBRATING
55 YEARS

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2024 Ones to Watch - Rising Stars: Alex Quinn, Marcus & Millichap

June 28, 2024 - Spotlights



Alex Quinn
Senior Associate

“Alex joined us during the depths of COVID when urban retail leasing was in flux and has since worked on nearly \$400 million of grocery-anchored retail centers with industry veteran Jim Koury. Leveraging his extensive knowledge of retail tenants, he provides clients with a holistic strategy for each asset. In just four years, he has achieved significant success in the competitive world of institutional retail. Alex is an outstanding team member and will be a force in the industry for years to come.” - Thomas Shihadeh, Vice President/Regional Manager at Marcus & Millichap.

In the last 12 months what accomplishment are you most proud of? I’m most proud of a +\$110M net-lease portfolio that was referred to me based on the success of a recent sale. My network and hard work impressed the right people and the client believed that we were the best investment sales team in New England to handle the assignment. Additionally, leveraging my leasing expertise, I was entrusted to expand a national pickleball concept to 8-10 locations in the region. Both achievements came from referrals or relationships, which makes me really proud of the career and reputation I am building in the retail industry.

How do you balance your rising career with your personal life? I’ve tried to stay active, so I play hockey at least once a week and golf on the weekends. If I’m not working or playing a sport, you’ll always find me trying out the newest restaurant in town or traveling to the islands or Florida. Somehow it always blends in with work and I’ve grown my network by being a social butterfly.

Who are the key people in your life that have contributed to your success? Much of my success stems from my dad, Brian Quinn, an outstanding residential broker. He was the one who encouraged me to venture into commercial real estate. His guidance shaped my understanding of the business, enhancing my skills and laying a strong foundation for my achievements. He taught me that people hire based on relationships. Additionally, I would not be where I am today in my career without my partner and mentor, Jim Koury, who taught me everything about Retail Investment Sales. His attention to detail, expansive knowledge of grocery anchored retail and years of successful sales has given me an advantage over the market.