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## **McDonough joins Apartment Realty Advisors, Boston office, as a broker**

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Atlanta-headquartered Apartment Realty Advisors (ARA), one of the largest privately held, full-service investment advisory brokerage firm in the nation focusing exclusively on the multihousing industry, has hired Gail McDonough as a broker.

In this role, McDonough joins current broker, Terry Scott, and principal, Richard Robinson, in selling apartment communities on behalf of institutional and private multihousing investors. Robinson said, "She brings a keen sense of business with the institutional sales process and investing expertise which comes from being part of Jones Lang LaSalle's Boston Investment Sales team and prior to that, acquisitions for TA Associates Realty and The Archon Group."

McDonough most recently served as principal of Magnolia Realty Capital, LLC where she provided advisory services to owners of real estate assets in the areas of real estate investment strategy and asset dispositions. Prior to Magnolia Realty Capital, she held the position of senior vice president/national director for Jones Lang LaSalle where she was responsible for the execution of investment sales transactions and new business development. As indicated above, additional past experience includes acquisitions for The Archon Group, as well as TA Associates. McDonough is a graduate of the MIT Center for Real Estate. "We are looking forward to having her lend her vast experience and knowledge to our clients," said Robinson.

According to McDonough, "ARA offered a perfect combination of a private entrepreneurial company, with a strong local platform and national reach. The high caliber of ARA's Boston team and the depth and quality of the ARA national platform made my decision to join an easy one. I am excited by the opportunity to focus on multi-family transactions as the market continues to stabilize and recover."

ARA is one of the largest privately held, full-service investment advisory firm in the nation that focuses exclusively on the brokerage of multihousing properties including conventional, distressed, affordable, manufactured, seniors, student and multihousing land. ARA is comprised of some of the country's top investment professionals who leverage a unique and fully integrated cooperative business platform of shared information, relationships and technology driven solutions. ARA's unified enterprise approach ensures that clients are delivered the broadest asset exposure, effective matching of buyers and sellers, and the shortest transaction timeframes in the industry.

The combination of resources, unparalleled market expertise and nationwide presence in the multihousing marketplace has resulted in average annual production volume of \$6.3 billion in real estate transactions since 2003. For detailed information on ARA's extensive multihousing investment services, visit [www.arausa.com](http://www.arausa.com)