

Institutional Property Advisors Brokers \$110M Scottsdale Multifamily Asset Sale

SCOTTSDALE, Ariz.--(BUSINESS WIRE)-- [Institutional Property Advisors \(IPA\)](#), a division of [Marcus & Millichap \(NYSE:MMI\)](#) dedicated to serving the company's institutional clients, announced today the sale of The Quincy at Kierland, a 266-unit multifamily community in Scottsdale, Arizona. The \$110.25 million sales price equates to \$414,474 per unit.

"The Quincy at Kierland is one of only six post-2020 constructed assets of 100 units or more with direct frontage on Scottsdale Road," said Steve Gebing, IPA executive managing director. The positioning enhances the property's market presence and provides a long-term competitive advantage. "Since opening in the first quarter of 2024, the community averaged 17.5 net leases per month, achieved stabilized occupancy in June 2025, and was over 98% leased by early July." Gebing and Cliff David, IPA executive managing director, represented the seller, Embrey, and procured the buyer, Stockdale Capital Partners.

Located in North Scottsdale near the intersection of Scottsdale Road and Greenway Parkway, the property is close to Loop 101 and within walking distance of Kierland Commons and Scottsdale Quarter. Nearby destinations include Scottsdale Fashion Square, High Street Entertainment District, and Desert Ridge Marketplace. Major employers in the Kierland Corridor and Scottsdale Airpark include Mayo Clinic, Vanguard, Nationwide Insurance, American Express, and Sprouts Farmers Market.

Completed in 2024, The Quincy at Kierland offers a centralized courtyard with a swimming pool, spa, along with a fitness center with indoor and outdoor accessibility. Apartments average 857 square feet and include high ceilings, engineered hardwood flooring, separate laundry rooms, and smart-home technology.

About Institutional Property Advisors (IPA)

Institutional Property Advisors (IPA) is a division of Marcus & Millichap (NYSE: MMI), a leading commercial real estate services firm in North America. IPA's combination of real estate investment and capital markets expertise, industry-leading technology, and acclaimed research offers customized solutions for the acquisition, disposition and financing of institutional properties and portfolios. For more information, please visit www.institutionalpropertyadvisors.com

About Marcus & Millichap, Inc. (NYSE: MMI)

Marcus & Millichap, Inc. is a leading brokerage firm specializing in commercial real estate investment sales, financing, research and advisory services with offices throughout the United States and Canada. Marcus & Millichap closed 7,836 transactions with a sales volume of approximately \$49.6 billion in 2024. The company had 1,712 investment sales and financing professionals in more than 80 offices who provide investment brokerage and financing services to sellers and buyers of commercial real estate at year end. For additional

information, please visit www.MarcusMillichap.com.

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Source: Marcus & Millichap