

Brad Nathanson Joins Marcus & Millichap's IPA Retail as Senior Managing Director

CALABASAS, Calif.--(BUSINESS WIRE)-- [Institutional Property Advisors \(IPA\)](#), a division of [Marcus & Millichap \(NYSE: MMI\)](#), announced today that Brad Nathanson has joined IPA as a senior managing director. Previously, Nathanson served as an executive vice president with CBRE.

"Brad is a nationally recognized shopping center investment expert with a substantial history of successfully advising institutional and private clients," said Scott Holmes, senior vice president and national director, IPA Retail. "The addition of Brad and his team complements our national growth initiative and enhances IPA's capabilities in the Northeast and Mid-Atlantic regions." In the last five years, Nathanson has closed 70 transactions valued at \$1.8 billion and throughout his career he closed more than \$3 billion in shopping center sales. He is the market leader within the tri-state region of Pennsylvania, New Jersey, and Delaware over the past six years with a 65% market share on anchored shopping center sales in excess of \$20 million per transaction.

"IPA provides the ability to collaborate with elite agents across all product types, to share capital trends and leverage relationships and intel to better serve clients," commented Nathanson. "With the shift in capital in multi-tenant retail, where the usual suspect buyer profile is expanding to include many more private capital players, the unique ability to expose select assets to Marcus & Millichap's vast U.S. and Canadian salesperson network, allows us to best serve our clients by attracting the largest pool of qualified buyers through cooperation and collaboration."

Prior to joining CBRE, Nathanson was a first vice president and senior director of Marcus & Millichap's National Retail Group. In 2010, he was Marcus & Millichap's No. 1 multi-tenant retail agent and one of the firm's top 10 investment specialists nationwide. He holds a Bachelor of Arts degree in finance and economics from the University of Delaware and is a member of the International Council of Shopping Centers.

About Institutional Property Advisors (IPA)

With a network of senior-level investment advisors located throughout the United States and Canada, Institutional Property Advisors (IPA) is qualified to meet the needs of institutional and major private investors. IPA's combination of real estate investment and capital markets expertise, industry-leading technology, superior support services and acclaimed research offer customized solutions for the acquisition and disposition of institutional properties and portfolios. www.institutionalpropertyadvisors.com.

About Marcus & Millichap (NYSE: MMI)

With nearly 2,000 investment sales and financing professionals located throughout the United States and Canada, Marcus & Millichap is a leading specialist in commercial real estate investment sales, financing, research and advisory services. Founded in 1971, the firm closed 9,472 transactions in 2018 with a value of approximately \$46.4 billion. Marcus & Millichap has perfected a powerful system for marketing properties that combines investment specialization, local market expertise, the industry's most comprehensive research, state-of-the-art technology, and relationships with the largest pool of qualified investors. To learn more, please visit: www.MarcusMillichap.com.

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