

# Leading Multifamily Brokerage Team Joins Marcus & Millichap's Institutional Property Advisors Division

ORLANDO, Fla.--(BUSINESS WIRE)-- [Institutional Property Advisors \(IPA\)](#), a division of [Marcus & Millichap \(NYSE: MMI\)](#), announced today that investment sales brokers Shelton Granade, Luke Wickham and Justin Basquill have joined the firm in Orlando, Florida. Previously with CBRE, these industry professionals come to IPA with an exceptional track record of client service and extensive network of investor relationships.

"The addition of this outstanding team is another step forward in our growth plan for IPA throughout North America," said Jeffery Daniels, senior vice president and national director, IPA Multifamily. "Our ability to attract one of the most successful multifamily sales teams in the country is a testament to IPA's success in creating an entrepreneurial, collaborative culture focused on client service and goal attainment."

Granade joins IPA as an executive managing director. Wickham and Basquill join IPA as senior managing director and first vice president, respectively. As a team, the transaction experience of these investment specialists encompasses over \$10 billion in sales, including some of the most high-profile multifamily assets in North and Central Florida.

"IPA's collaborative, data-driven approach will help us continue to deliver superior results for our clients," commented Granade. "We look forward to the opportunity to further build the IPA brand on the East Coast and fully leverage the Marcus & Millichap network and leadership team. We understand that with IPA we can grow a preeminent service platform."

"The addition of Shelton, Luke, and Justin is also a great win for our clients in Central Florida," said Justin West, vice president and regional manager in Orlando. "I am very pleased to welcome the team to our Orlando office and excited about our continued growth."

## **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](http://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](http://www.MarcusMillichap.com).*

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