

Marcus & Millichap's Institutional Property Advisors Division Continues Expansion with Addition of Edmonton-Based Multifamily Team

EDMONTON, Alberta--(BUSINESS WIRE)-- [Institutional Property Advisors](#) (IPA), a division of [Marcus & Millichap](#) (NYSE: MMI), announced today that Bradley Gingerich, Paul Chaput, Bradyn Arth, and Jane Woertman, an established team of Edmonton-based multifamily investment advisors have joined IPA. Formerly with CBRE Limited, the team brings an outstanding track record and extensive relationships with major investors in the industry.

"The addition of this experienced team of multifamily investment specialists deepens the firms' North American presence and expands our platform to key markets across western Canada," said Jeffery Daniels, senior vice president, IPA Multifamily. "This team is known throughout Canada as one of the top multifamily investment sales teams in the country; their caliber and reputation truly compliments our growth initiative. We see great opportunity in cross-border capital flows, collaboration and synergies with our existing multifamily force in the U.S. and Canada."

Gingerich, a commercial real estate veteran with more than 20 years of experience, joins the firm as a senior managing director. Chaput has 15 years of industry experience while Arth began his career with CBRE Limited in 2010. Both join as senior vice presidents. Woertman has been with the team since 2016 and will continue to manage their business operations.

"We were drawn to Marcus & Millichap's IPA division by the level of specialization the firm brings to the marketplace and strength of its collaborative investment sales platform," said Gingerich. "The company's recent acquisitions of respected firms in eastern Canada further demonstrates the commitment to grow across North America. We feel fortunate to have the opportunity to grow a dominant platform in new markets."

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 over 1,800 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 over 9,000 transactions in 2017 with a value of approximately \$42.2 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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