

Marcus & Millichap Launches IPA-Retail Division

IPA was formed in 2010 to expand services for major investors in the multifamily sector and is now a leading broker of major transactions.

CALABASAS, Calif.--(BUSINESS WIRE)-- Marcus & Millichap is pleased to announce the expansion of its Institutional Property Advisors (IPA) division into the retail sector, according to John J. Kerin president and CEO of Marcus & Millichap. IPA specializes in providing real estate investment advisory, brokerage and capitals markets services to institutional and major private investors through highly experienced brokerage teams across the country.

"We are excited to build on IPA's success in the apartment marketplace by expanding our institutional platform into the retail market," said Kerin. Bill Rose, vice president and national director of Marcus & Millichap's retail division will oversee IPA-Retail. "Bill's extensive retail experience and client relationships will be instrumental in meeting the needs and objectives of our major retail clients," added Kerin.

"IPA brings together our unique combination of helping clients source acquisition opportunities and form market and portfolio strategies by utilizing our industry-leading research and maximizing value through the sale of major retail assets," said Rose. "In addition to accessing institutional buyers, one of our key advantages is accessing private capital as a result of 43-year dominance in that market segment and collaborative platform driven by information sharing," Rose added.

"As a supplement to our private client focus, the launch of IPA-Retail is a key part of our overall growth plan into various specialty segments and helping our clients move capital and access a broader selection of investment opportunities," said Hessam Nadji, senior vice president/chief strategy officer who oversees Marcus & Millichap's national specialty divisions.

IPA-Retail currently features a leading team of fifteen seasoned advisors located throughout the nation including Joseph French, Craig Fuller, Jon Hendrickson, Drew Kristol, Alvin Mansour, Kirk Olson, Erin Patton, Lori Schneider, Sean Sharko, Steve Siegel, Mark Taylor, Jason Vitorino, Austin Weisenbeck, Scott Wiles, and Dean Zang.

On hand to support IPA-Retail is IPA Capital Markets led by William E. Hughes, senior vice president, Marcus & Millichap Capital Corporation. IPA Capital Markets provides expertise and resources to assist clients throughout the placement of equity, long-term debt, mezzanine, bridge and construction financing. IPA Capital Markets team includes highly seasoned financing professionals including Michael G. Derk, Dean Giannakopoulos, Farhan Kabani, Chris Marks, Chad O'Connor, Anita Paryani Rice, Steven Rock, and Jake Roberts.

IPA is one of the country's leading providers of institutional-quality commercial real estate investment services, including portfolio and property-level analyses, capital market solutions,

research, acquisition sourcing and property sales. In 2013, the company closed over \$3.3 billion in multifamily sales valued at \$25 million and above.

With a network of senior-level investment advisors located throughout the United States, 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.IPAusa.com

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