

# Marcus & Millichap's IPA Division Continues Expansion

*Leading Pacific Northwest multifamily investment team joins firm's Seattle office*

SEATTLE--(BUSINESS WIRE)-- Institutional Property Advisors (IPA), a division of Marcus & Millichap (NYSE: MMI), announced today that veteran multifamily investment advisors Philip Assouad, Giovanni Napoli, Ryan Dinius, and Sidney Warsinske have joined the firm's Seattle office. The team has closed over \$2.5 billion in multifamily sales during the last 36 months alone.

"The addition of this highly regarded multifamily investment team significantly enhances IPA's capabilities in the Pacific Northwest and demonstrates our commitment to growing the platform in critical markets throughout North America," said Jeffery Daniels, senior vice president and national director, IPA Multifamily. "Major institutional investors active on the West Coast repeatedly speak highly of the team's skills, professionalism and results. The team brings over 40 years of combined experience in institutional multifamily advisory and sales with extensive client relationships, which will be synergistic with IPA's national platform," Daniels added.

Assouad, Napoli, Dinius and Warsinske, previously with Kidder Mathews, have been handling the acquisition, disposition and advisory services for institutional-quality apartment properties and development sites on behalf of a wide range of investor profiles, including publicly traded REITs, pension fund advisors, merchant developers, discretionary funds and high net worth private investors.

"We are excited to be a part IPA because of its collaborative culture and the opportunity to partner with such well-established and respected brokers," said Napoli. "IPA's industry-leading research, institutional client services, and leadership's commitment to a long-term growth plan will be of great benefit to us and our clients."

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

## ***About Institutional Property Advisors***

*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](http://www.IPAusa.com)*

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