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Marcus & Millichap

## Institutional Property Advisors Names Head of Research and Strategy

CALABASAS, Calif.--(BUSINESS WIRE)-- [Institutional Property Advisors \(IPA\)](#), a division of [Marcus & Millichap \(NYSE:MMI\)](#) dedicated to serving the company's institutional clients, announced today that veteran commercial real estate industry research professional Dags Chen has joined the firm as head of IPA research and strategy. As part of the company's expansive research services division, Chen will focus on research publications and analytics specifically geared toward institutional investors and their strategy formation and execution, providing research, analysis, and insights on the investment outlook for the institutional marketplace.

This press release features multimedia. View the full release here:

<https://www.businesswire.com/news/home/20250513572463/en/>



Dags Chen

Hessam Nadji, Marcus & Millichap's president and CEO, stated: "This strategic addition is designed to elevate our analytical and market intelligence capabilities and position IPA as a key advisor to institutions. In partnership with John Chang, the firm's chief intelligence and analytics officer, and IPA executives, Dags will leverage the knowledge and experience he has gained guiding strategy for global investment firms to serve multifamily investors and our IPA brokers and financing professionals."

Chen has built a long-term institutional research career with multi-year positions with Barings, Ares Management and Clarion Partners. A chartered financial analyst, he has nearly two decades of experience analyzing the intersection between the economy, property fundamentals, and real estate capital markets.

"I'm honored to join the research and strategy team at IPA and Marcus & Millichap, which has long valued the analytical insights real estate research delivers to investors," said Chen.

"I look forward to providing major institutional clients with impactful analysis and insights to help guide their investment strategy."

### **About Institutional Property Advisors (IPA)**

*Institutional Property Advisors (IPA) is a division of Marcus & Millichap (NYSE: MMI), a leading commercial real estate services firm in North America. IPA's combination of real estate investment and capital markets expertise, industry-leading technology, and acclaimed research offers customized solutions for the acquisition, disposition and financing of institutional properties and portfolios. For more information, please visit [www.institutionalpropertyadvisors.com](http://www.institutionalpropertyadvisors.com).*

### **About Marcus & Millichap, Inc. (NYSE: MMI)**

*Marcus & Millichap, Inc. is a leading brokerage firm specializing in commercial real estate investment sales, financing, research and advisory services with offices throughout the United States and Canada. Marcus & Millichap closed 7,836 transactions with a sales volume of approximately \$49.6 billion in 2024. The company had 1,712 investment sales and financing professionals in more than 80 offices who provide investment brokerage and financing services to sellers and buyers of commercial real estate at year end. For additional information, please visit [www.MarcusMillichap.com](http://www.MarcusMillichap.com).*

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