

# Real Estate Alert

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## Marcus & Millichap Returns to Top 5

**Marcus & Millichap** has cracked the top five of apartment-sales brokers for the first time since 2016 — and with its biggest market share ever.

The firm, mostly via its **Institutional Property Advisors** division, racked up \$7.09 billion of sell-side credit in 2023, good for a market share of 9.4%. The fifth-place finish is the brokerage's strongest in **Real Estate Alert's** published rankings in seven years, and best since a fourth-place finish in 2013.

The company's market share last year is its highest since the newsletter began running multifamily sector league tables in 2006.

Marcus & Millichap's IPA division focuses on larger, institutional-quality deals. Its goal at its 2011 [launch](#) was to streamline the brokerage's relationships with institutional clients by giving them a single point of contact to coordinate property and portfolio sales in different markets.

The IPA unit continues to add brokers to build market share. Within the last several months, hires include:

- Senior managing directors **Bob Dean** and **Jonathan Greenberg**, in Washington, to work on multifamily deals across the Mid-Atlantic. They [joined](#) two weeks ago from **CBRE**, where they were executive vice presidents.
- Senior vice president **Kyle Pinkalla**, in San Diego, to work on deals across Southern California, with a focus on San Diego and the Inland Empire. Pinkalla came aboard in October from **Northmarq**, where he was a managing director. He reports to **Damon Wyler**, vice president and regional manager.
- Director **David Stollenwerk**, in Nashville, who joined in October. Stollenwerk also moved over from **Northmarq**, where he worked less than a year after a nearly six-year stint at Marcus & Millichap.



- First vice president **William Hubbard**, in Dallas, who [joined](#) two weeks ago from **CBRE** to work on apartment deals throughout the Dallas-Fort Worth area. Hubbard reports to **Mark McCoy**, vice president and regional manager of Dallas-Fort Worth, and **Tim Speck**, division manager of Texas. ❖

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