



## **French and his team join Marcus & Millichap**

January 13, 2012 - Shopping Centers

Marcus & Millichap Real Estate Investment Services has hired Joseph French Jr., CCIM and his team of investment specialists, according to J.D. Parker, vice president and regional manager of the firm's Manhattan and New Haven offices. French will serve as a senior director of its National Retail Group (NRG).

Prior to joining Marcus & Millichap, French was one of the top-producing agents at Sperry Van Ness, where he specialized in retail property sales.

"Joe has an outstanding track record of success and his expertise will be a tremendous asset to Marcus & Millichap," Parker said. "Joe is one of the most respected brokers in the New York region. Therefore, it was a natural fit for him to join the top investment brokerage firm in the country - Marcus & Millichap."

In his new post, French will continue to focus on multi- and single-tenant retail investment sales on behalf of institutional and private investors.

French brings more than 25 years of experience in the real estate industry to his new position. Before joining Sperry Van Ness, he was a senior vice president of investment sales for the Hutensky Group. He was also an integral part of prominent real estate firms Landau & Heyman, Brandenburg Realty and C.S. Brown Associates.

"In order to provide superior service to my investor clients who transact business well beyond the Tri-State Area, I decided to join Marcus & Millichap," said French. "The firm has unparalleled access to a nationwide pool of private, institutional and 1031 exchange capital. Also, the company's commitment to expanding its market share in the retail brokerage sector in a still unstable economy was very appealing. To be part of this exciting growth, particularly east of the Mississippi River where the bulk of my team's transactions close, was a welcome opportunity."

French received his bachelor's degree from Southern Illinois University and a real estate professional diploma from New York University. French sits on the board of directors of the Afro American Real Estate Professionals, the Real Estate Associates Program (REAP) and Habitat for Humanity of Westchester. He is also a member of the International Council of Shopping Centers (ICSC) and the Real Estate Board of New York (REBNY).

Also joining French as associates of Marcus & Millichap are Thomas Dalzell, Schuyler Boylan and Amie Segel. Combined, the new agents have more than 60 years of real estate investment sales experience.

With more than 1,200 investment professionals in offices nationwide, Marcus & Millichap Real Estate Investment Services is the largest firm specializing in commercial real estate investment services in the nation. Marcus & Millichap closed 4,302 transactions in 2010, the highest of any commercial real estate brokerage firm. Founded in 1971, the firm has perfected a powerful system for marketing properties that combines product specialization, local market expertise, the industry's

most comprehensive research, state-of-the-art technology and relationships with the largest pool of qualified investors nationally.

New York Real Estate Journal - 17 Accord Park Drive #207, Norwell MA 02061 - (781) 878-4540