



IPA Capital Markets hires Herzog and Kazanjian

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Max Herzog

Marko Kazanjian

Manhattan, NY Max Herzog and Marko Kazanjian have joined IPA Capital Markets (IPA), a division of Marcus & Millichap.

Herzog will serve as executive managing director, capital markets, and Kazanjian as senior managing director, capital markets at IPA in New York City. The two veteran industry professionals bring over three decades of combined capital markets experience to IPA, having executed financings for a wide range of asset classes, including multifamily, industrial, retail, office, hospitality, single tenant and land. Their expertise spans permanent, bridge, construction, mezzanine and joint venture equity financing. Together they will focus on growing the IPA capital markets practice in the New York tri-state area.

“We’re pleased that both Max and Marko have decided to join our growing team as we continue to build the IPA Capital Markets practice across the country and Canada,” notes Evan Denner, executive vice president and head of business at Marcus & Millichap Capital Corporation. “Both are highly regarded, industry leading professionals with the experience and global capital relationships that will allow us to expand our capital markets footprint throughout the region. Bringing Max and Marko onboard underscores our commitment to developing a team of top professionals at IPA Capital Markets, each with the relationships and dealmaking ability to benefit our clients in numerous ways.”

“Joining the IPA New York City office marks an exciting new chapter for Marko and I, and we are both excited to work with this talented group of professionals,” Herzog adds. “This is a great opportunity to join a growing organization with a client-focused, collaborative culture that perfectly aligns with our own approach to financing.”

Since the start of 2023, IPA has hired industry veteran capital markets teams in its Los Angeles and Washington, DC offices, and most recently, the first Canadian capital markets team in its Toronto office.

“We look forward to growing the IPA capital markets business from our base in New York City and attracting other top professionals in the market as we continue to expand the team,” adds Kazanjian.

“I’m thrilled to have Max and Marko join us in the New York City office as we continue to build the IPA Capital Markets practice nationally. They represent the caliber of professionals we are seeking to compliment the phenomenal team we already have in place including recent additions in Washington DC, Toronto and Los Angeles. IPA Capital Markets is firmly establishing itself as a leading capital markets player in major markets across the country,” added Marc Sznajderman, senior vice president and head of production for the Eastern Region of Marcus & Millichap Capital Corporation.

Before joining IPA, Herzog and Kazanjian served as senior managing director and managing director, respectively, at JLL, and prior worked together at Meridian Capital.

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