



Marcus & Millichap's IPA Capital Markets Division expands into Canada

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Jeff Wagner

Toronto, ON According to IPA Capital Markets, a division of Marcus & Millichap (NYSE: MMI), Jeff Wagner joins as senior managing director, capital markets in Toronto. Wagner has over 20 years of commercial real estate experience includes closing over \$2 billion in debt and equity transactions across all property and financing types, including fixed rate debt, bridge, construction and mezzanine financing, and whole loan acquisitions. Wagner will broaden IPA Capital Markets' services to institutional and large private investors throughout Canada.

Wagner will also focus on cross-border transactions, representing both Canadian investors investing in the United States and US investors seeking opportunities in Canada. Through the longstanding capital relationships of IPA Capital Markets, he intends to bring new sources of capital from the United States to Toronto and other Canadian markets.

"The introduction of our firm's unique commercial real estate investment brokerage platform to Canada in 2014 gave sellers access to a greater pool of qualified buyers and our growing number of Canadian clients now benefit from our unrivaled access to global capital," said Evan Denner, executive vice president, head of business, Marcus & Millichap Capital Corporation. "Jeff will work closely with our investment advisors and capital markets professionals to ensure that our clients in Toronto and throughout Canada can achieve their objectives by utilizing our unmatched ability to create customized financing solutions throughout the entire capital stack."

"The commercial real estate market in Canada continues to expand and I'm excited to collaborate with IPA Capital Markets and IPA's investment sales professionals to provide investors with our full range of financing and investment services," said Wagner.

Prior to joining Marcus & Millichap's IPA Capital Markets division, Wagner was a vice president and originator with Institutional Mortgage Capital. He holds a Bachelor of Commerce degree in finance from McGill University.