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IPA Capital Markets Adds Frank Montalto as Managing Director

CHICAGO – September 6, 2022 – [IPA Capital Markets](#), a division of [Marcus & Millichap \(NYSE: MMI\)](#), specializing in capital markets services for major private and institutional clients, announced Frank Montalto has joined as managing director, based in Chicago.

Montalto has nearly a decade of experience in debt and equity financing and transitions to IPA Capital Markets after spending the last five years at Marcus & Millichap Capital Corporation (MMCC). In his new role, he will focus on institutional capital markets finance advisory services in the metro Chicago market and across the U.S., with a focus on the multifamily and industrial sectors amongst various asset classes. This will provide an opportunity to augment the successful capital markets business Montalto continues to develop with partner and colleague Dean Giannakopoulos, senior managing director at MMCC. Their continued strategic partnership enhances the ability to provide market leading capital solutions for MMCC and IPA Capital Markets clients.

“Frank has developed an extensive track record of working on highly structured transactions, and we welcome him to the IPA Capital Markets team,” says Evan Denner, executive vice president and head of business. “He is uniquely qualified to provide commercial real estate capital markets solutions to our clients, as well as cement our growing status in the Chicago region and nationally.”

Prior to joining MMCC, Montalto worked for an international financial institution, managing a \$2.2 billion portfolio.

He maintains relationships with a variety of national, regional, and local capital sources, including agency lenders, commercial banks, CMBS lenders, life insurance companies, private and public funds, and hard money lenders.

Montalto was recognized with the Marcus & Millichap Sales Recognition Award from 2019 to 2022, in addition to receiving the firm’s National Achievement Award from 2020 to 2022. He earned a bachelor’s degree in Finance and Management from the University of Iowa Tippie College of Business, and recently completed his Master of Business Administration in Finance and Real Estate at the Northwestern University, Kellogg School of Management, where he also served as Vice President of Finance for the Kellogg Real Estate Program.

Montalto is a member of the Mortgage Brokers Association, REIA Emerging Leaders, and the Urban Land Institute. Since 2015, he has assisted students in the Chicago Metropolitan Area on their journeys to college and career as a mentor with iMentor.

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About IPA Capital Markets

IPA Capital Markets is a division of Marcus & Millichap (NYSE: MMI). IPA Capital Markets provides major private and institutional clients with commercial real estate capital markets financing solutions, including debt, mezzanine financing, preferred and joint venture equity, and sponsor equity. For more information, please visit institutionalpropertyadvisors.com/capital-markets