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**IPA Capital Markets Welcomes Industry Veteran  
Gary Mozer to Los Angeles Office**

**LOS ANGELES.** January 17, 2023 –[IPA Capital Markets \(IPA\)](#), a division of [Marcus & Millichap \(NYSE: MMI\)](#), specializing in capital markets services for major private and institutional clients, announced prominent industry veteran Gary Mozer has joined the firm as executive managing director in its Los Angeles office.



“Gary is a proven leader, mentor and one of the most respected real estate financing experts in our profession,” said Evan Denner, executive vice president, head of business of Marcus & Millichap Capital Corporation. “He is widely acknowledged for his dealmaking creativity and exceptional negotiating skills and his track record speaks for itself. Gary and his team will provide a tremendous benefit to clients as we continue to expand our institutional practice.”

With extensive capital markets experience, Mozer has arranged in excess of \$30 billion of debt and equity financing transactions throughout his career for a broad array of real estate sectors including retail, multifamily, office, and industrial. He has also closed financing deals for numerous additional niche sectors such as hospitality, assisted living and skilled nursing facilities, marinas, RV parks, and self-storage sites.

Mozer joins IPA from George Smith Partners (GSP) where he spent the last 38 years, most recently as managing director & principal. During his time at GSP, he consistently ranked as its largest individual producer, placing up to \$2 billion annually.

Joining Mozer in his new role at IPA is a team of experienced originators, analysts and administration professionals who previously served together at GSP. The team includes:

- Lee Norman as senior managing director
- Thomas Adelson as director
- Broderick Flagg as senior analyst
- Jelena Andreeva as executive assistant

Tony Solomon, senior vice president of Marcus & Millichap, who oversees the firm’s Los Angeles office added, “Gary’s extensive client and capital source relationships and collaborative approach further enhances IPA’s local and national capabilities. It’s a true win-win for the firm, all our advisors and clients.”



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“I’m thrilled to join IPA as part of this new chapter of my career,” adds Mozer. “My team and I were drawn to the firm’s national platform and lineup of outstanding professionals, in addition to its service-oriented culture of designing solutions that meet each borrower’s unique financing needs. We will build upon that foundation by continuing to deliver the high level of expertise IPA clients have come to expect.”

Mr. Mozer is recognized for his professional mentoring and is a member of several real estate industry organizations including Urban Land Institute (ULI), International Council of Shopping Centers (ICSC), Association of Corporate Real Estate Executives (ACRE), National Association for Industrial and Office Parks (NAIOP), Young Presidents Organization (YPO) and Chief Executive Organization (CEO).

He holds a graduate degree from the University of Wisconsin, and holds a Bachelor of Science in Computer Science and Mathematics from the University of Michigan. Most recently, Mozer completed a Presidents Program in Leadership from Harvard Business School. He is a frequent guest lecturer at UCLA and USC.

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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](https://institutionalpropertyadvisors.com/capital-markets)*