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THE GRAPEVINE

Newmark has recruited **CBRE** apartment-sales veteran **Dean Zander** as a vice chair on its California investment-sales and advisory team. He's based in Los Angeles and reports to **Nick DiPaolo**, an executive vice president and regional managing director for the Southwest market. Zander spent seven years at CBRE, where was an executive vice president leading the firm's Southern California multifamily business. Before that, he held senior brokerage roles at **Berkadia** and **Sperry Van Ness**. ❖



REAL ESTATE ALERT: July 2, 2024

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CORPORATE COMMUNICATION

NEWMARK

Newmark Bolsters Institutional Multifamily Advisory Services in Western U.S. with Strategic Hire Dean Zander

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Newmark¹ is pleased to announce that Dean Zander has joined the firm as Vice Chairman, based in the Century City office in West Los Angeles.

Zander brings over three decades of experience in the multifamily sector throughout Southern California, closing transactions valued at more than \$11.9 billion across 58,000 units over the course of his career.

"Newmark's multifamily business is experiencing significant growth, and bringing on Dean, one of the best in the industry, enhances our ability to meet evolving market demands and deliver exceptional results," said [Chad Lavender](#), President of Capital Markets for North America at Newmark. "His decision to join Newmark underscores our upward trajectory in capital markets, and we are confident his expertise will be instrumental in driving our continued growth and success."

"Dean's impressive track record and deep industry knowledge make him a valuable addition to our team," said [Nick DiPaolo](#), Executive Vice President, Regional Managing Director, Southwest Market Leader at Newmark. "His commitment to integrity and exceptional client service aligns perfectly with Newmark's culture and values."

Zander will work with Newmark's top West Coast professionals, including [Mitch Clarfield](#), [Kevin Shannon](#), [Chris Benton](#) and [Anthony Muhlstein](#). Zander represents institutional and large private capital clients, including Nuveen, Blackstone, Western National Group, Sares Regis, Prudential Real Estate, Equity Residential, AvalonBay Communities, Essex Property Trust Inc., Jackson Square Properties, The Bascom Group and Davlyn Investments, among others.

Prior to joining Newmark, Zander held senior brokerage roles at CBRE, Berkadia and Sperry Van Ness. For nearly 25 years, he has consistently ranked among the top 5% of the most successful investment sales advisors at the brokerage firms with which he has been associated.

Zander added, "I am thrilled to join Newmark, a world-class platform that embodies excellence. Leveraging the firm's vast resources and capabilities, I look forward to further elevating my business and continuing to deliver the most favorable outcomes for my clients."

Newmark has solidified its leadership position in the multifamily sector, consistently ranking among the top three national competitors in back-to-back years. In 2023, Newmark ranked #2 among top apartment brokers in the U.S. by MSCI Real Capital Analytics and secured the #2 spot for top brokers of multifamily properties by Real Estate Alert. The firm's momentum has continued into 2024 with a #2 ranking for top multifamily brokerage firms and a #3 ranking for top multifamily sales firms by Multi-Housing News. Confirming Newmark's strong activity and advisory role within the sector, its multifamily platform accounted for 23% of the firm's total revenue in 2023.

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