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# Los Angeles County COMMERCIAL REAL ESTATE

## Trends, Updates & Visionaries



# MAY 2022

### Mark Weinstein



President  
MJW Investments  
Commercial Real Estate Developers

Mark Weinstein is the founder and president of MJW Investments (MJW), as well as the majority owner of its diversified real estate portfolio. He is widely regarded as a thought-leader in the multifamily investing space, a philanthropist, and a mentor to young real estate professionals. Weinstein founded MJW with the acquisition of a single, five-unit property while completing his JD at Loyola Law School. MJW focused largely on development until 2007, when the

company began acquiring student housing. MJW has become a full-service, vertically integrated real estate company with a portfolio valued at over \$1 billion. Weinstein has consistently taken pride in stimulating economic prosperity, building communities, and enriching individual lives through high-quality urban development and redevelopment. Undeterred by the current health crisis, Weinstein has remained a highly active real estate buyer, recently acquiring over \$210M in multifamily and student housing acquisitions in 2021.

### Tony Cianciolo



Head of Acquisitions  
MJW Investments  
Professional Services Advisors

Tony is responsible for leading MJW's direct investments platform throughout the United States and sourcing investment opportunities primarily in the multifamily conventional space. Prior to joining MJW, Tony served as Director of Acquisitions at Hamilton Zanze, where he was responsible for deal sourcing and aligning investor equity with new investment opportunities. At Hamilton Zanze, he was integral in sourcing and closing more than 90 multifamily acquisitions across the

country totaling over 21,000 units and \$3.3B in transaction volume. Tony relocated to Atlanta in 2017 and New York in 2019 to grow the company portfolio by building relationships with brokers and sellers, which enabled Hamilton Zanze to significantly expand their footprint on the east coast as well as the southeast region. Tony previously worked in Ernst & Young's Advisory Services division providing risk management analyses and process improvement consulting. Prior to EY, Tony worked at Montgomery Advisors.