

July 14, 2016

Marcus & Millichap

Marcus & Millichap Hires Jay Lybik as Vice President, Research Services

CALABASAS, Calif.--(BUSINESS WIRE)-- Marcus & Millichap (NYSE:MMI) today announced the addition of Jay Lybik as vice president, research services of our brokerage subsidiary, according to Gregory LaBerge, chief administrative officer of Marcus & Millichap. Lybik joins Marcus & Millichap with over 20 years of real estate research experience and most recently served as vice president, market research, at Equity Residential (EQR). He will be based in the firm's Phoenix office and will report to first vice president, John Chang, who heads Marcus & Millichap's Research Services unit.

"We are excited to welcome Jay to Marcus & Millichap's Research Services team," said Chang. "He will be responsible for enriching the firm's research and advisory services and guiding the preparation of the firm's more than 900 annual research products, which include forecasts, reports, and outlooks."

"Jay's experience and track record will help elevate our research capabilities, agent support, and client services," stated LaBerge. "It will also enable us to leverage John Chang's role in supporting our agents' business development, client presentations and branding Marcus & Millichap."

During Lybik's tenure with EQR, he utilized research to help the company's leadership team capitalize on emerging trends and evolve into one of largest publicly traded real estate investment trusts in the country. Lybik also served as a senior research analyst for another large commercial real estate company prior to joining EQR.

Lybik currently serves as chair of the National Multifamily Housing Council's Research Committee. He is a graduate of the University of Michigan.

Marcus & Millichap's research division is dedicated to providing clients with cutting edge market research and delivers real-time market intelligence. The firm's market research is regularly quoted in media, including *CNBC*, *Bloomberg*, *Wall Street Journal*, *New York Times*, and *Real Estate Forum*.

About Marcus & Millichap (NYSE: MMI)

With over 1,600 investment sales and financing professionals located throughout the United States and Canada, Marcus & Millichap is a leading specialist in commercial real estate investment sales, financing, research and advisory services. Founded in 1971, the firm closed over 8,700 transactions in 2015 with a value of approximately \$37.8 billion. The company has perfected a powerful system for marketing properties that combines investment specialization, local market expertise, the industry's most comprehensive research, state-of-the-art technology, and relationships with the largest pool of qualified investors. To learn more, please visit: www.MarcusMillichap.com

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Source: Marcus & Millichap