

May 17, 2017

Marcus & Millichap

Marcus & Millichap's IPA Division Hires Veteran Investment Broker Kenneth J. Szady as National Director, IPA Office and Industrial

CALABASAS, Calif.--(BUSINESS WIRE)-- Marcus & Millichap (NYSE: MMI) announced its Institutional Property Advisors (IPA) division has named Kenneth J. Szady national director, IPA Office and Industrial, based in Chicago.

"Ken is a top-producing office and industrial investment broker with more than 25 years of experience," said Hessam Nadji, president and CEO of Marcus & Millichap. "The role of national director IPA Office and Industrial is pivotal given the great opportunities for growth within these segments for Marcus & Millichap and our IPA division. Ken and his team will be driving revenue growth in Chicago and the Midwest and will be leading the charge in developing account relationships on behalf of IPA across the U.S. and Canada."

Throughout his career, Szady has been involved in over \$9 billion in office, industrial and other property investment transactions nationwide. Prior to joining IPA, he was executive managing director of Newmark Grubb Knight Frank's Capital Markets division where he represented institutional, corporate and major private clients in property and note sales, joint venture equity structures, debt placement and corporate sale/leaseback transactions. Previously, Szady held senior leadership positions with Cushman & Wakefield, Trammell Crow Co. and Jones Lang LaSalle, earning recognition as a top producer locally and nationally.

"We are pleased to welcome someone of Ken's background and reputation," said Alan Pontius, senior vice president and national director of Marcus & Millichap's specialty divisions. "Ken is well suited for our long-term strategy of aggressively expanding our major office and industrial business segments. Marcus & Millichap has been a Top 5 investment broker of office buildings valued under \$20 million, particularly leading the \$1 million - \$10 million private client office segment. Our ability to connect private capital with larger, institutional assets is unique, as our private clients are now in the position of investing in larger assets. Ken will be instrumental in helping us execute this capital migration while expanding our industrial presence in key metros."

About Marcus & Millichap (NYSE: MMI)

With over 1,700 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 nearly 9,000 transactions in 2016 with a value of approximately \$42.3 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

About Institutional Property Advisors

With a network of senior-level investment advisors located throughout the United States, Institutional Property Advisors (IPA) is qualified to meet the needs of institutional and major private investors. IPA's combination of real estate investment and capital markets expertise, industry-leading technology, superior support services and acclaimed research offer customized solutions for the acquisition and disposition of institutional properties and portfolios. www.IPAusa.com

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Source: Marcus & Millichap