

Marcus & Millichap Elevates Key Executives

Richard Matricaria and J.D. Parker Named Executive Vice Presidents

CALABASAS, Calif.--(BUSINESS WIRE)-- [Marcus & Millichap \(NYSE: MMI\)](#) announced today Richard Matricaria and J.D. Parker have been promoted to executive vice presidents of Marcus & Millichap Real Estate Investment Services, Inc. Parker and Matricaria are long-term members of the firm with extensive experience as investment brokers and in management throughout their careers. In this new role, they will oversee the firm's division managers and specialty group directors to streamline operations and execute strategic initiatives more efficiently.

"Richard and J.D. have demonstrated the ability to combine their brokerage and management skills with exceptional project management and program development in a variety of areas," said Hessam Nadji, president and chief executive officer. "We have growth opportunities in virtually every market segment, and these key executives will help us pursue them on behalf of our brokers and shareholders."

A 15-year company veteran, Parker began his career with the firm as an investment broker and most recently held the position of senior vice president and division manager overseeing the Northeast division. Prior to that, he served as regional manager where he grew the Manhattan operation to the top office firmwide by sales volume and established the Westchester and Brooklyn offices. Parker has enhanced Marcus & Millichap's international presence by launching the Global Capital Group in 2017 to access potential international investors at key events in Asia, Europe and Latin America. Last year, he was instrumental in expanding the firm's footprint in Canada through the acquisition of two well-regarded firms in Montreal and Ottawa.

Matricaria joined the company in 2000 as an investment broker and most recently held the position of senior vice president and division manager overseeing offices in the Midwest. In the last two years, he grew the Midwest division's revenue by 30% and salesforce by 40%. Matricaria also played a major role in the acquisition of the largest independently owned financing company in the Midwest last year. Additionally, he oversaw the creation of Marcus & Millichap University, a web-based brokerage training portal designed to complement the company's industry-leading in-house training. Matricaria previously served as manager of the firm's Fort Lauderdale, Orlando, Jacksonville and Tampa offices which grew to be among the company's top ten operations.

Matricaria and Parker will report to Mitchell LaBar, Marcus & Millichap's chief operating officer.

About Marcus & Millichap (NYSE: MMI)

With nearly 2,000 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 9,472 transactions in 2018 with a value of approximately \$46.4 billion. Marcus & Millichap 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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