

# Marcus & Millichap Announces New Regional Leadership Titles Across the U.S. and Canada

CALABASAS, Calif.--(BUSINESS WIRE)-- Marcus & Millichap, Inc. (NYSE:MMI) announced that effective Jan. 1, 2026, the firm transitioned its regional management position titles to market leader titles of Director, Managing Director and Senior Managing Director based on tenure and level of accomplishment. This enhancement is designed to reflect the full scope and impact of the firm's regional brokerage office leaders on client service and future growth, synonymous with the company's guiding principles. The new titles also support the firm's 2025 organizational enhancements focused on driving execution, leadership engagement and expanding sales force support and client services.

"Clear, consistent leadership drives growth, especially in a marketplace that continues to test the industry with volatility," said Hessam Nadji, president and chief executive officer of Marcus & Millichap. "This change more accurately reflects our leaders' role in driving local performance, developing talent, and reinforcing accountability in delivering superior execution and results for clients."

The firm noted that the enhanced titles reinforce expectations for greater leadership visibility across North America and highlight the importance of quality recruiting, local market branding and supporting agents and originators in achieving their full potential through higher productivity and effective business planning.

"Our priority is to strengthen local market leadership and bring consistency to how talent is developed across our platform," said J.D. Parker, executive vice president and chief operating officer, Marcus & Millichap. "Aligning these leadership roles enhances visibility, accountability, and operating discipline, enabling our teams to better serve commercial real estate investors."

## **About Marcus & Millichap, Inc. (NYSE: MMI)**

*Marcus & Millichap, Inc. is a leading brokerage firm specializing in commercial real estate investment sales, financing, research and advisory services with offices throughout the United States and Canada. Marcus & Millichap closed 7,836 transactions with a sales volume of approximately \$49.6 billion in 2024. The company had 1,712 investment sales and financing professionals in more than 80 offices who provide investment brokerage and financing services to sellers and buyers of commercial real estate at year end. For additional information, please visit [www.MarcusMillichap.com](http://www.MarcusMillichap.com).*

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