

Marcus & Millichap Acquires Dallas-Based Metropolitan Capital Advisors

CALABASAS, Calif.--(BUSINESS WIRE)-- Marcus & Millichap, Inc. (the “Company”, “Marcus & Millichap”, “MMI”) (NYSE: MMI), a leading brokerage firm specializing in commercial real estate investment sales, financing, research and advisory services, today announced that it has acquired Metropolitan Capital Advisors (MCA), a commercial real estate finance intermediary specializing in arranging debt and equity for commercial real estate on behalf of developers, investors and owners.

Hessam Nadji, president and CEO of Marcus & Millichap stated, “MCA makes an excellent addition to Marcus & Millichap Capital Corporation (MMCC) from a service and coverage standpoint and in the execution of our financing strategic growth plan. MCA’s nearly 30-year track record of providing financing solutions to a broad spectrum of real estate investors, as well as excellent client and lender relationships will add significant value.” Through the acquisition, MMCC welcomes a team of financing professionals, analysts and support staff, including Dallas-based principals Sunny Sajnani and Todd McNeill. “Sunny and Todd have built a high-quality brand focused on personal relationships and the delivery of custom capital markets solutions. This commitment to customer service dovetails with our high standards and core values and will be highly synergistic with our excellent MMCC and investment sales teams in Dallas,” Nadji added.

Sunny Sajnani stated, “We are excited to join the MMCC platform and contribute to the firm’s growth by integrating Metropolitan’s extensive lender relationships, wide product offering and broad client base, which includes REITs, equity funds, family offices, private owners and developers.” Todd McNeill added, “Our hallmark is to find and secure the most cost-effective capital structure regardless of transaction size or complexity. Similar to our new Marcus & Millichap colleagues, we pride ourselves on providing expert capital markets advice and execution. We look forward to sharing our expertise on construction loans, mezzanine debt and joint venture equity investments to further strengthen and scale MMCC’s product offerings.”

About Metropolitan Capital Advisors

Metropolitan Capital Advisors, a Dallas-based real estate capital provider founded in 1992 by Scott Lynn, specializes in arranging debt and equity financing for commercial real estate on behalf of developers, investors and owners across the nation with a concentration in Texas and the Southwest. The firm, which has completed over \$16 billion in transactions, is committed to the exclusive representation of its clients as a financial intermediary and is clearly positioned to provide unbiased capital markets recommendations and solutions. In 2019, Metropolitan Capital Advisors completed more than \$650 million of debt and equity transactions across mixed-use, multifamily, retail, industrial, office and other property types.

About Marcus & Millichap, Inc.

Marcus & Millichap, Inc. is a leading brokerage firm specializing in commercial real estate investment sales, financing, research and advisory services. As of December 31, 2019, the Company had 2,021 investment sales and financing professionals in 82 offices throughout the U.S. and Canada who provide investment brokerage and financing services to sellers and buyers of commercial real estate. The Company also offers market research, consulting and advisory services to our clients. Marcus & Millichap closed 9,726 transactions in 2019, with a sales volume of approximately \$50 billion. For additional information, please visit www.MarcusMillichap.com.

About Marcus & Millichap Capital Corporation

Marcus & Millichap Capital Corporation (MMCC) is a subsidiary of Marcus & Millichap (NYSE: MMI), a leading commercial real estate investment services firm with offices throughout the United States and Canada. Through its network of **national**, regional and local lenders, MMCC provides capital markets products for a wide variety of investment properties, including apartments, shopping centers, office buildings, industrial facilities, single-tenant net-lease properties, seniors housing, hotels/motels, manufactured home communities and self-storage facilities. In 2019, MMCC closed over 1,900 commercial real estate financing transactions totaling \$7.1 billion. To learn more, please visit www.mmCapCorp.com.

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Investor Relations:

ICR, Inc.

Evelyn Infurna, 203-682-8265

Evelyn.Infurna@icrinc.com

Media Relations:

Marcus & Millichap

Gina Relva, 510-999-1284

Gina.Relva@MarcusMillichap.com

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