Marcus & Millichap

SECOND QUARTER 2018
EARNINGS CONFERENCE CALL

August 7, 2018

FORWARD-LOOKING STATEMENTS

Certain statements in this presentation are "forward-looking statements" within the meaning of the federal securities laws, including our business outlook for 2017 and beyond and expectations for market share growth. Statements about our beliefs and expectations and statements containing the words "may," "could," "would," "should," "believe," "expect," "anticipate," "plan," "estimate," "target," "project," "intend," "well-positioned" and similar expressions constitute forward-looking statements.

These forward-looking statements involve known and unknown risks, uncertainties and other factors that may cause the Company's actual results and performance in future periods to be materially different from any future results or performance suggested in forward-looking statements in this earnings press release. Investors are urged to consider these factors carefully in evaluating the forward-looking statements and are cautioned not to place undue reliance on such forward-looking statements. Any forward-looking statements speak only as of the date of this earnings press release and, except to the extent required by applicable securities laws, the Company expressly disclaims any obligation to update or revise any of them to reflect actual results, any changes in expectations or any change in events. If the Company does update one or more forward-looking statements, no inference should be drawn that it will make additional updates with respect to those or other forward-looking statements.

Factors that could cause results to differ materially include, but are not limited to: (1) general economic conditions and commercial real estate market conditions, including the conditions in the global markets and, in particular, the U.S. debt markets; (2) the Company's ability to attract and retain transaction professionals; (3) the Company's ability to retain its business philosophy and partnership culture; (4) competitive pressures; (5) the Company's ability to integrate new agents and sustain its growth; and (6) other factors discussed in the Company's public filings, including the risk factors included in the Company's Annual Report on Form 10-K filed with the Securities and Exchange Commission on March 16, 2018.

CONFERENCE CALL PARTICIPANTS

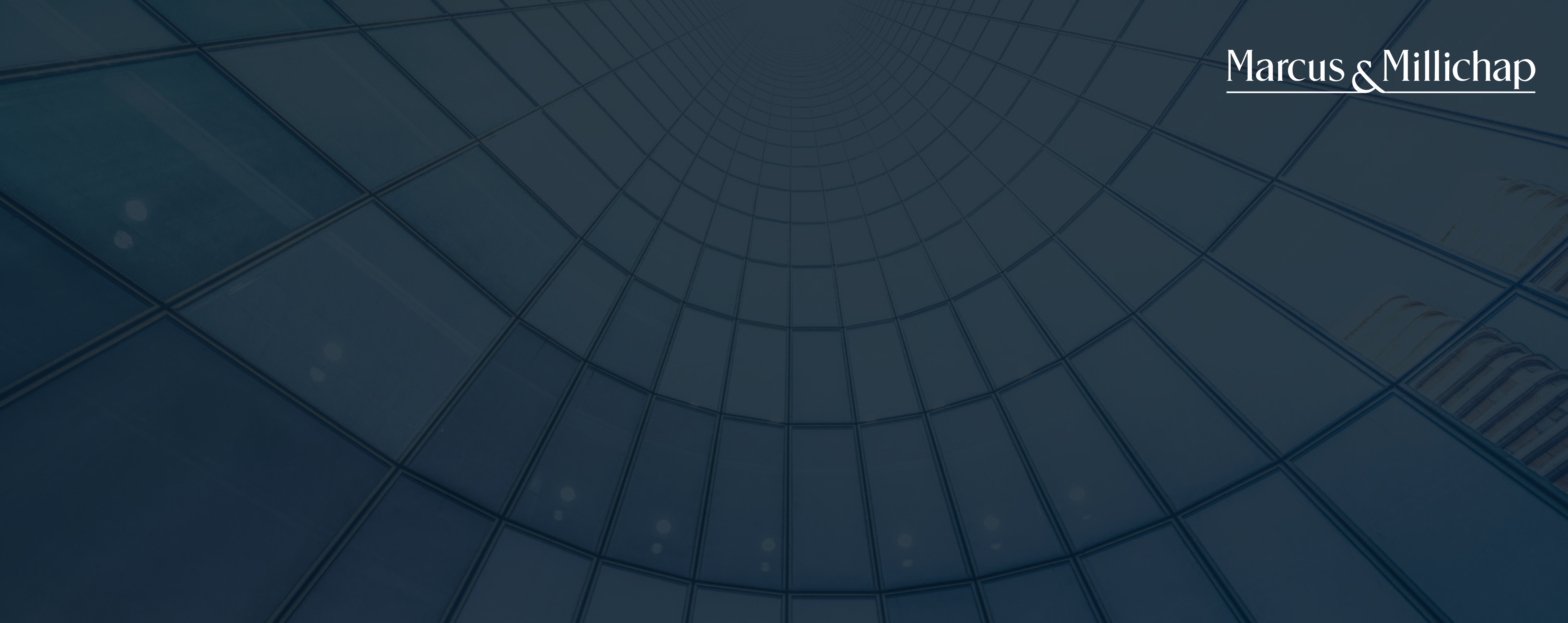
HESSAM NADJI

President, Chief Executive Officer and Director

MARTY LOUIE

Chief Financial Officer

Marcus & Millichap



MMI FINANCIAL HIGHLIGHTS

2018 SECOND QUARTER HIGHLIGHTS

Financial Highlights		YOY
Revenue	$199.4 million	10.6%
Net Income	$22.2 million	42.4%
Adjusted EBITDA	$33.7 million	17.6%

Operational Highlights		YOY
Sales Volume	$11.4 billion	0.2%
Transaction Closings	2,357	7.6%
Investment Sales and Financing Professionals as of June 30, 2018	1,841	5.3%

YEAR-TO-DATE 2018 HIGHLIGHTS

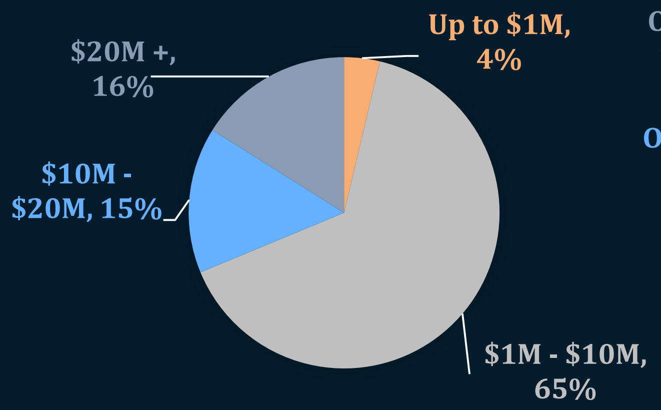
Financial Highlights		YOY
Revenue	$373.9 million	12.1%
Net Income	$40.2 million	45.7%
Adjusted EBITDA	$61.2 million	19.7%

Operational Highlights		YOY
Sales Volume	$21.1 billion	6.6%
Transaction Closings	4,442	4.3%
Investment Sales and Financing Professionals as of June 30, 2018	1,841	5.3%

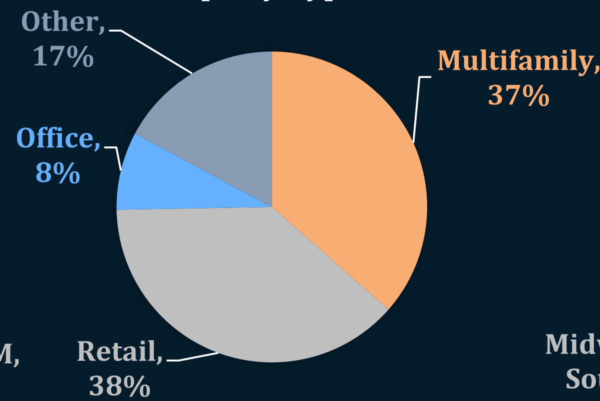
2018 SECOND QUARTER BROKERAGE HIGHLIGHTS

		YOY
Sales Volume	$8.9 billion	23.0%
Transaction Closings	1,752	7.9%
Investment Sales Professionals as of June 30, 2018	1,739	4.9%
Real Estate Brokerage Commissions Revenue	$181.6 million	11.7%

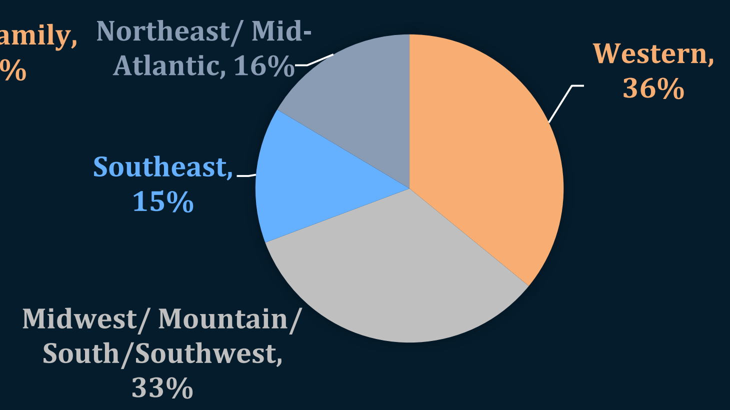
Revenue by Transaction Size



Transactions by Property Type



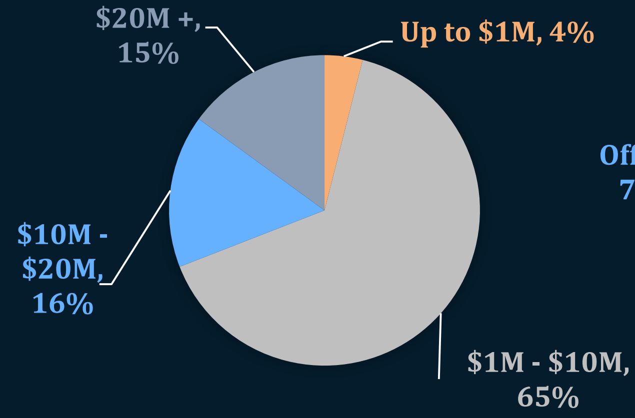
Transactions by Region



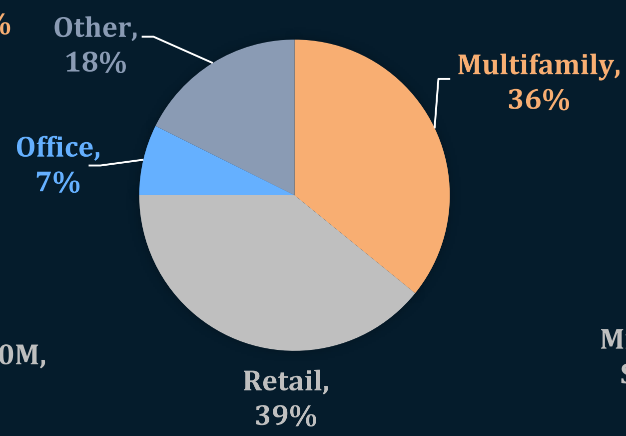
YEAR-TO-DATE 2018 BROKERAGE HIGHLIGHTS

		YOY
Sales Volume	$16.9 billion	22.5%
Transaction Closings	3,337	7.2%
Investment Sales Professionals as of June 30, 2018	1,739	4.9%
Real Estate Brokerage Commissions Revenue	$344.2 million	13.7%

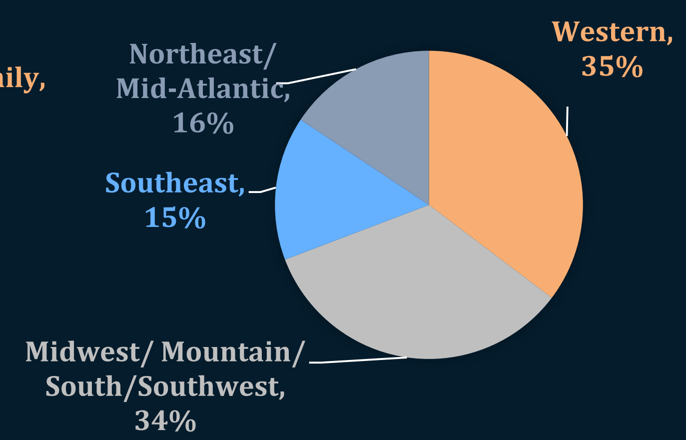
Revenue by Transaction Size



Transactions by Property Type

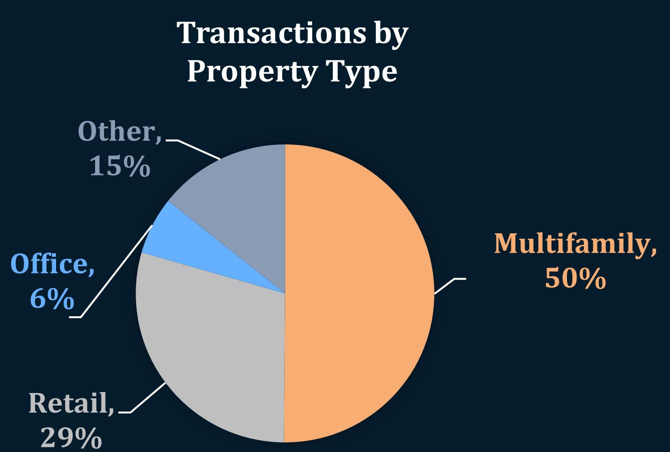


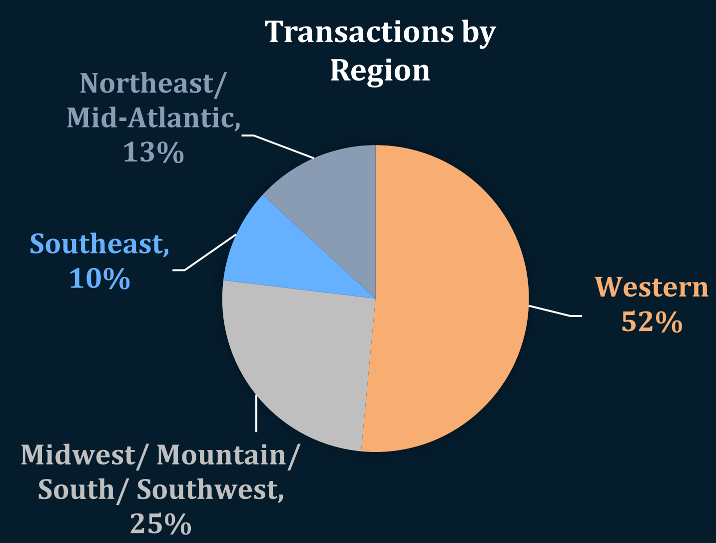
Transactions by Region



2018 SECOND QUARTER FINANCING HIGHLIGHTS

		YOY
Sales Volume	$1.6 billion	17.8%
Transaction Closings	433	6.1%
Financing Professionals as of June 30, 2018	102	12.1%
Financing Fees Revenue	$15.6 million	22.5%

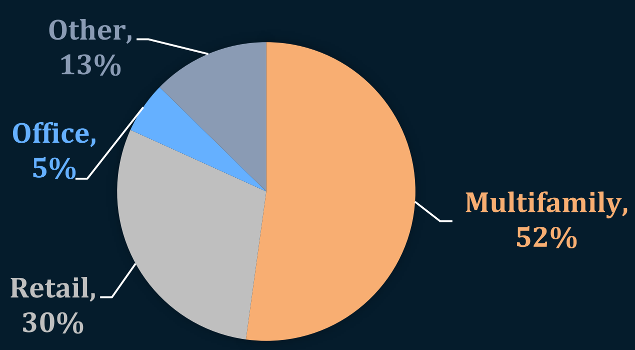




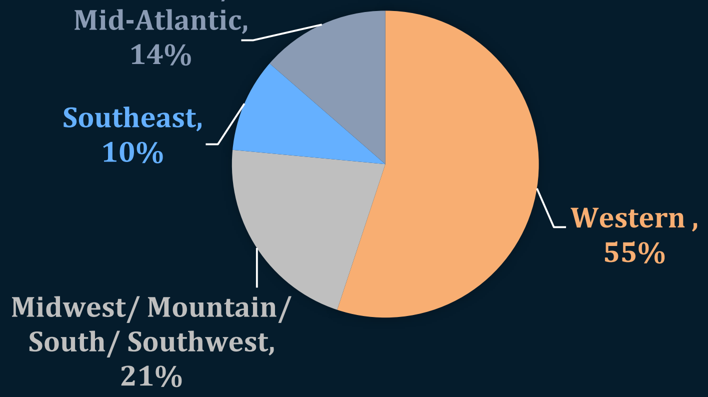
YEAR-TO-DATE 2018 FINANCING HIGHLIGHTS

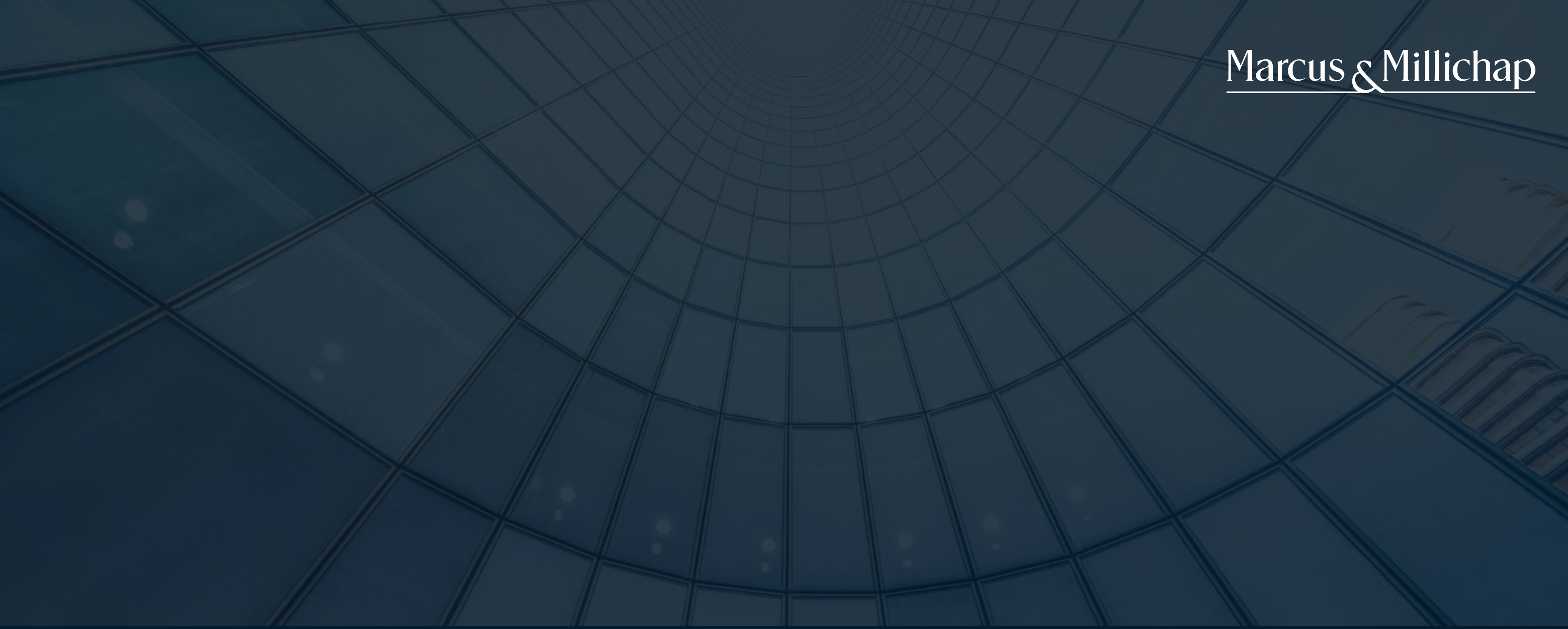
		YOY
Sales Volume	$2.6 billion	3.4%
Transaction Closings	757	(5.3)%
Financing Professionals as of June 30, 2018	102	12.1%
Financing Fees Revenue	$25.3 million	11.1%

Transactions by Property Type



Transactions by Region



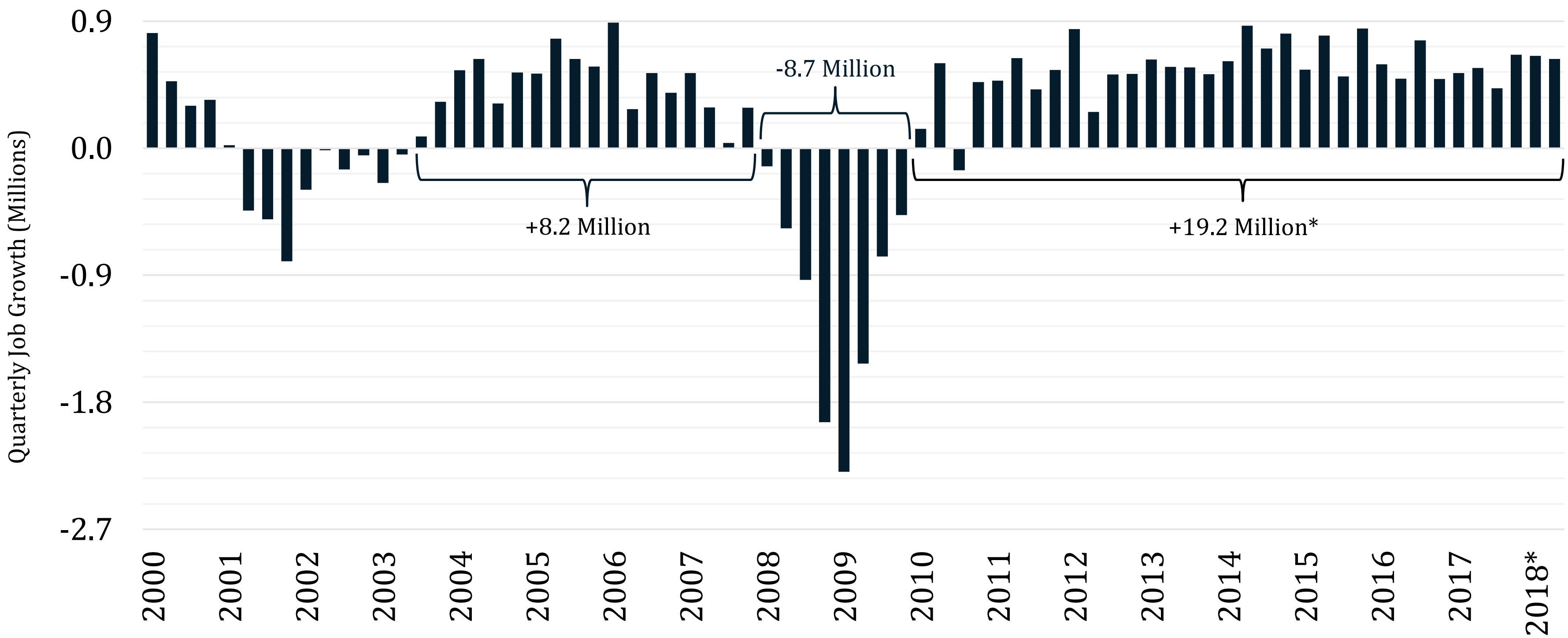


MARKET HIGHLIGHTS

U.S. EMPLOYMENT GAINS DRIVING REAL ESTATE DEMAND

U.S. Employment Has Accelerated in 2018

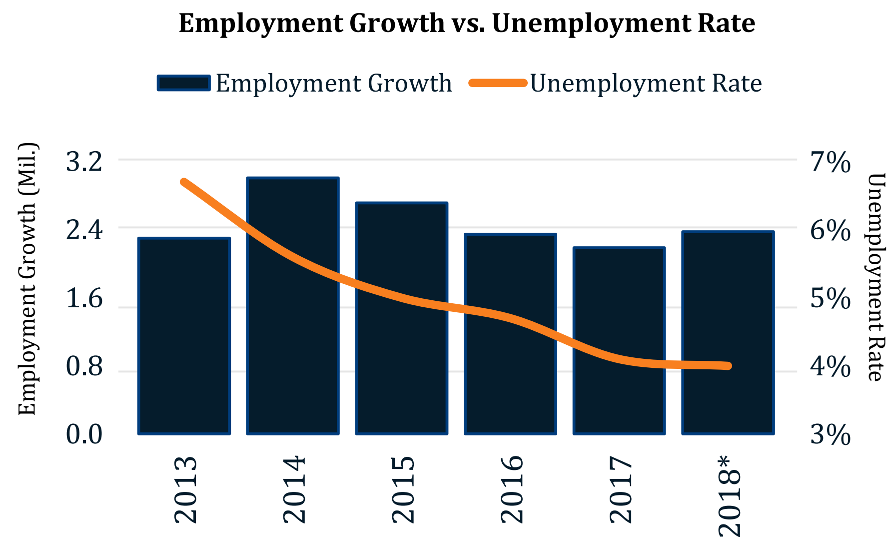
*2018 forecast to add 2.5 million jobs***

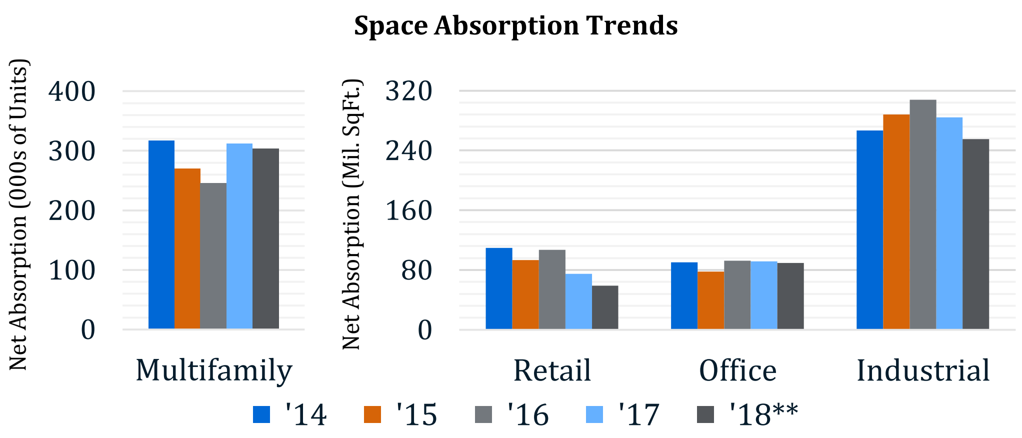


* Through 2Q
** Forecast per Economy.com
Sources: BLS, Moody's Analytics

EMPLOYMENT AND SPACE DEMAND REMAIN STRONG

- Employment growth totaled nearly 2.4 million jobs in the past 12 months
- Total employment stands 10.5 million above the pre-recession peak
- Unemployment rate is down 270 basis points since 2013
- Space absorption for multifamily, office, and industrial remain solid
- Retail absorption encountering variation by location, type, and age of property

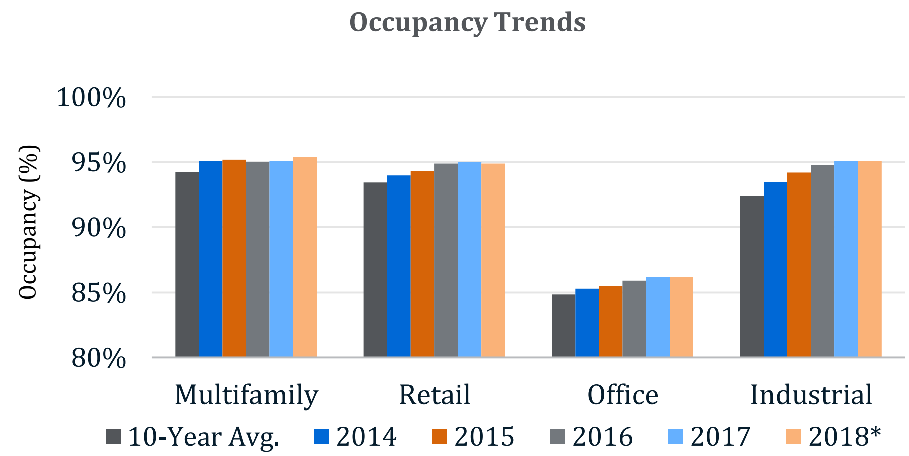


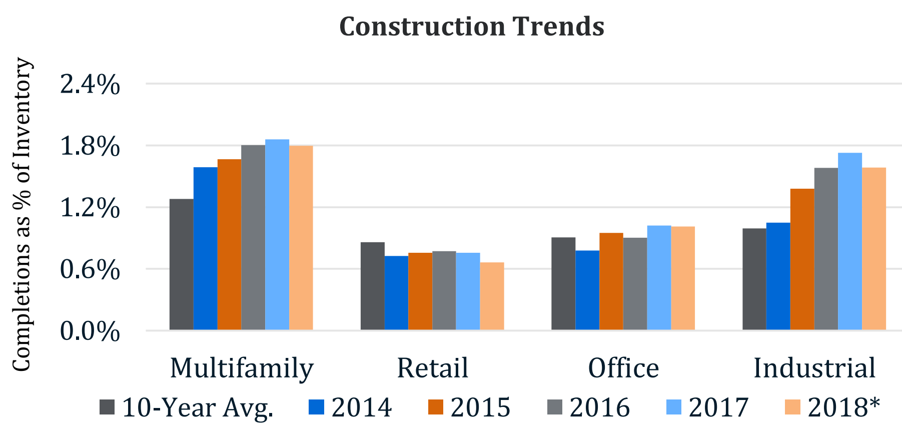


* Through 2Q; trailing 12-months through 2Q for employment growth
** Preliminary estimate for trailing 12-months through 2Q
Sources: BLS, CoStar Group, Inc., RealPage, Inc.

PROPERTY FUNDAMENTALS REMAIN HEALTHY; CONSTRUCTION TRENDS VARY BY PROPERTY TYPE

- Property fundamentals demonstrate healthy performance across all property types
- Multifamily and industrial properties led the recovery – new supply in both sectors increased, but are beginning to abate
- Select markets facing some high-end apartment oversupply risk; class B/C workforce apartments remain very stable
- New supply for office and retail remain within long-term averages



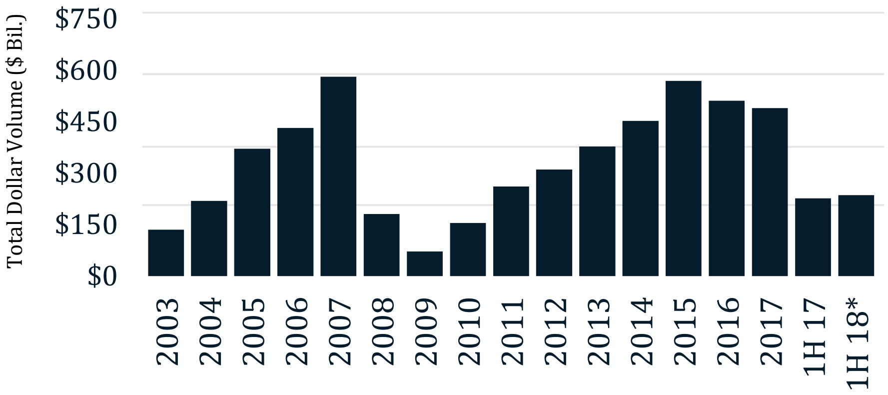


* Preliminary estimate through 2Q; trailing 12-months through 2Q for construction
Sources: CoStar Group, Inc., RealPage, Inc.

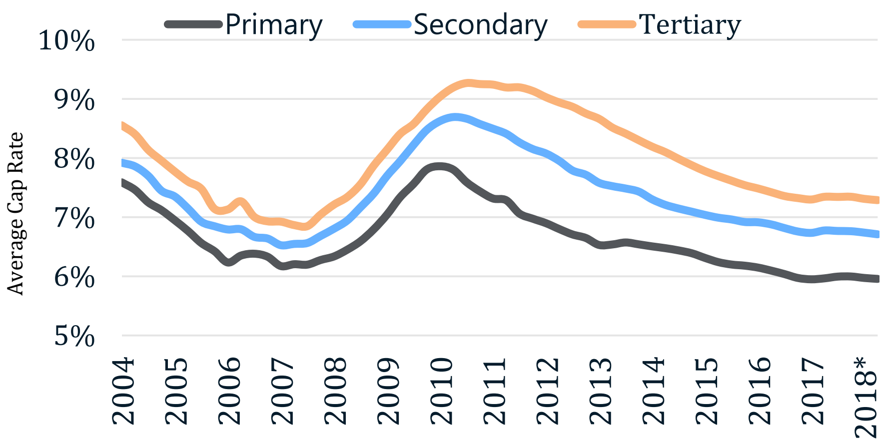
INVESTMENT SALES REMAIN STABLE AT HEALTHY LEVELS

- Investment sales have declined moderately since 2015 but remain at healthy levels
- First half 2018 sales increased modestly from 2017 based on preliminary estimates[1]
- Strengthening economic outlook, healthy fundamentals and positive aspect of new tax law on commercial real estate expected to counterbalance rising interest rates
- Price and cap rates stable, but widened bid-ask spread remains persistent

U.S. Commercial Real Estate: Total Dollar Volume [1]



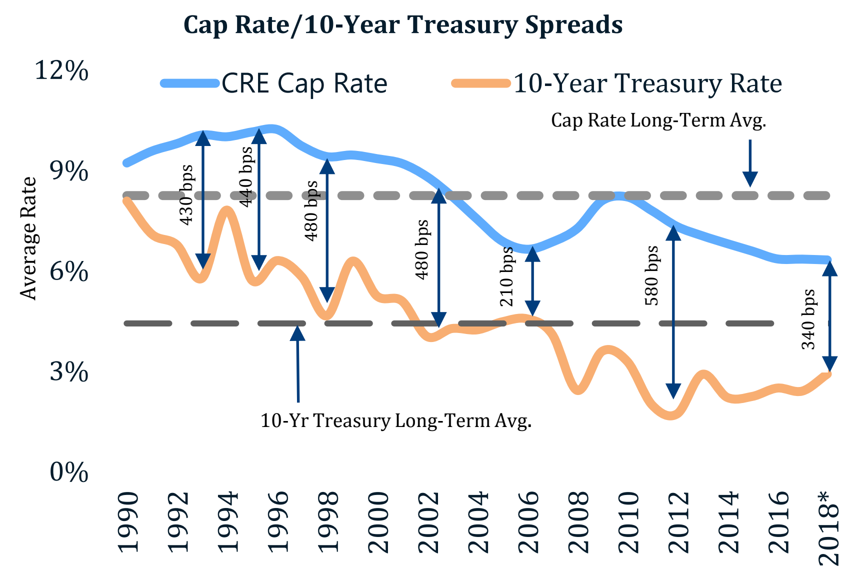
Cap Rates by Market Type [2]

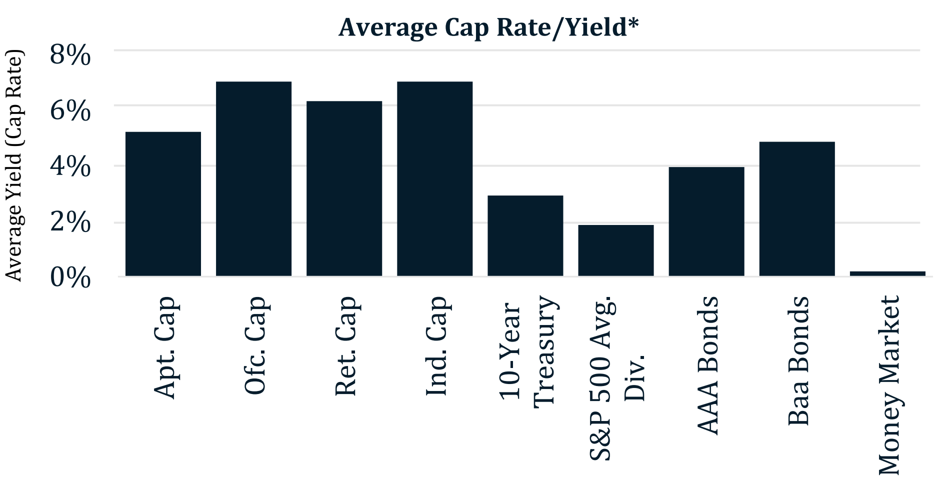


Sources: CoStar Group, Inc., Real Capital Analytics
* Preliminary estimate through 2Q
(1) Includes sales $2.5 million and greater for multifamily, retail, office,, industrial, hotel, seniors housing, and land.
(2) Includes sales $1 million and greater for multifamily, retail, office,, and industrial.

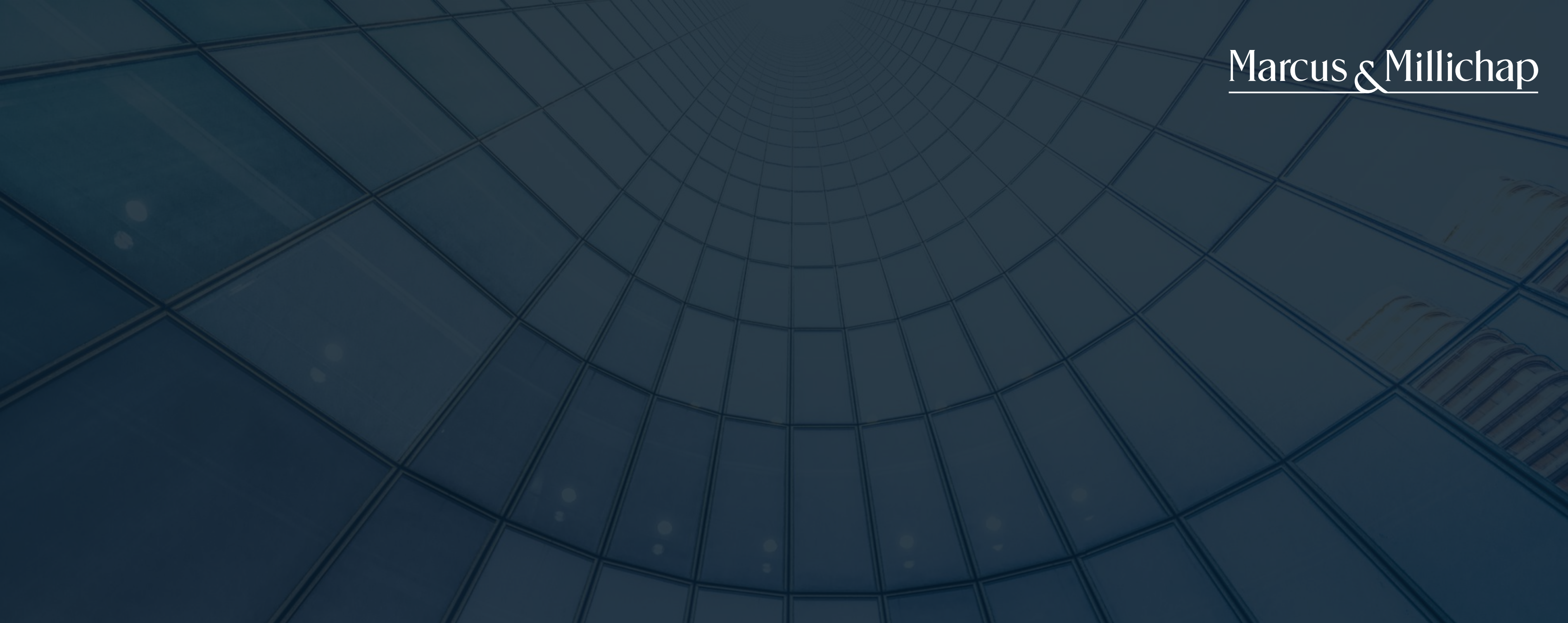
COMMERCIAL REAL ESTATE YIELDS COMPELLING

- Overall, cap rates have maintained stability despite rising interest rates
- The spread between cap rates and the 10-year treasury is still wider than the 2007 market peak
- Commercial real estate offers compelling yields when compared to other investment options





* As of 2Q 2018
Cap rates for sales $1 million and greater
Sources: CoStar Group, Inc., Real Capital Analytics, Federal Reserve, Standard & Poor's



MMI MARKET POSITION

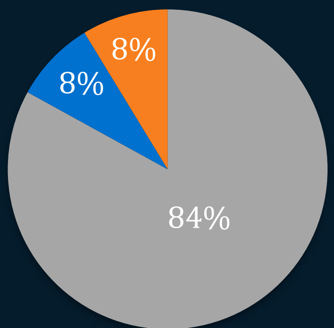
PRIVATE CLIENT MARKET SEGMENT

Largest Sales and Commission Pool Opportunity

- Market segment consists of sales between $1 million and $10 million; is the largest and most active, accounting for 80%+ of transactions
- Primarily driven by high-net worth individuals, partnerships and smaller private fund managers
- Influenced by personal drivers that result in buying/selling/refinancing properties, as well as market conditions
- Market segment features the highest commission rates

Transactions by Investor Segment [1]

Commercial Real Estate Market



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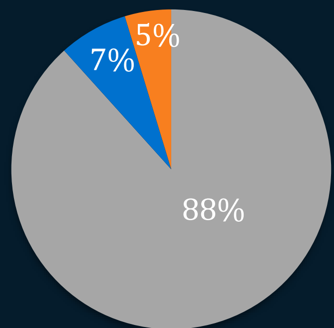
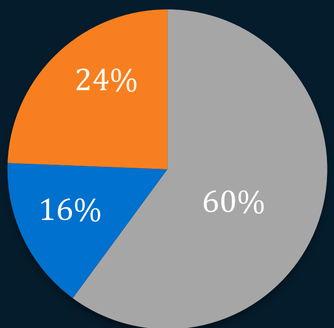
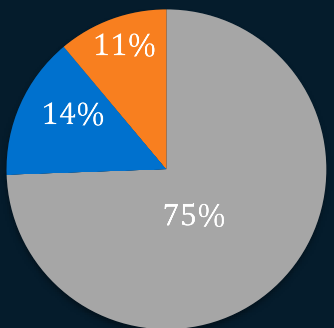


Commission Pool by Investor Segment [1] [2]

Commercial Real Estate Total Commission Pool



Marcus & Millichap Revenue

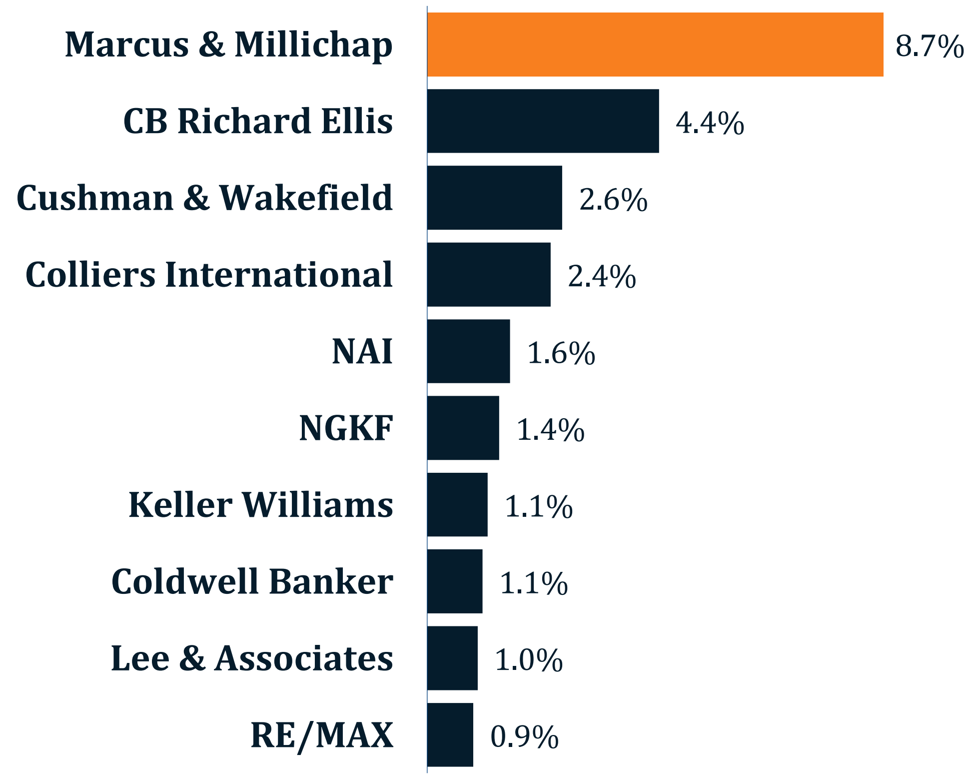


- Private Client Market Segment ($1M - $10M)
- Middle Market Segment ($10M - $20M)
- Larger Transaction Market Segment ($20M+)

Sources: CoStar Group, Inc., Real Capital Analytics
(1) Includes apartment, retail, office, and industrial sales $1 million and greater for the trailing 12-months through 2Q 2018; 2Q preliminary estimate for market total.
(2) Estimate based on industry averages: 3.7% commission rate for Private Client Market segment, 2.0% rate for Middle Market Segment and 0.8% for Larger Transaction Market segment.

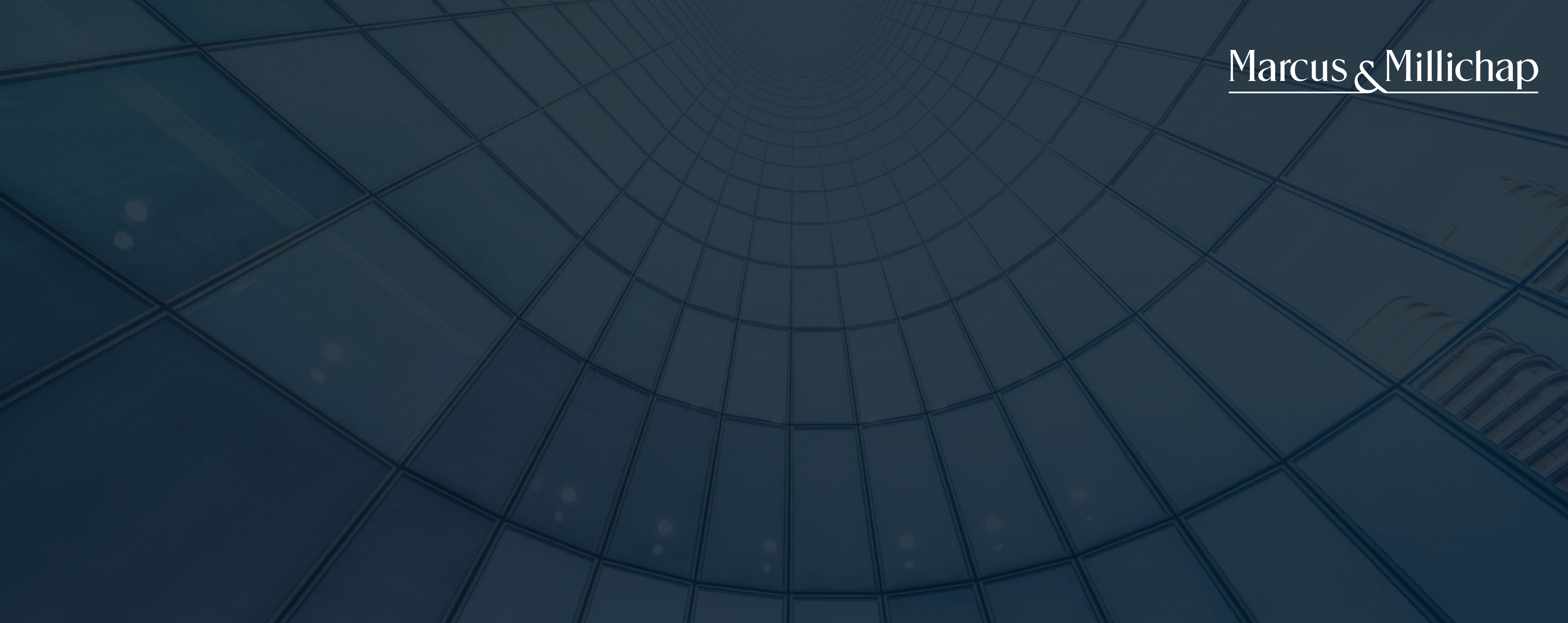
MMI: PRIVATE CLIENT MARKET LEADER WITH GROWTH OPPORTUNITY

- Top 10 U.S. Brokerage Firms' Private Client ($1M – $10M) Market Share by Transactions (1)



Top 10 Market Share 25.2%

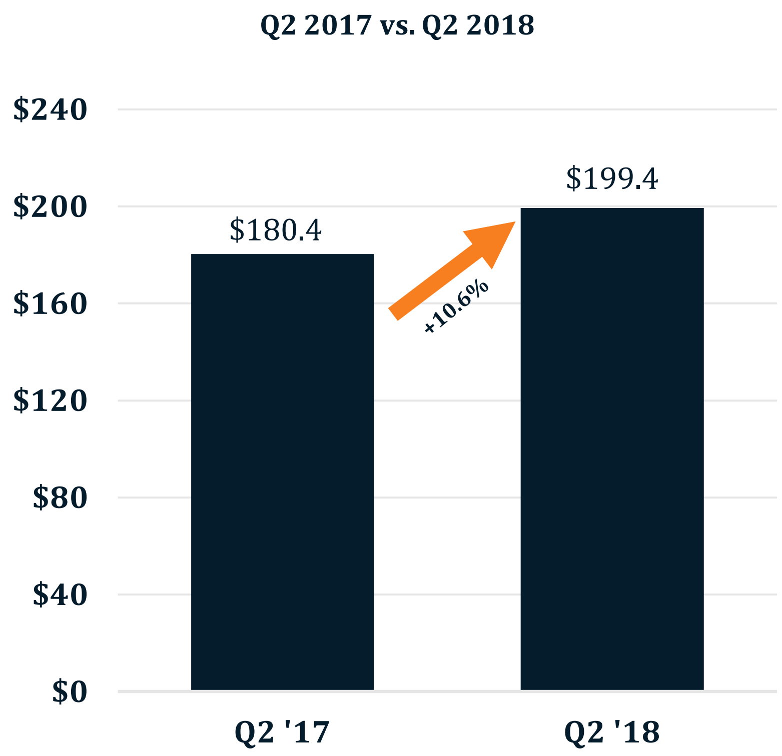
Sources: CoStar Group, Inc., Real Capital Analytics
Market share includes recent company mergers and acquisitions
(1) Includes multifamily, retail, office, and industrial sales from $1 million to $10 million during the trailing 12-months through 4Q 2017 in which the brokerage firms represented the seller.

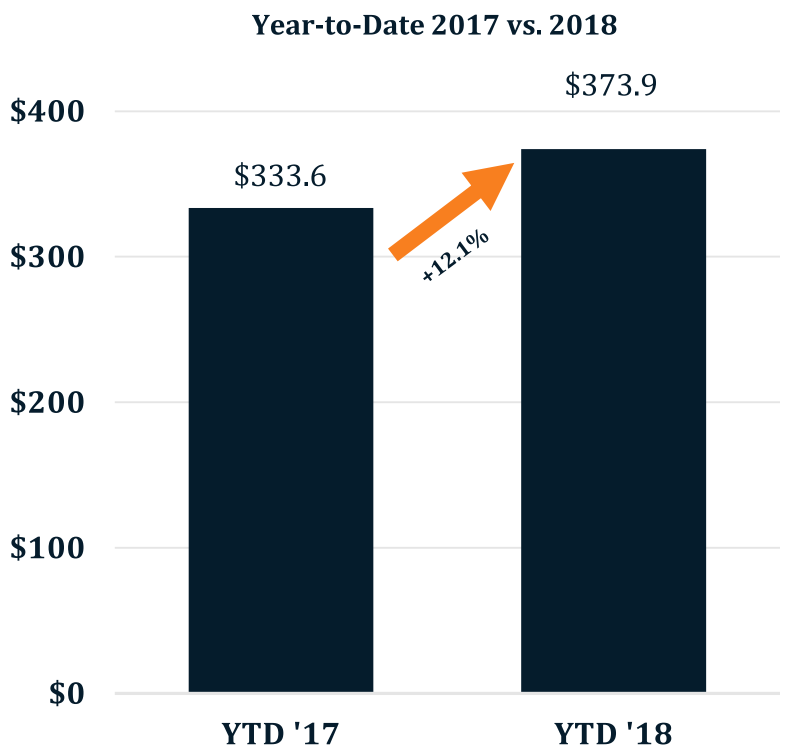


MMI FINANCIAL DETAILS

TOTAL REVENUES

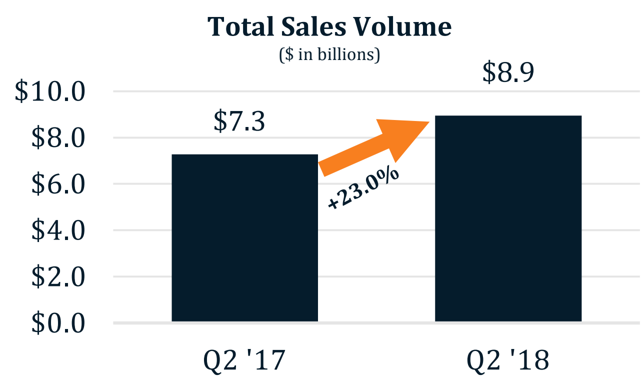
($ in millions)

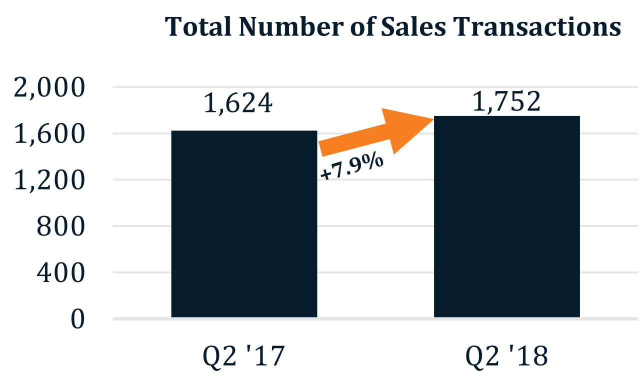


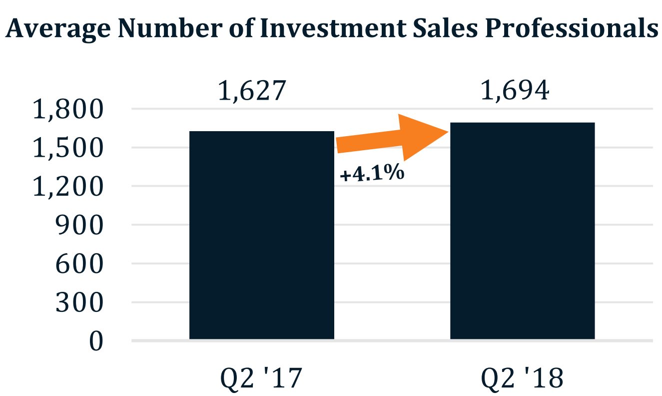


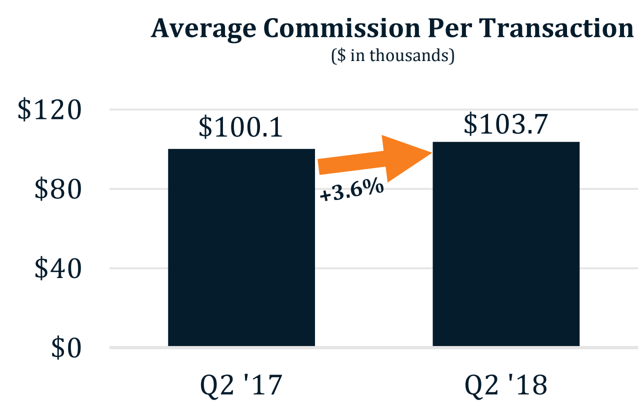
BROKERAGE OPERATING METRICS

Q2 2018



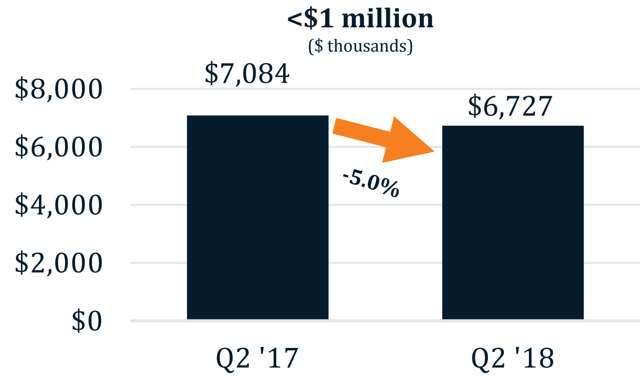


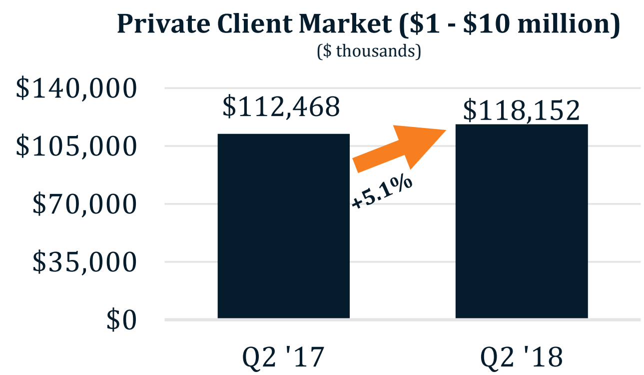


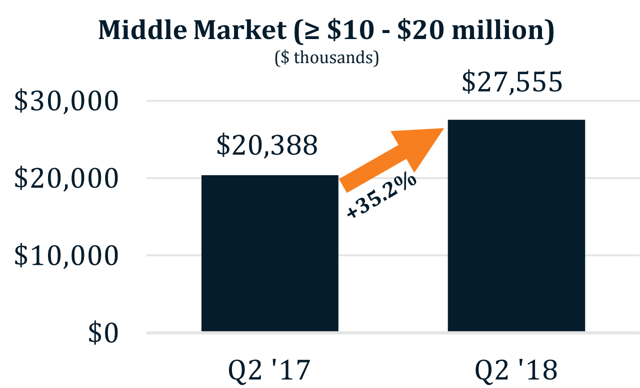


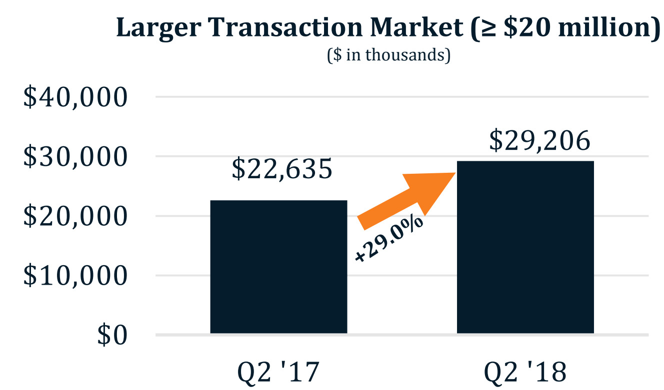
BROKERAGE REVENUE BY MARKET SEGMENT

Q2 2018



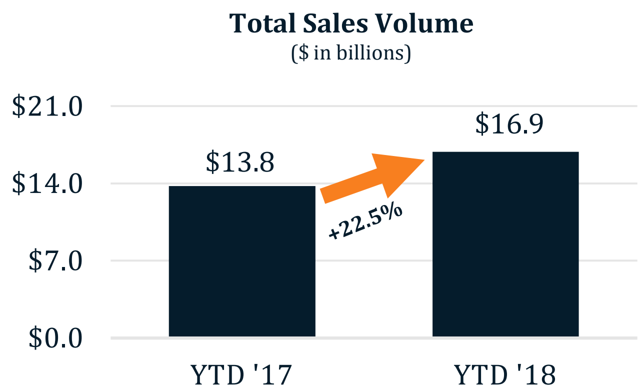


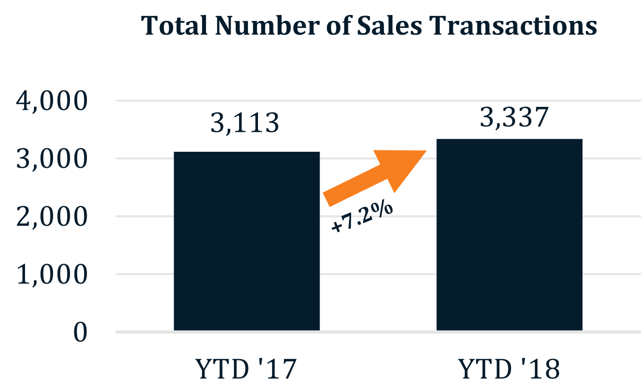


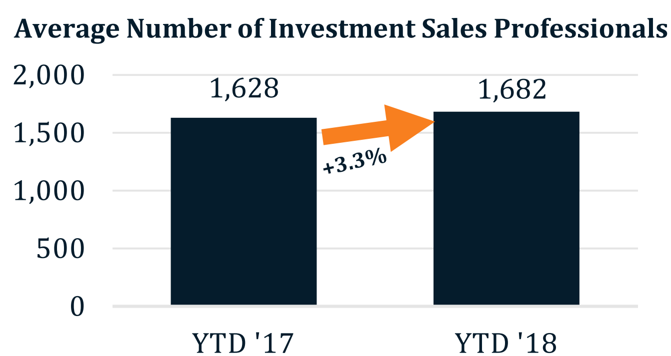


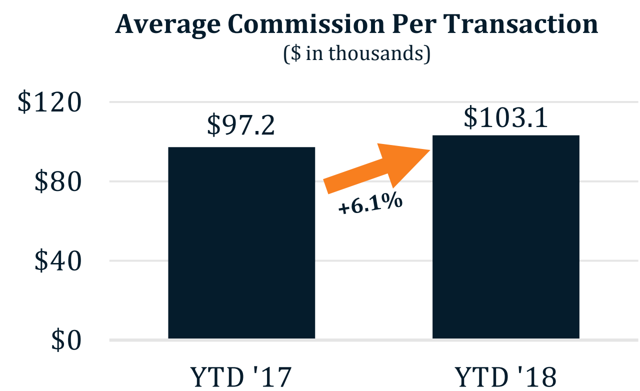
BROKERAGE OPERATING METRICS

Year-to-Date 2018



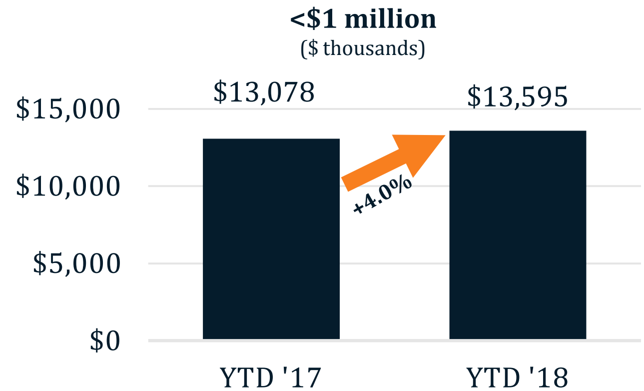


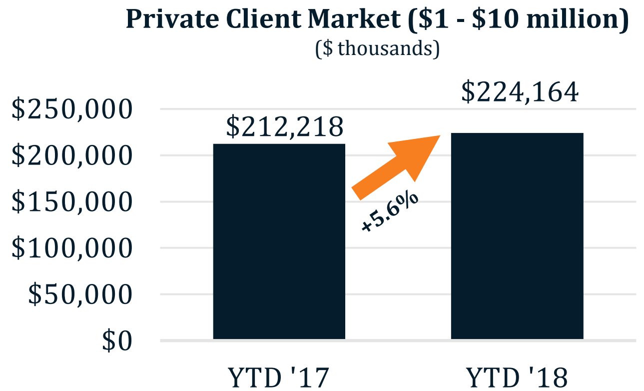


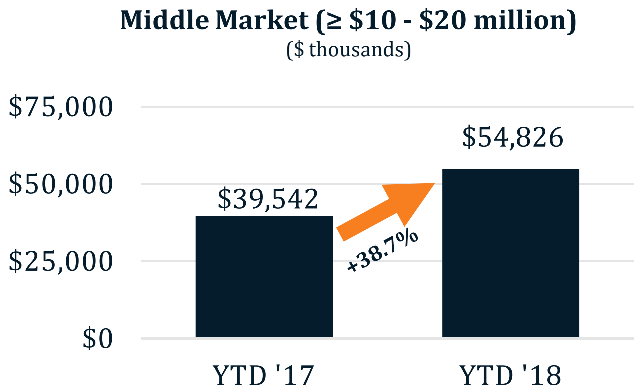


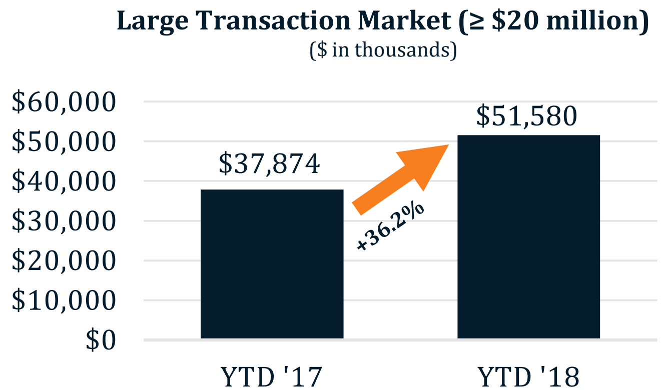
BROKERAGE REVENUE BY MARKET SEGMENT

Year-to-Date 2018



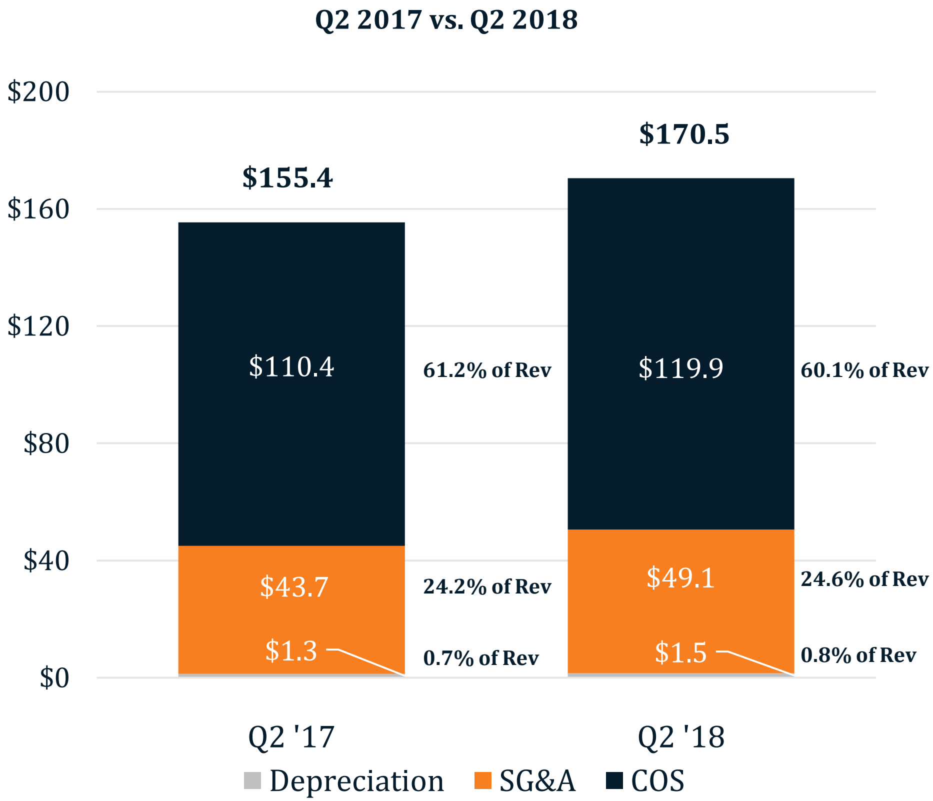


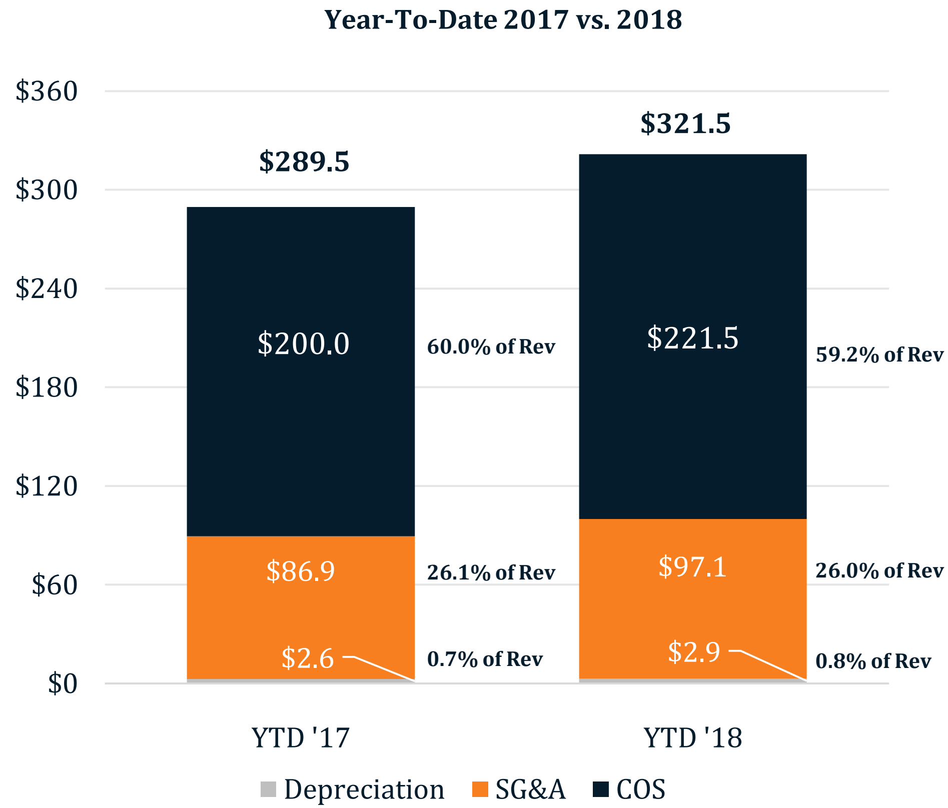




OPERATING EXPENSES

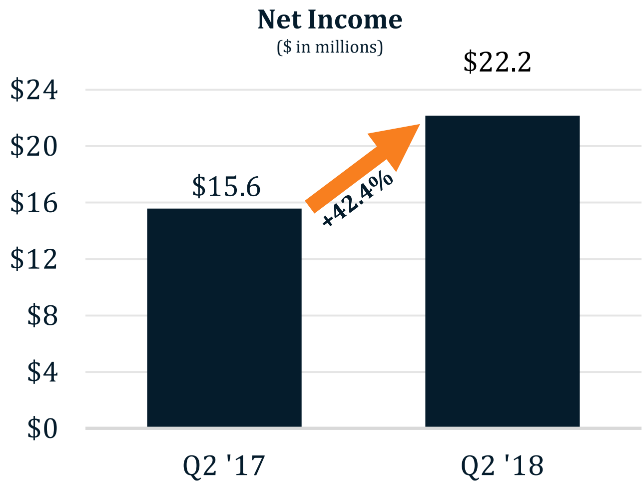
($ in millions)

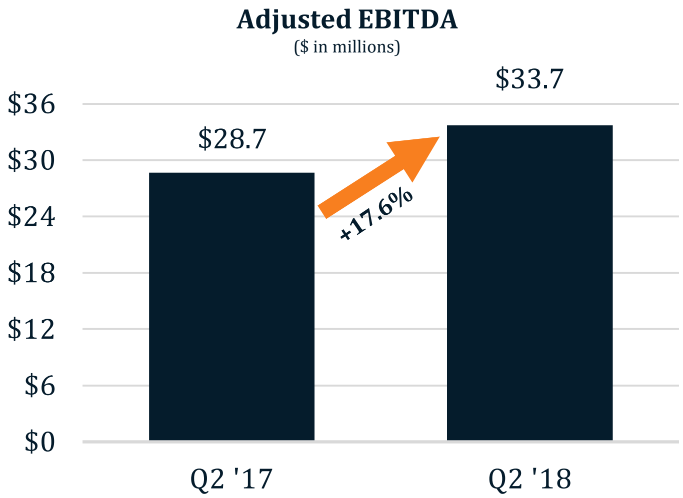




NET INCOME AND ADJUSTED EBITDA PERFORMANCE

Q2 2018

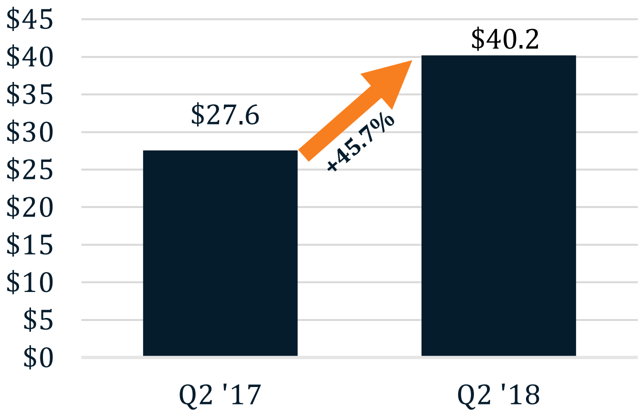




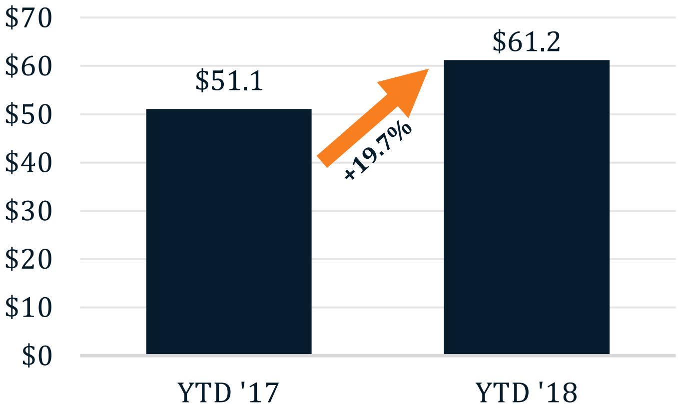
NET INCOME AND ADJUSTED EBITDA PERFORMANCE

Year-to-Date 2018

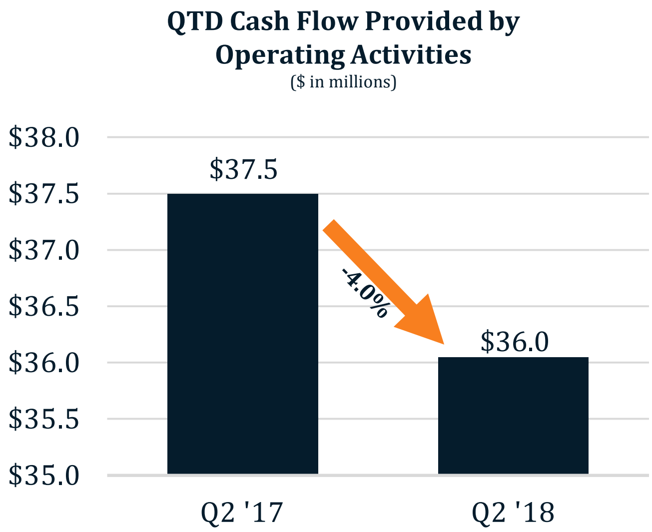
Net Income
($ in millions)

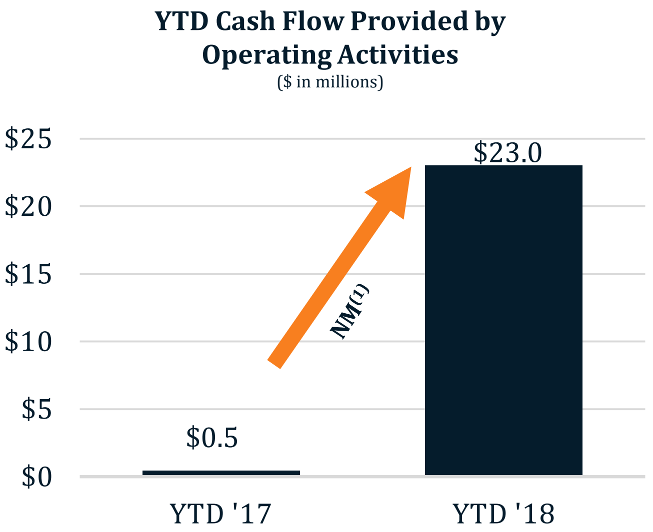


Adjusted EBITDA
($ in millions)



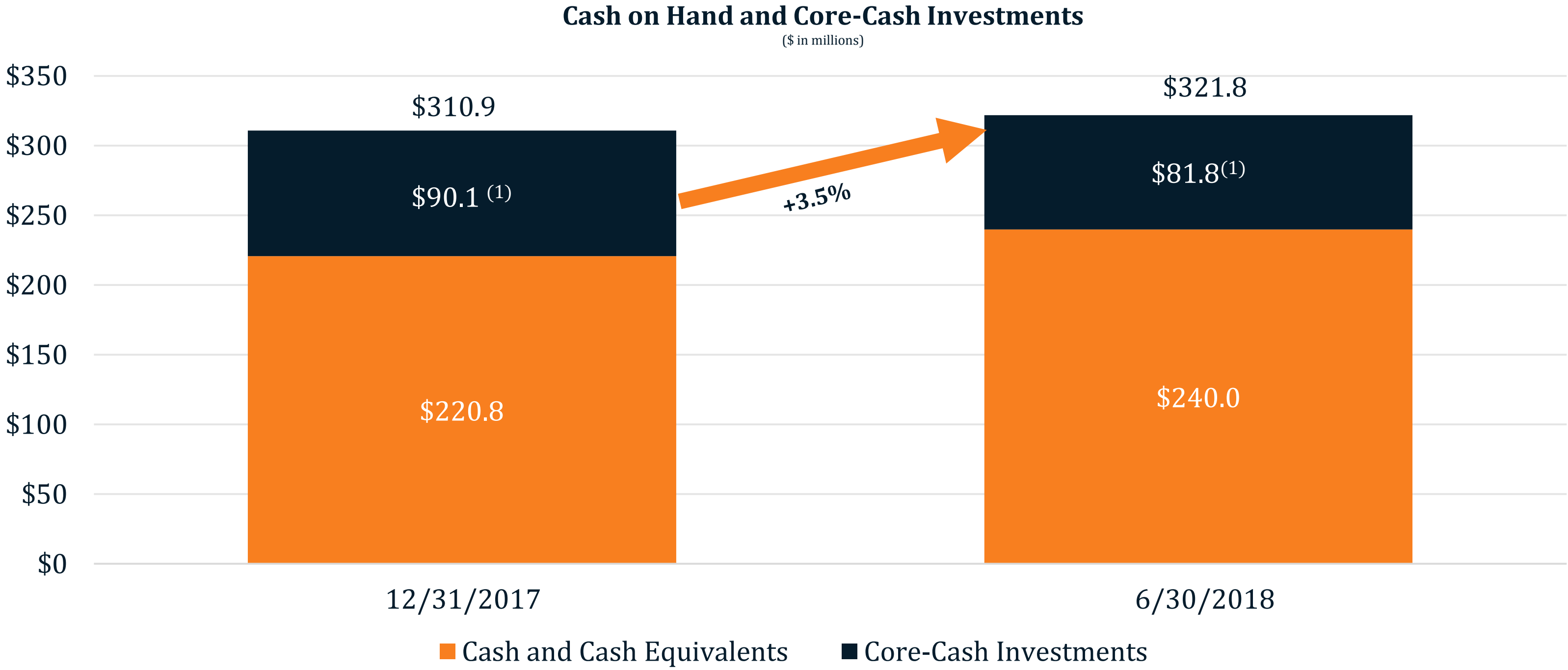
CASH FLOW PROVIDED BY OPERATING ACTIVITIES



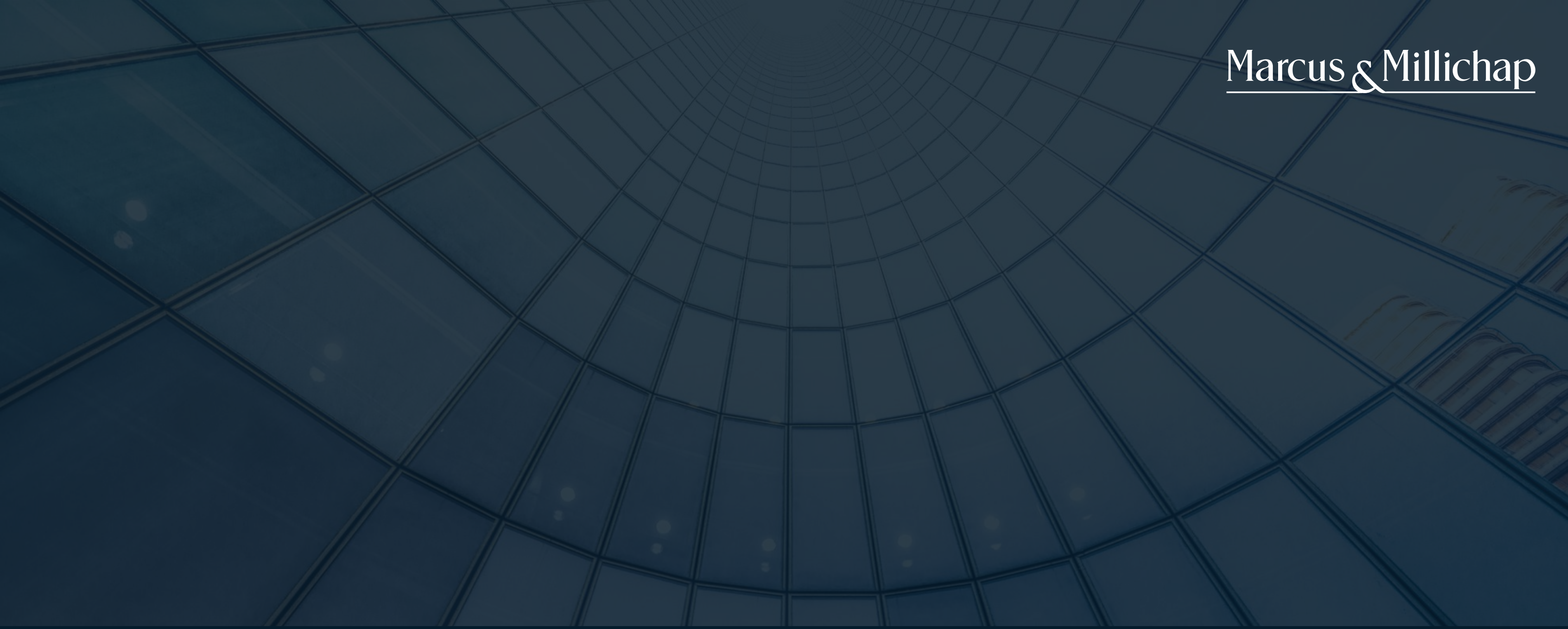


(1) Net cash provided by operating activities is driven by our net income adjusted for non-cash items and changes in operating assets and liabilities. The $22.6 million improvement in operating cash flows for the six months ended June 30, 2018 compared to the same period in 2017 was primarily due to increases in our volume of real estate brokerage and financing activities, the reduction in our effective income tax rate, differences in timing of payments and receipts, a decrease in advances to our investment sales and financing professionals, a change in bonus accruals and a lower proportion of operating expenses compared to revenues. These improvements in operating cash flows were partially offset by a decrease in the deferral of certain discretionary and other commissions.

STRONG LIQUID CAPITAL POSITION



(1) Relates to investments designated by the company as core-cash investments in fixed and variable debt securities, in accordance with our investment policy approved by the Board of Directors with weighted average maturity of 0.46 years and 0.53 years for the periods ended 6/30/18 and 12/31/17, respectively.



APPENDIX

ADJUSTED EBITDA RECONCILIATION

Adjusted EBITDA, which the Company defines as net income before (i) interest income and other, including net realized (losses) gains on marketable securities, available-for-sale and cash and cash equivalents, (ii) interest expense, (iii) provision for income taxes, (iv) depreciation and amortization, (v) stock-based compensation and (vi) other non-cash MSR activity. The Company uses Adjusted EBITDA in its business operations to evaluate the performance of its business, develop budgets and measure its performance against those budgets, among other things. The Company also believes that analysts and investors use Adjusted EBITDA as a supplemental measure to evaluate its overall operating performance. However, Adjusted EBITDA has material limitations as an analytical tool and should not be considered in isolation or as a substitute for analysis of the Company's results as reported under U.S. generally accepted accounting principles ("U.S. GAAP"). The Company finds Adjusted EBITDA as a useful tool to assist in evaluating performance because Adjusted EBITDA eliminates items related to capital structure and taxes and non-cash items. In light of the foregoing limitations, the Company does not rely solely on Adjusted EBITDA as a performance measure and also considers its U.S. GAAP results. Adjusted EBITDA is not a measurement of the Company's financial performance under U.S. GAAP and should not be considered as an alternative to net income, operating income or any other measures derived in accordance with U.S. GAAP. Because Adjusted EBITDA is not calculated in the same manner by all companies, it may not be comparable to other similarly titled measures used by other companies.

	Three Months Ended June 30		Year-to-Date June 2018	
	2018	**2017**	**2018**	**2017**
Net Income	$22,167	$15,569	$40,178	$27,569
Adjustments:				
Interest income and other(1)	(1,574)	(745)	(2,802)	(1,370)
Interest expense	352	374	712	756
Provision for income taxes(2)	8,155	10,052	14,457	17,554
Depreciation and amortization	1,503	1,303	2,878	2,600
Stock-based compensation	3,159	2,115	5,772	3,981
Other non-cash MSR activity(3)	(41)	-	(41)	-
Adjusted EBITDA(4)	**$33,721**	**$28,668**	**$61,154**	**$51,090**

(1) Other for the three and six months ended June 30, 2018 and 2017 includes net realized gains (losses) on marketable securities, available-for-sale.

(2) Provision for income taxes for the three and six months ended June 30, 2018 was calculated using a revised 21% U.S. federal corporate tax rate due to the enactment of the Tax Cuts and Jobs Act, which reduced the U.S. federal corporate tax rate from 35% to 21%.

(3) Other non-cash mortgage servicing rights activity includes the assumption of servicing obligations following the completion of our business acquisitions in 2018.

(4) The increase in Adjusted EBITDA for the three and six months ended June 30, 2018, compared to the same periods in the prior year is primarily due to higher total revenues and a lower proportion of operating expenses compared to revenues.

COMPANY OVERVIEW

NATIONAL PLATFORM FOCUSED ON INVESTMENT BROKERAGE

- 47-year old platform dedicated to perfecting real estate investment brokerage
- Designed to facilitate the movement of capital providing liquidity to clients

MARKET LEADER IN THE PRIVATE CLIENT MARKET SEGMENT

- Only national brokerage firm focused on the Private Client Market segment
- Private Client Market segment consistently comprises 80%+ of U.S. commercial property sales transactions annually

PLATFORM BUILT FOR MAXIMIZING INVESTOR VALUE

- Marcus & Millichap Capital Corporation ("MMCC"), Research & Advisory support client dialogue, financing, strategy and sales execution
- Culture and policy of information sharing is key to maximizing investor value

MANAGEMENT WITH SIGNIFICANT INVESTMENT BROKERAGE EXPERIENCE

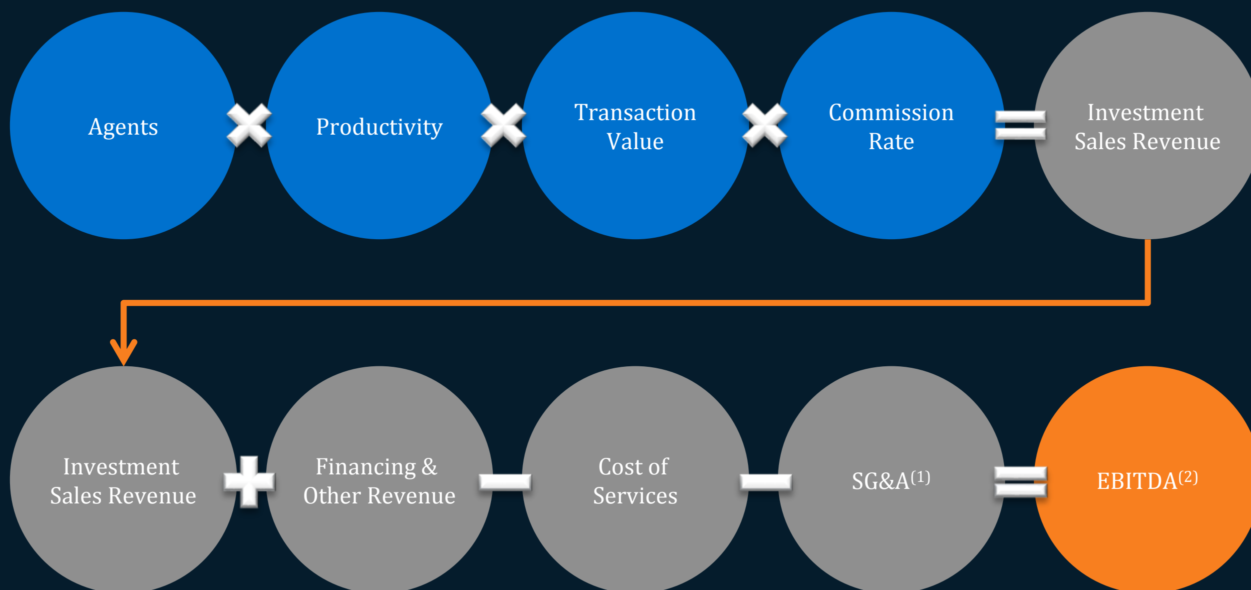
- Non-competitive management with extensive investment brokerage experience, committed to training, coaching and supporting investment sales professionals
- Creates a competitive advantage through agent retention and better client results

WELL-POSITIONED TO EXECUTE ON STRATEGIC GROWTH PLAN

- Positioned to increase Private Client Market segment share, expand presence in specialty niches/larger transaction business and grow financing division, MMCC

Marcus & Millichap

ILLUSTRATIVE MMI EARNINGS MODEL



(1) Includes stock-based compensation
(2) EBITDA is not a measurement of our financial performance under U.S. GAAP and should not be considered as an alternative to net income, operating income or any other measure derived in accordance with U.S. GAAP