

Marcus & Millichap and Brown & Brown Expand Preferred Partner Relationship into Canada

Expansion provides Canadian commercial real estate investors greater visibility into insurance costs, risk and underwriting considerations

TORONTO--(BUSINESS WIRE)-- Marcus & Millichap (NYSE:MMI), a leading commercial real estate brokerage firm specializing in investment sales, financing, research and advisory services, today announced that its Preferred Partner relationship with Brown & Brown, Inc. (NYSE: BRO), one of the world's largest insurance brokerage firms, has expanded into Canada.

Marcus & Millichap has operated in Canada since 2013 and has established a commercial real estate platform across major markets in the country. Brown & Brown has established a growing Canadian presence, with operations that support customers nationwide.

"Our Canadian professionals have built a strong platform by combining local market expertise with the reach and resources of Marcus & Millichap's broader North American network," said Richard Matricaria, chief growth officer of Marcus & Millichap. "Expanding our relationship with Brown & Brown provides our professionals and clients with additional specialized experience to help evaluate insurance considerations earlier in the investment process and manage risk throughout the investment lifecycle."

Through the relationship, Marcus & Millichap clients and investment professionals in Canada will gain streamlined access to Brown & Brown's insurance, risk and portfolio insights, including support for insurance placement, specialty risk consulting, portfolio analysis and due diligence, as well as resources designed to help investors evaluate acquisition opportunities and operating risks.

"We are excited to expand our relationship with Marcus & Millichap in Canada and highlight the depth of talent and capabilities we already have in the market," said Dan Cioci, executive vice president and director of Brown & Brown's National Real Estate Practice. "As insurance costs continue to influence valuation and execution, commercial real estate investors are looking for greater clarity earlier in the transaction process. Our Canadian teammates bring local market knowledge and real estate insurance specialization, supported by Brown & Brown's broader carrier relationships, specialty market access and real estate platform. Together, we can help investors better evaluate risk, refine assumptions and execute transactions with greater confidence."

Brown & Brown's Canadian teams support commercial real estate investors with local market knowledge, insurance placement experience and access to specialized insurance solutions, drawing on the firm's broader capabilities and resources.

The expansion is part of Marcus & Millichap's Preferred Partner Program, which connects clients and investment professionals with select providers offering specialized services and expertise.

For more information, visit BBrown.com and MarcusMillichap.com.

About Marcus & Millichap

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 8,818 transactions with a sales volume of \$50.8 billion in 2025. The company had 1,808 investment sales and financing professionals in more than 80 offices at year end.

About Brown & Brown

Brown & Brown, Inc. (NYSE: BRO) is a leading insurance brokerage firm delivering comprehensive and customized insurance solutions since 1939. With a global presence spanning more than 700 locations and approximately 23,000 professionals, Brown & Brown provides risk management strategies for businesses and individuals worldwide. Learn more at BBrown.com.

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