

# Marcus & Millichap Hires President of Financing Subsidiary, MMCC

*- David Shillington to Lead Organization -*

CALABASAS, Calif.--(BUSINESS WIRE)-- Marcus & Millichap, Inc. (the "Company", "Marcus & Millichap", "MMI") (NYSE: MMI), a leading national brokerage firm specializing in commercial real estate investment sales, financing, research and advisory services, today announced it has hired David (Dave) Shillington as the new President of its financing subsidiary, Marcus & Millichap Capital Corporation (MMCC).

Mr. Shillington brings more than three decades of real estate lending and executive leadership to the Company. He is an industry veteran with strong leadership, organizational and direct client management skills. Prior to joining Marcus & Millichap, Mr. Shillington served as an Executive Vice President with KeyBank Real Estate Capital, where he held multiple positions. His roles included Regional Manager for the Southeast and Mid-Atlantic, Managing Director of the Agency Lending Division and the Fannie Mae DUS CEO. Under his leadership, KeyBank's Multifamily Capital Markets team grew into a nationally recognized, industry leader and one of the largest Agency lenders in the United States. Mr. Shillington's career also spanned the positions of managing director at Bank of America Securities and First Union National Bank where he was instrumental in building lending platforms covering all property types.

"I am pleased to welcome Dave as the President of MMCC," shared MMI's President and CEO, Hessam Nadji. "Dave's 30 plus years of experience and diverse background in commercial real estate finance are well-aligned with our vision for MMCC and its growth plan. Based on Dave's history, we have great confidence in his abilities to take MMCC to the next level."

Shillington stated, "I am thrilled to be joining one of the most respected brands in the industry and look forward to pursuing growth strategies that not only expand the firm's financing capabilities and earnings, but also add value to our investment brokerage business. MMCC has growth opportunities in virtually every market segment and property type, and I look forward to working with our team to realize this great potential."

William (Bill) Hughes, the former head of MMCC, earlier this year announced his plan to retire. "We are grateful to Bill for his 22 years of service in establishing and leading MMCC," said Nadji. "Bill, with his wealth of knowledge and deep relationships, will continue to serve as a key advisor for several months to ensure a smooth transition."

MMCC is a leading source of real estate capital as an intermediary nationally and provides financing for a full range of property types and loan amounts. In 2017, the firm served as an intermediary for \$5.5 billion in financing volume and brokered the financing of 1,707 transactions with over 100 financing professionals across the U.S.

***About Marcus & Millichap, Inc.***

With over 1,800 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 nearly 9,000 transactions in 2017 with a value of approximately \$42.2 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](http://www.MarcusMillichap.com)

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