

Marcus & Millichap



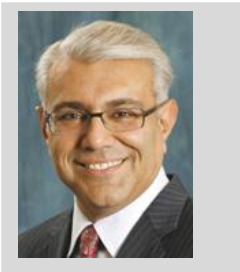
Fourth Quarter 2016 Earnings Conference Call

March 9, 2017

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 or about March 16, 2017.

Conference Call Participants



Hessam Nadji
*President, Chief Executive
Officer & Director*






Marty Louie
Chief Financial Officer




MMI Financial Highlights

Full Year 2016 Highlights

Financial Highlights




			<u>YOY</u>
Revenue	\$717.5 million		4.1%
Net Income	\$64.7 million		(2.6%)
Adjusted EBITDA	\$118.3 million		(4.7%)

Operational Highlights




			<u>YOY</u>
Sales Volume	\$42.3 billion		11.8%
Transaction Closings	8,995		3.2%
Investment Sales & Financing Professionals as of December 31, 2016	1,737		8.1%

2016 Fourth Quarter Highlights

Financial Highlights

		<u>YOY</u>
Revenue	\$189.2 million	 (6.9%)
Net Income	\$17.2 million	 (13.9%)
Adjusted EBITDA	\$31.3 million	 (11.3%)

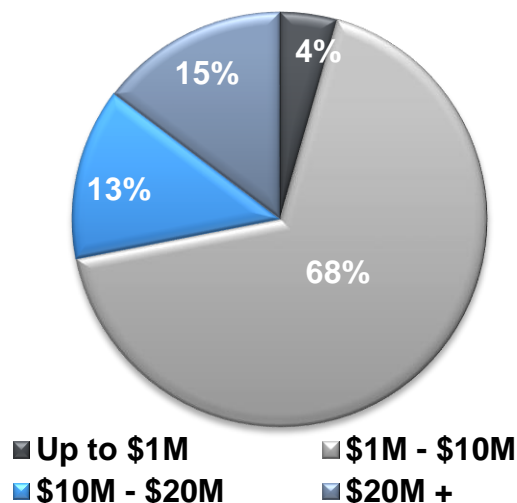
Operational Highlights

		<u>YOY</u>
Sales Volume	\$10.9 billion	 (0.7%)
Transaction Closings	2,309	 (6.1%)
Investment Sales & Financing Professionals as of December 31, 2016	1,737	 8.1%

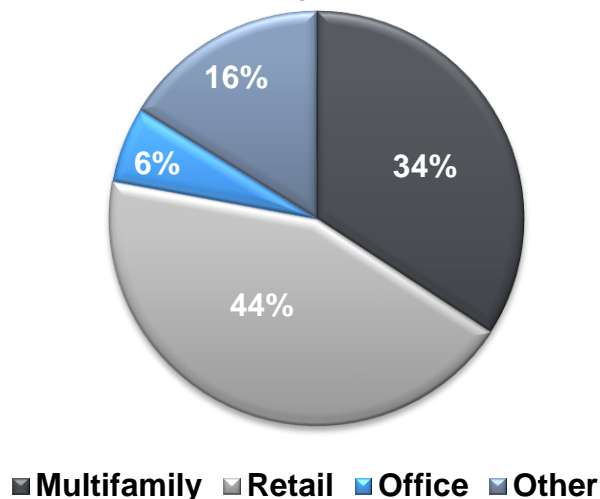
Full Year 2016 Brokerage Highlights

Sales Volume ⁽¹⁾	\$32.0 billion	↑ ^{YOY} 12.4%
Transaction Closings	6,476	↑ 2.3%
Investment Sales Professionals as of December 31, 2016	1,634	↑ 8.3%
Real Estate Brokerage Commissions Revenue	\$662.2 million	↑ 4.7%

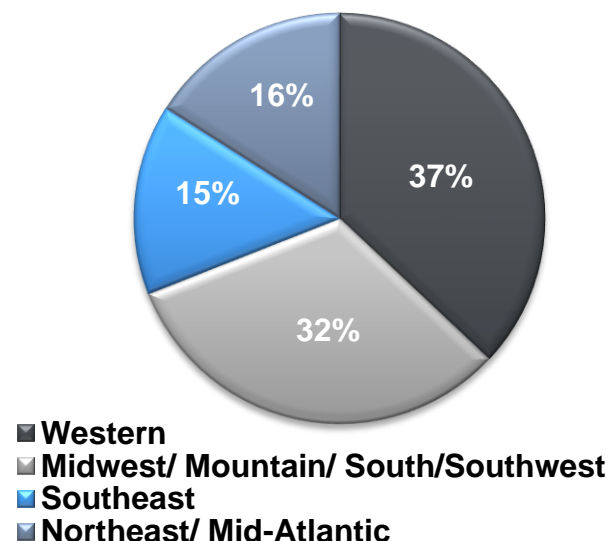
Revenue by Transaction Size



Transactions by Property Type





Transactions by Region

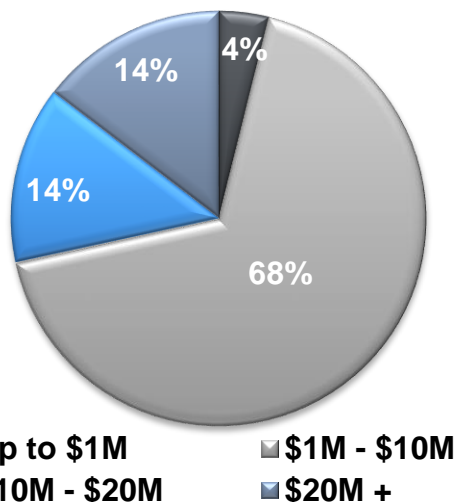


⁽¹⁾ Normalized sales volume, adjusting for one large transaction in excess of \$300 million in 1Q 2016, represents year over year growth of 10.6%

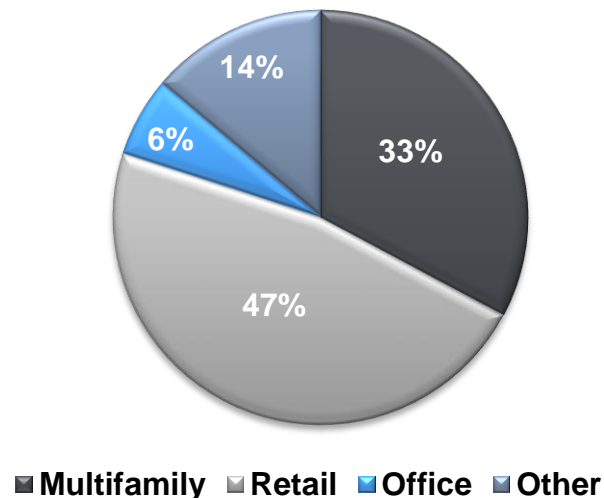
2016 Fourth Quarter Brokerage Highlights

Sales Volume	\$8.3 billion	 YOY (3.2%)
Transaction Closings	1,671	 (7.7%)
Investment Sales Professionals as of December 31, 2016	1,634	 8.3%
Real Estate Brokerage Commissions Revenue	\$172.7 million	 (7.2%)

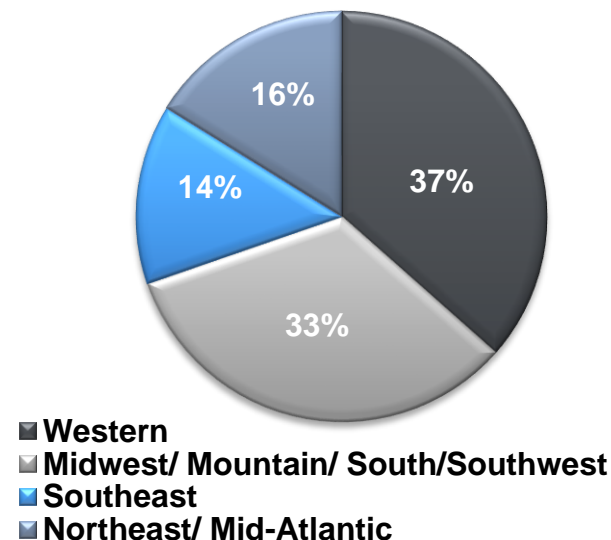
Revenue by Transaction Size



Transactions by Property Type



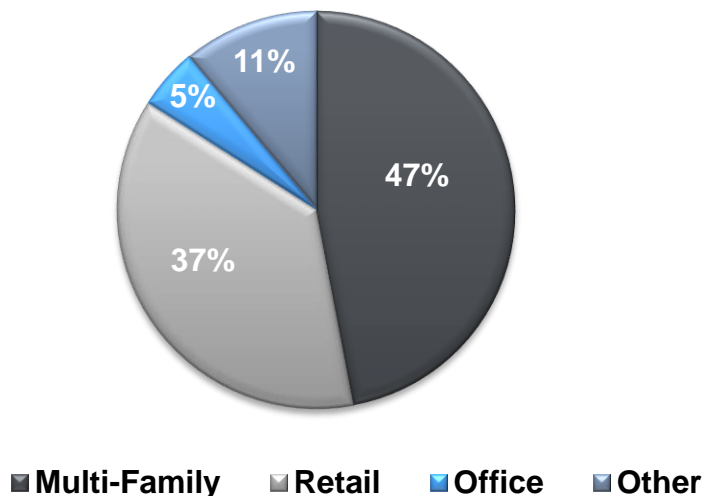
Transactions by Region



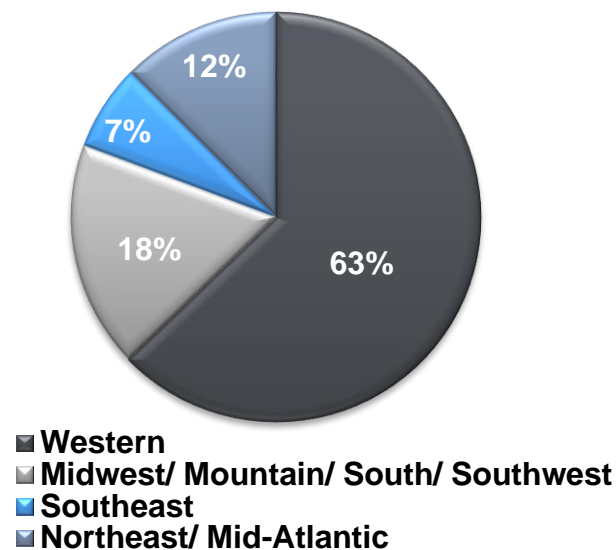
Full Year 2016 Financing Highlights

		<u>YOY</u>
Sales Volume	\$5.1 billion	↑ 4.5%
Transaction Closings	1,651	↑ 3.1%
Financing Professionals as of December 31, 2016	103	↑ 5.1%
Financing Fees Revenue	\$43.4 million	↑ 2.1%

Transactions by Property Type



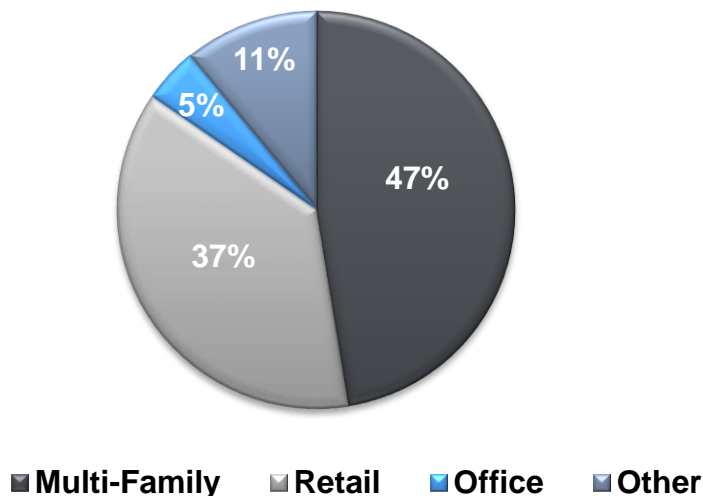
Transactions by Region



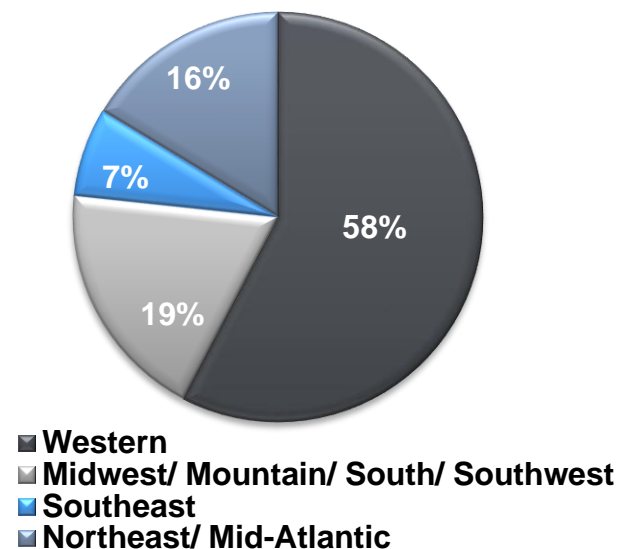
2016 Fourth Quarter Financing Highlights

		<u>YOY</u>
Sales Volume	\$1.4 billion	↓ (8.1%)
Transaction Closings	441	↓ (5.4%)
Financing Professionals as of December 31, 2016	103	↑ 5.1%
Financing Fees Revenue	\$12.7 million	↑ 1.2%

Transactions by Property Type



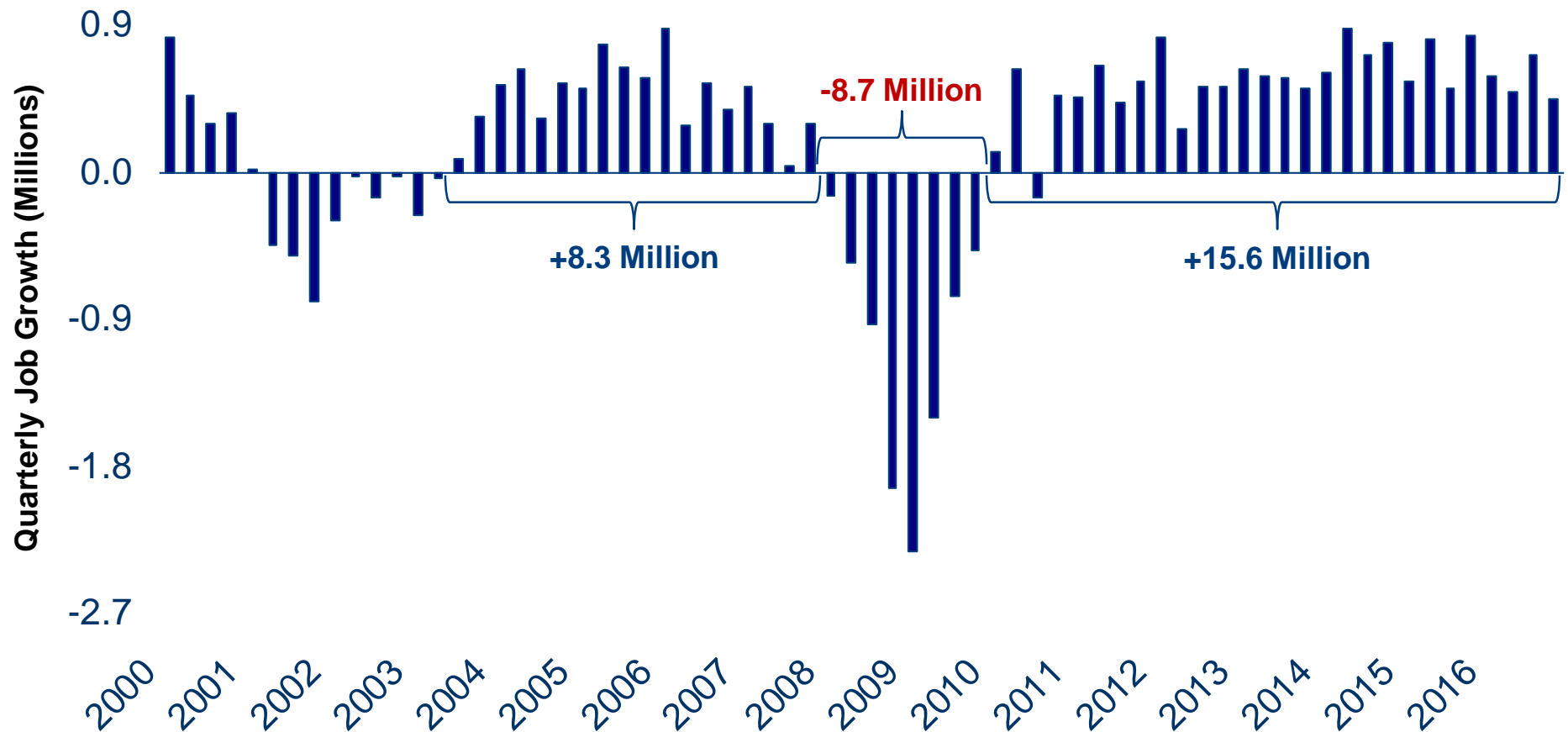
Transactions by Region



Market Highlights

U.S. Employment Gains Driving Real Estate Demand

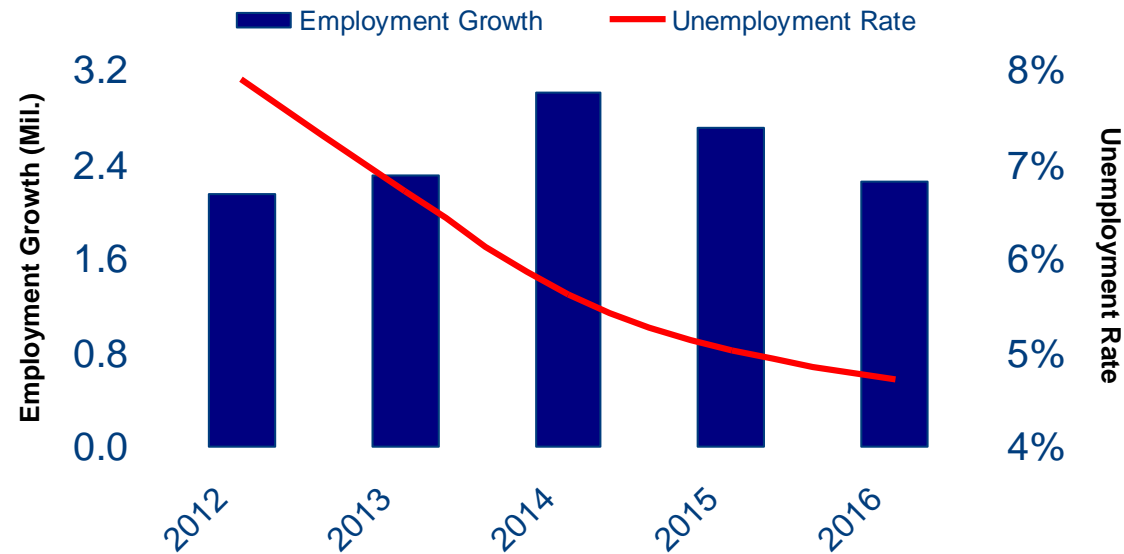
- U.S. employment has expanded well above prior peak
- 2017 forecast to add 2.1 million jobs*



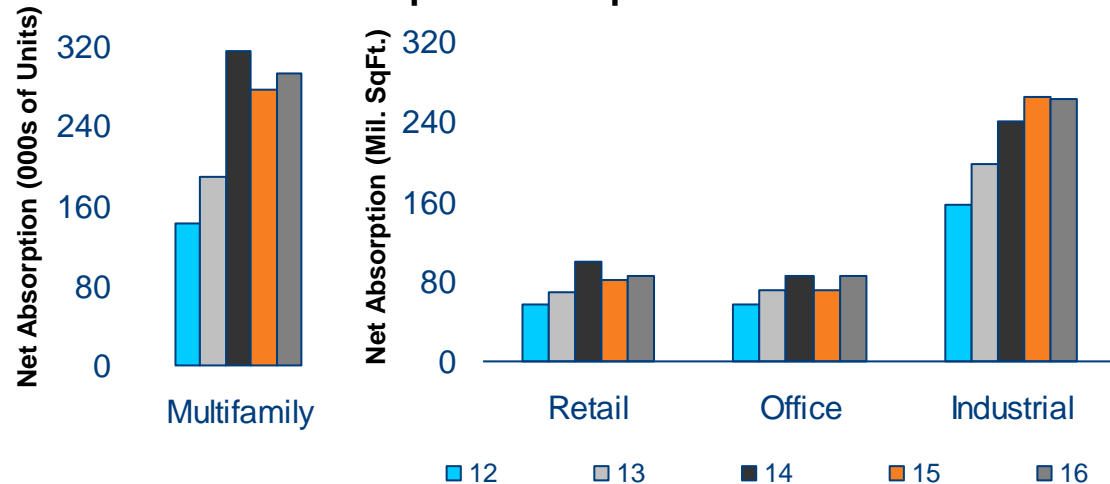
Employment and Space Demand Remain Strong

- Employment growth totaled more than 2.2 million jobs in 2016
- Total employment stands 6.9 million above the pre-recession peak
- Unemployment rate is down 320 basis points since 2012
- Space absorption remains robust in all property types

Employment Growth vs. Unemployment Rate



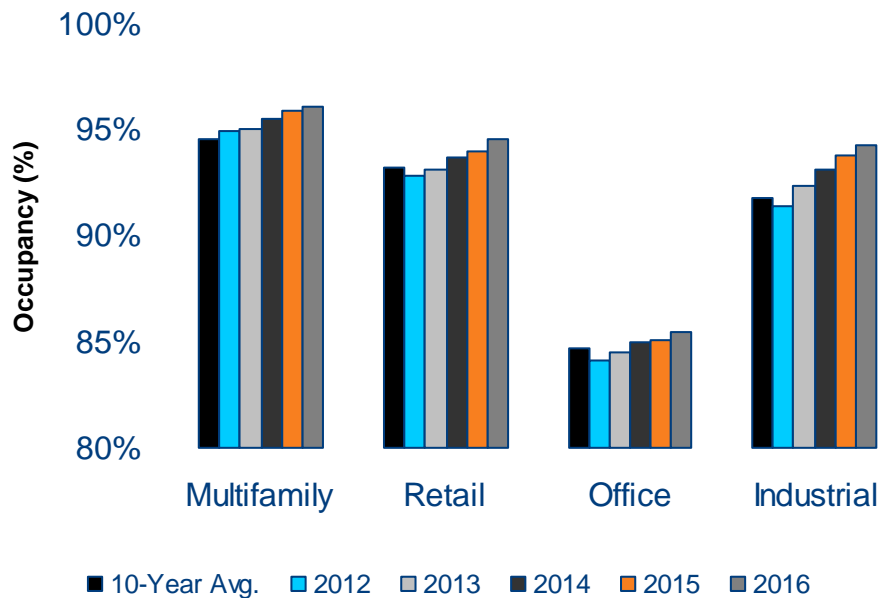
Space Absorption Trends



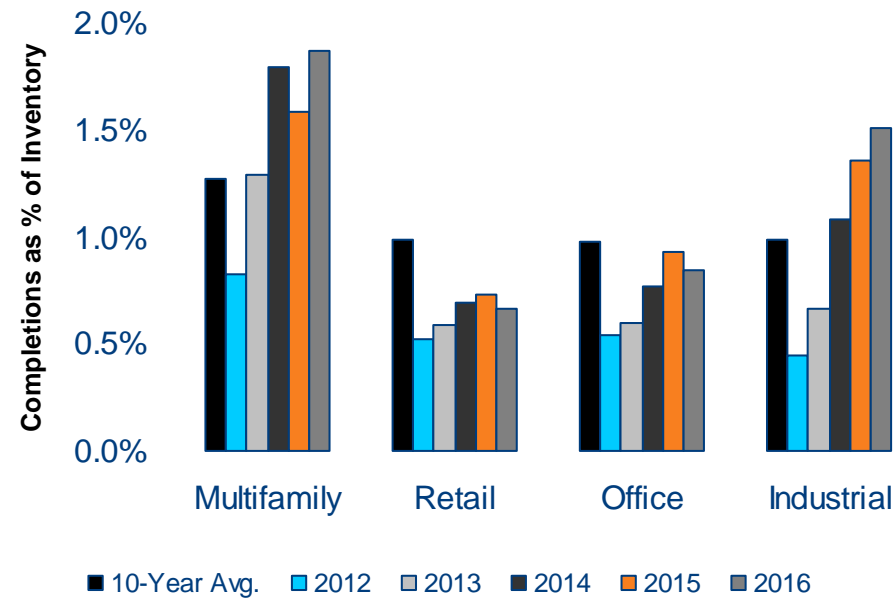
Property Fundamentals Remain Healthy; Construction Trends Vary

- Property fundamentals showing healthy performance across all property types
- Multifamily properties led the recovery
- Select markets showing signs of high-end apartment oversupply; core workforce multifamily still healthy
- New supply rising, but still below long-term trends for retail and office sectors

Occupancy Trends



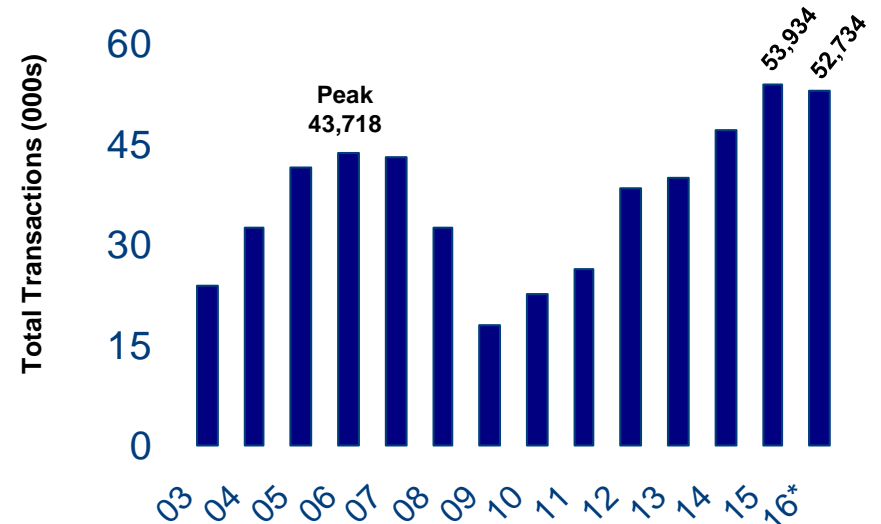
Construction Trends



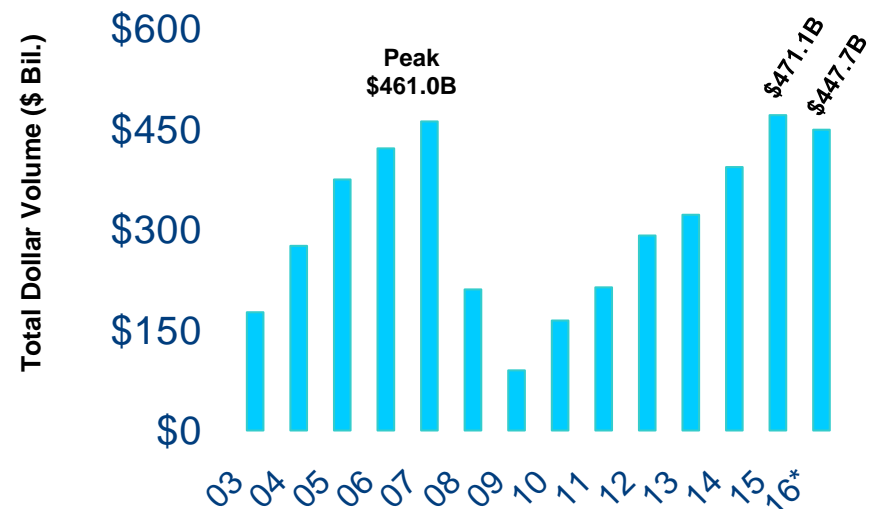
Investment Sales Market Still Active Despite Recent Slowdown

- Preliminary estimates for 2016 sales show a decline of 2% in transactions and 5% in sales volume over 2015
- Largest decline was observed in 4Q with an estimated 15% drop in transactions and sales volume
- The post-election jump in interest rates, uncertainty regarding tax reform and economic initiatives, hampering transactions in the short-term
- Healthy fundamentals and eventual policy clarity expected to improve real estate capital flows

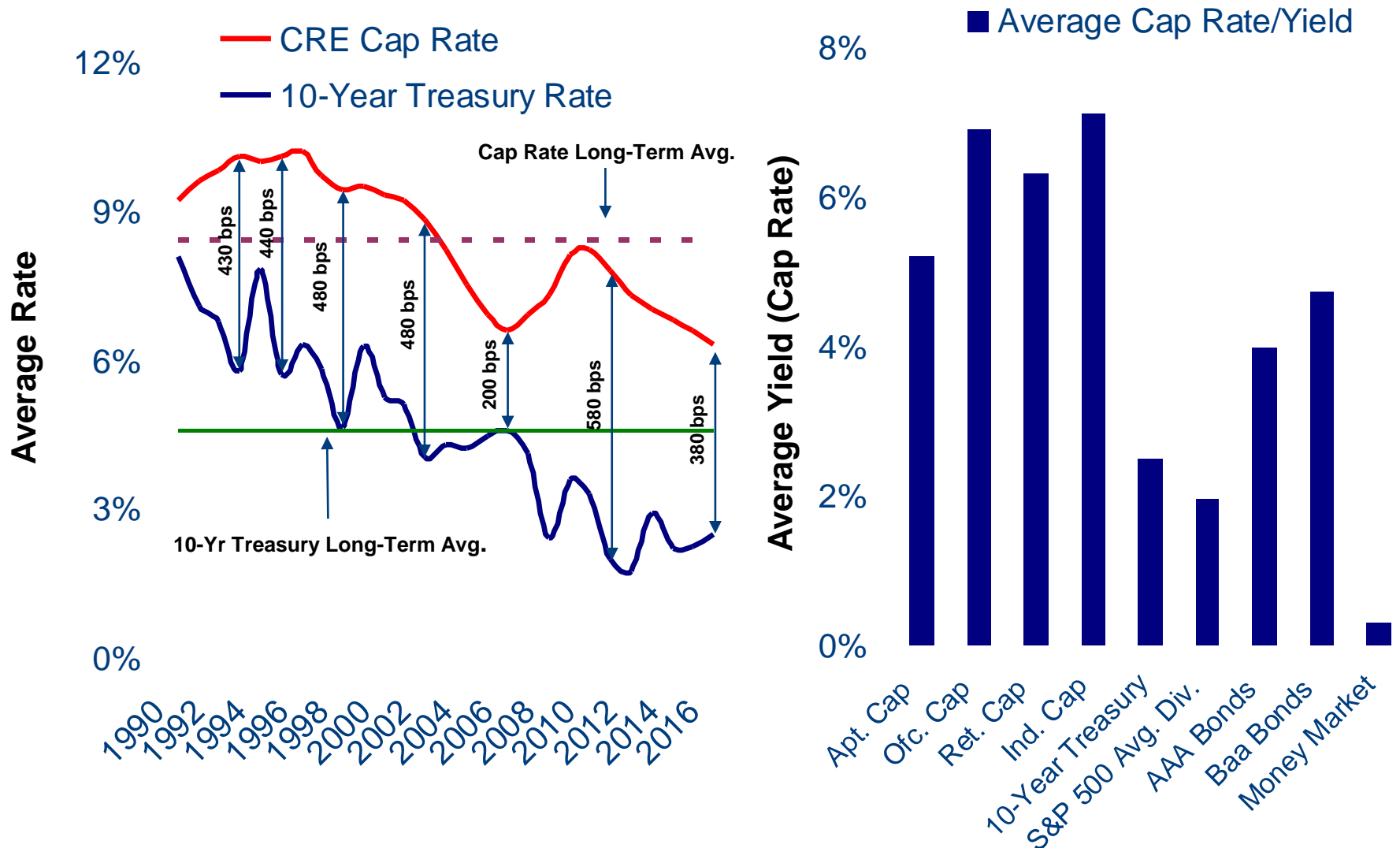
U.S. Commercial Real Estate - Total Transactions ⁽¹⁾



U.S. Commercial Real Estate - Total Dollar Volume ⁽¹⁾

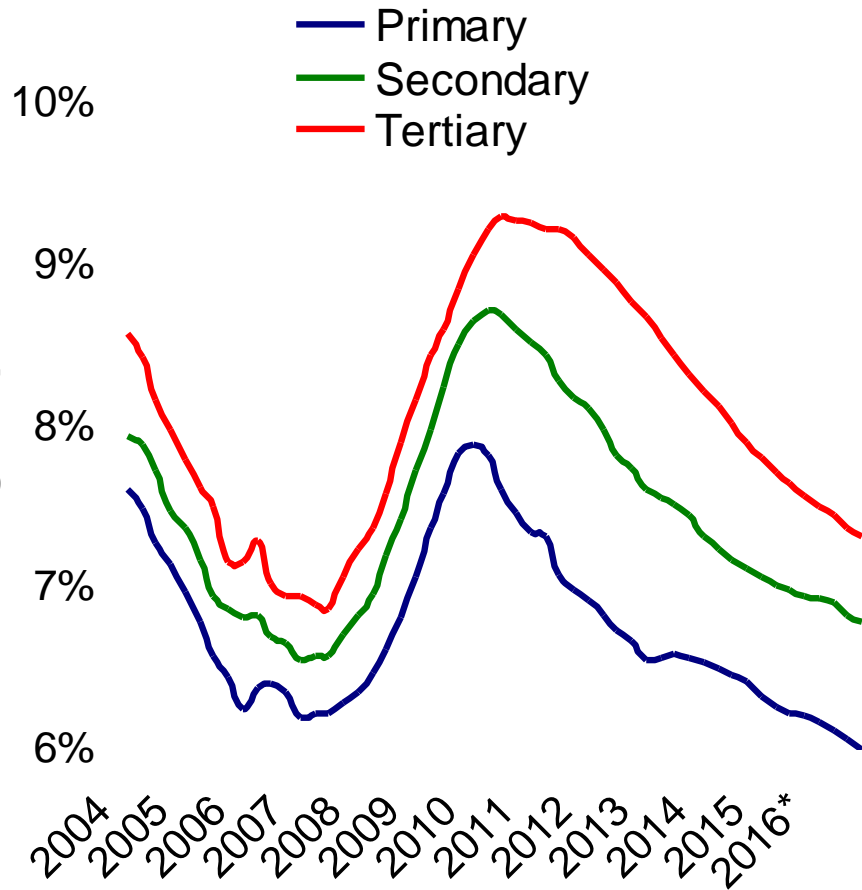


Commercial Real Estate Yields Compelling

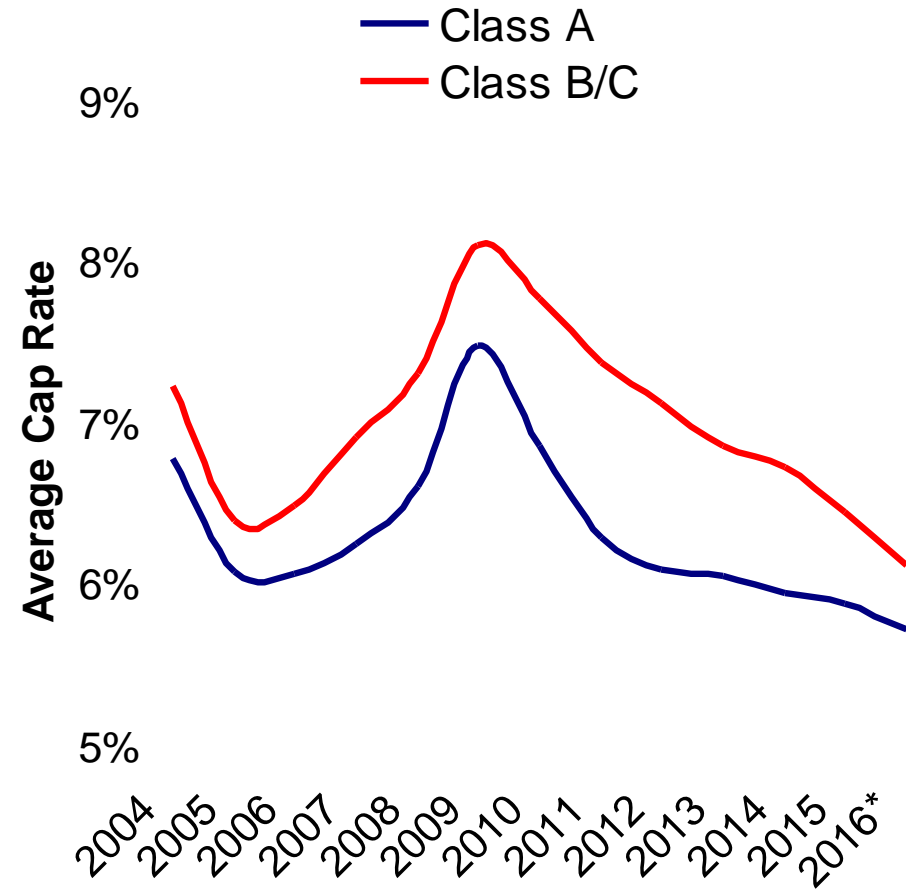


Commercial Real Estate Cap Rate Trends

Cap Rates by Market Type ⁽¹⁾



Cap Rates by Class ⁽²⁾



Sources: CoStar Group, Inc., Real Capital Analytics

* Preliminary estimate

(1) Includes apartment, retail, office, and industrial sales \$1 million and greater

(2) Includes apartment and office sales \$1 million and greater

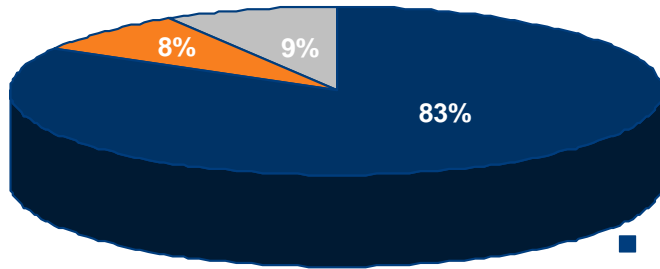
MMI Market Position

Private Client Market Segment – Largest Sales and Commission Pool Opportunity

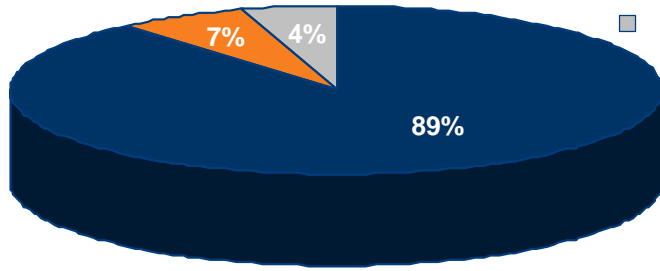
- Market segment consists of sales \$1 million - \$10 million; is the largest and most active, accounting for 80%+ of transactions
- Primarily driven by high-net worth individuals, partnerships and smaller private fund managers
- Influenced by personal drivers that result in buying/selling/refinancing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

Transactions by Investor Segment ⁽¹⁾

Commercial Real Estate Market

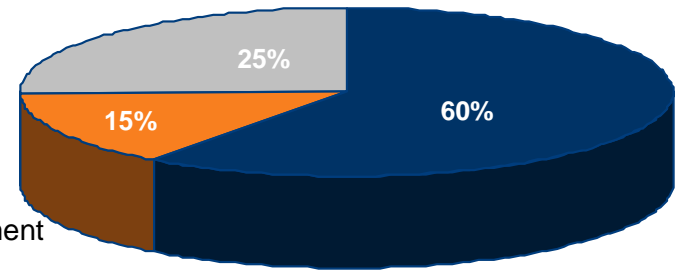


Marcus & Millichap

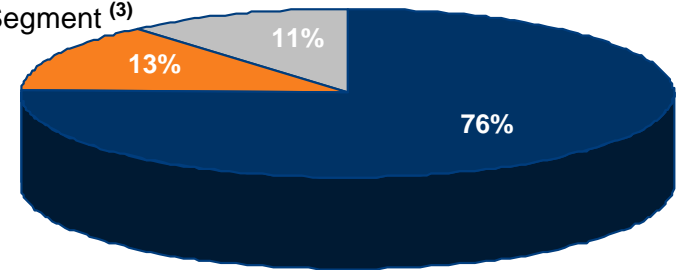


Commission Pool by Investor Segment ^{(1) (2)}

Commercial Real Estate Market



Marcus & Millichap



Sources: CoStar Group, Inc., Real Capital Analytics

(1) Includes apartment, retail, office, and industrial sales \$1 million and greater for 2016; 4Q preliminary estimate for market total.

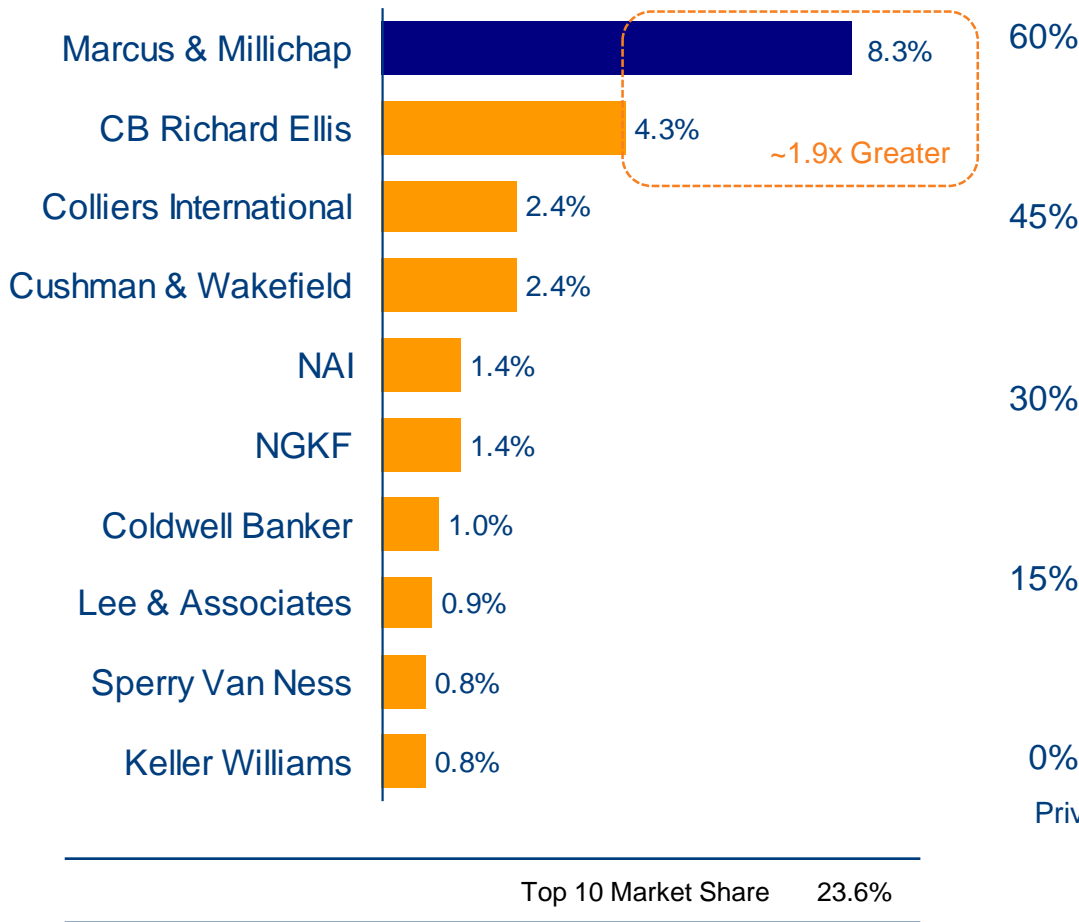
Commercial Real Estate market totaled an estimated 52,734 transactions, with \$8.1 billion in total commission pool.

(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.

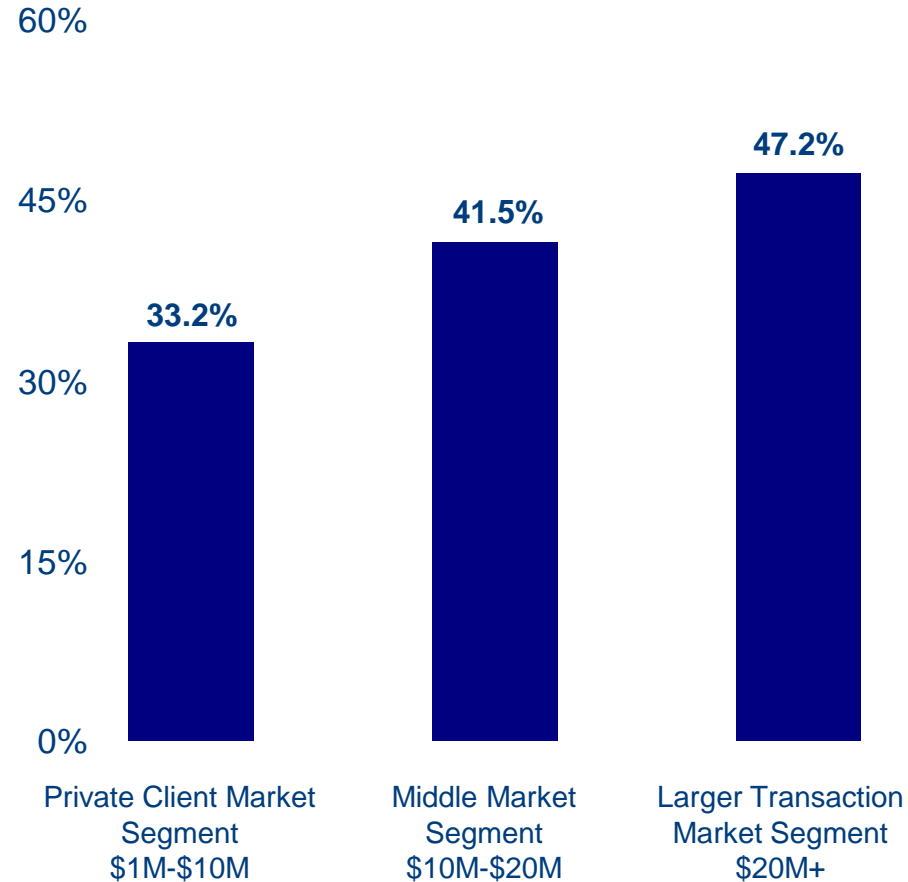
(3) Middle Market segment (previously referred to as hybrid segment) and Larger Transaction Market segment (previously referred to as Institutional Market segment).

MMI – Private Client Market Leader with Growth Opportunity

**Top 10 U.S. Brokerage Firms by Market Share
(Private Client Market Segment \$1M - \$10M)⁽¹⁾**



**Variance From Long-Term Average Sales*
CRE Sales by Price Tranche 2000-2016**



Sources: CoStar Group, Inc., Real Capital Analytics

* Long-term average: 2000-4Q 2016; 4Q 2016 preliminary estimate; includes multifamily, retail, office, and industrial sales \$1 million and greater
Variance from long-term average measures the average quarterly percent variance in sales transactions from the 2000-2016 average number of sales

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 3Q 2016 in which the brokerage firms represented the seller.

Market Share Growth Opportunity by Property Type

MMI 2016 Transactions by Property Type ⁽¹⁾

Property Type	Transactions	Volume (\$Billion)
Multifamily	3,308	\$20.19
Retail	3,671	\$12.00
Office	585	\$2.76
Seniors Housing	85	\$1.49
Hospitality	242	\$1.29
Self-Storage	190	\$1.28
Industrial	255	\$0.99
Land	267	\$0.76
Manufactured Housing	113	\$0.40
Mixed - Use / Other	279	\$1.15
Total	8,995	\$42.31

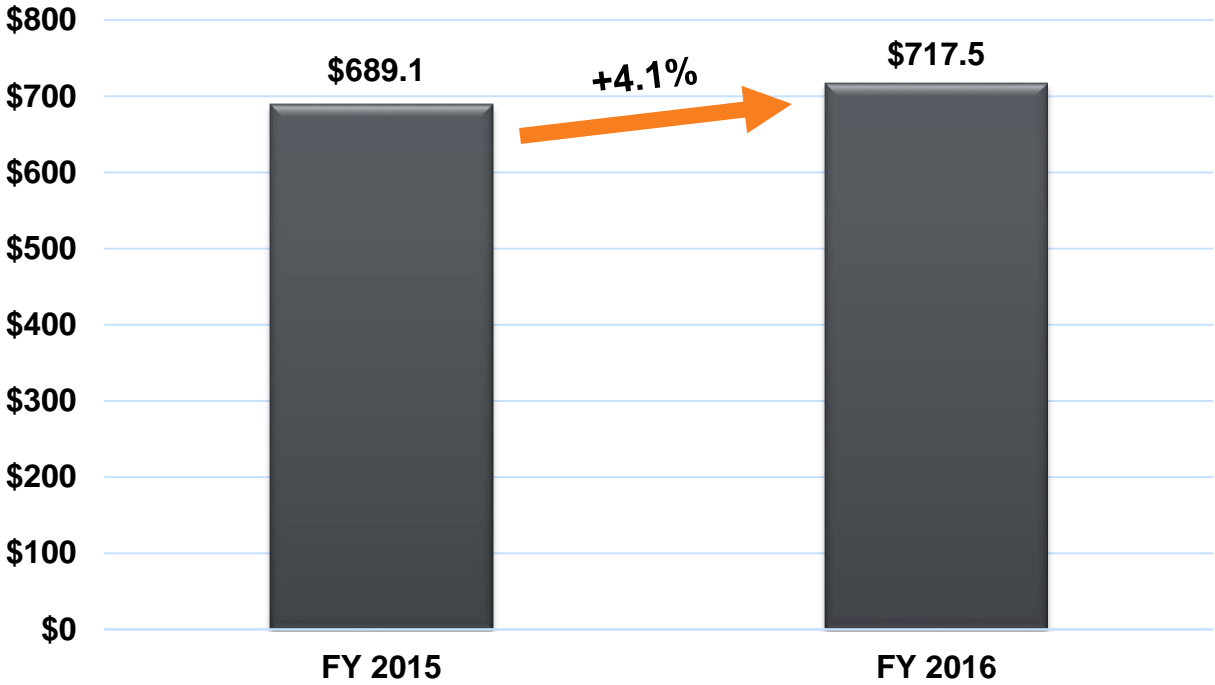
- Leverage platform, relationships, brand to grow in various sectors
- Growth opportunity remains in leading sectors (multifamily and retail)
- Expanding multi-tenant office, industrial presence
- Expanding presence in specialty property types and larger transactions
 - National specialty divisions led by tenured executives

(1) Includes investment sales, financing and other transactions in 2016

MMI Financial Detail

Full Year 2016 Total Revenue Increased By 4.1% From Prior Year

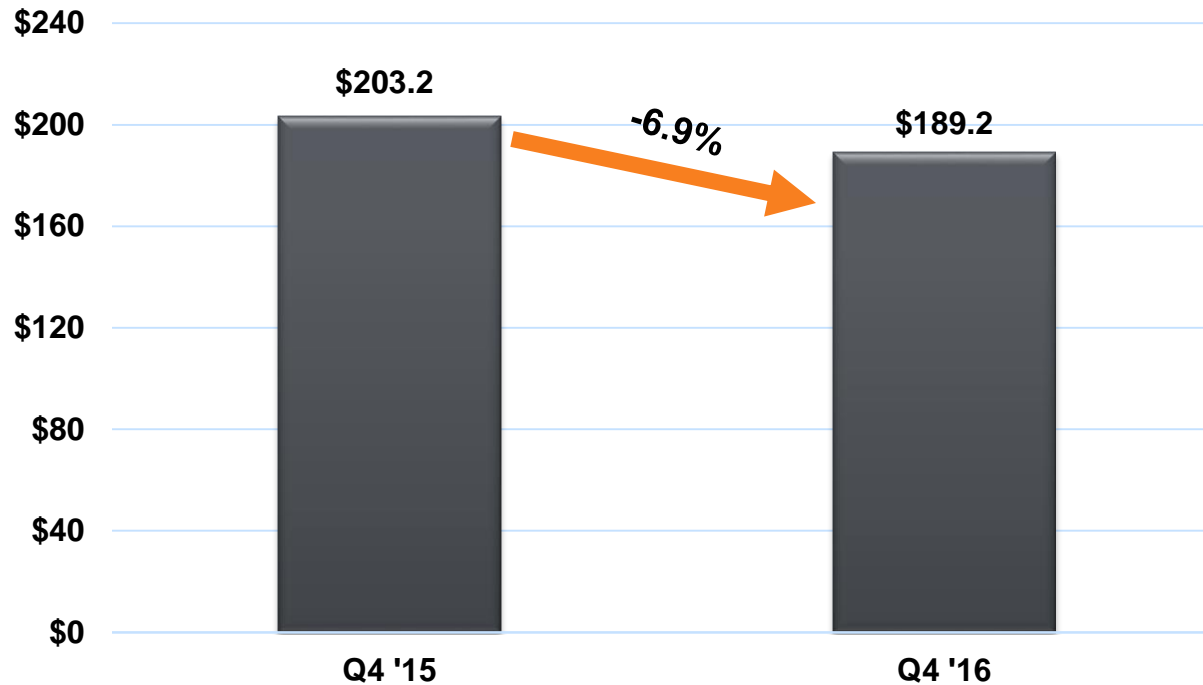
Revenue
(\$ in millions)



Q4 2016 Total Revenue Decreased By 6.9% From Prior Year

Revenue

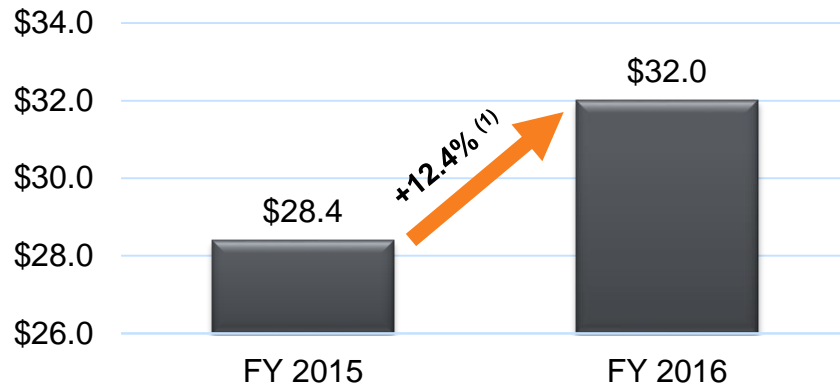
(\$ in millions)



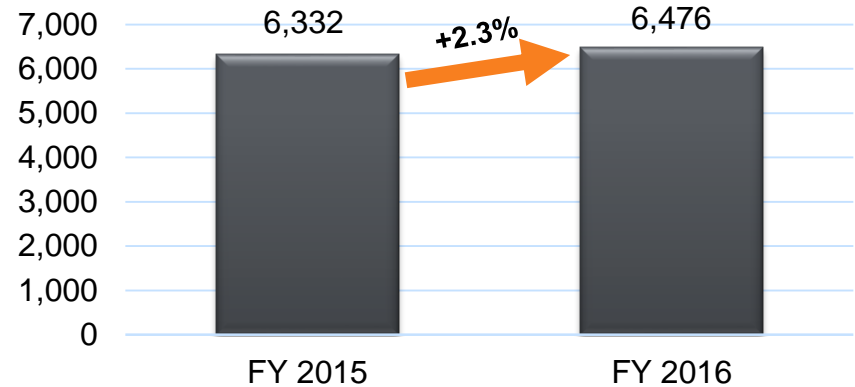
Full Year 2016 Brokerage Operating Metrics

Total Sales Volume

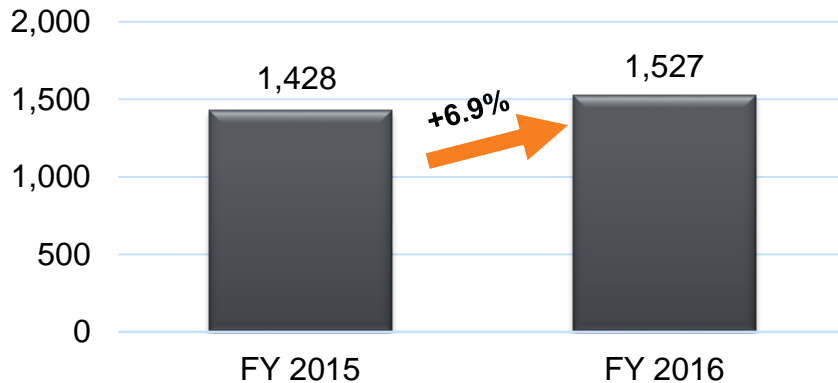
(\$ in billions)



Total Number Of Sales Transactions

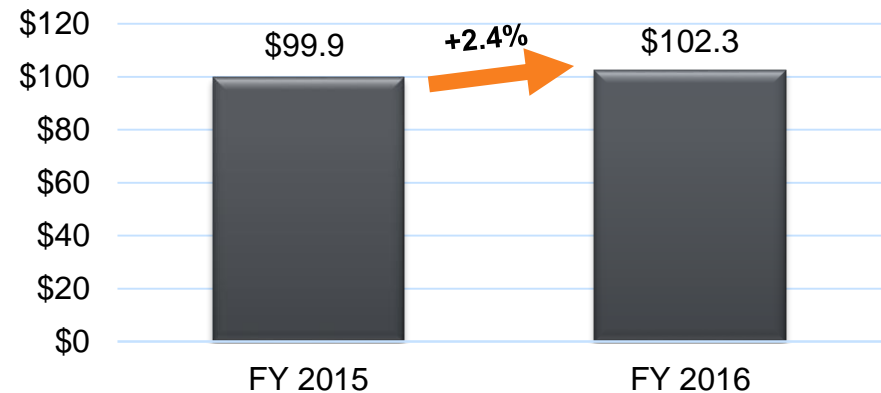


Average Investment Sales Professionals



Average Commission Per Transaction

(\$ in thousands)

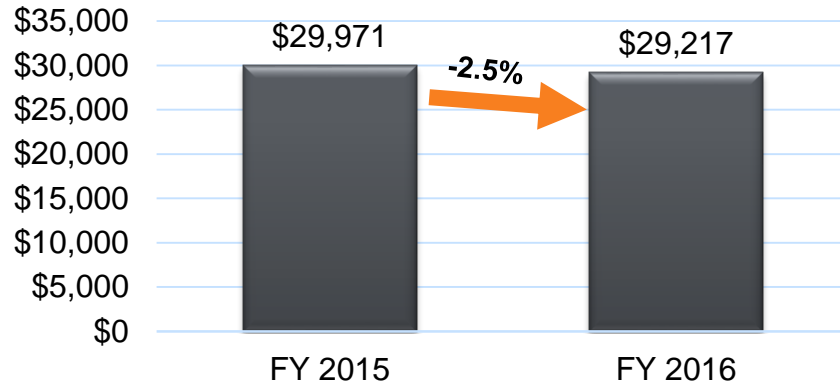


(1) Normalized sales volume, adjusting for one large transaction in excess of \$300 million in 1Q 2016, represents year over year growth of 10.6%

Full Year 2016 Brokerage Revenue by Market Segment

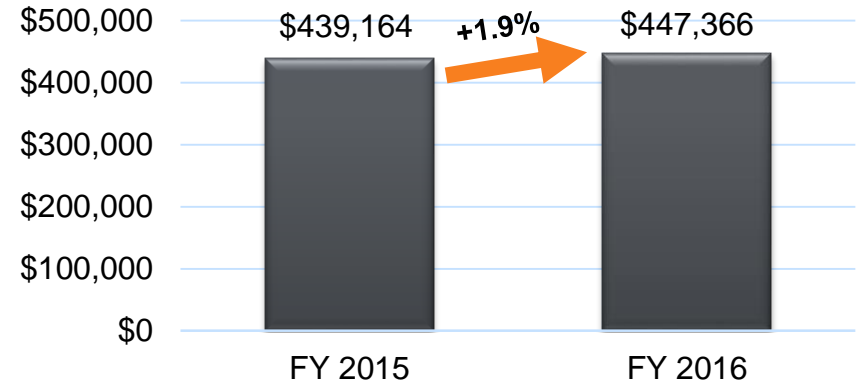
<\$1 million

(\$ thousands)



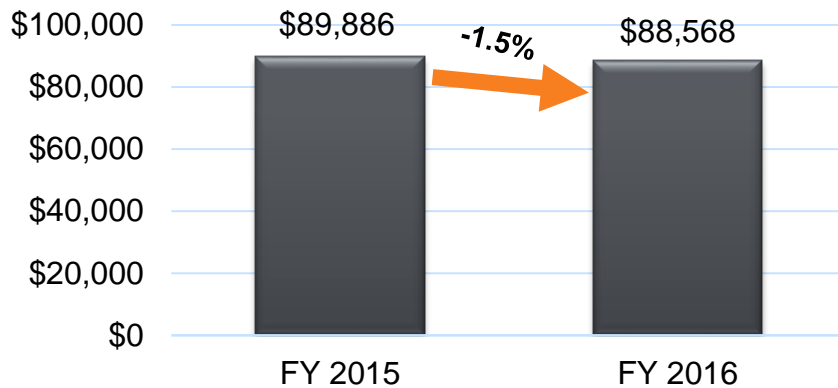
Private Client Market (\$1 - \$10 million)

(\$ thousands)



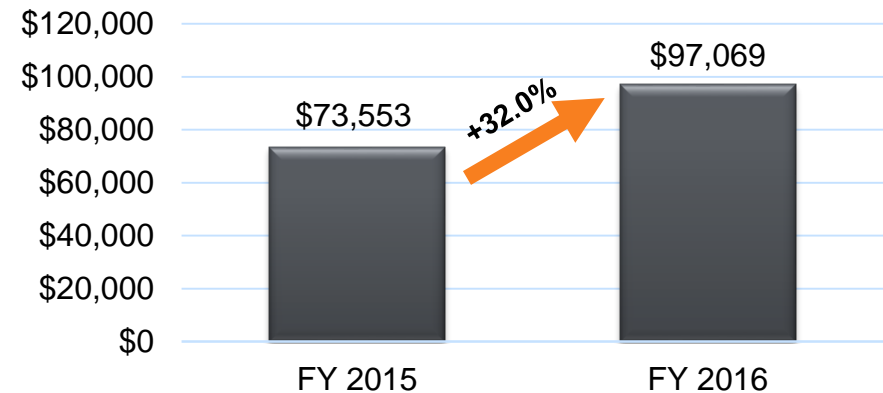
Middle Market (≥\$10 - \$20 million)

(\$ thousands)



Larger Transaction Market (≥\$20 million)

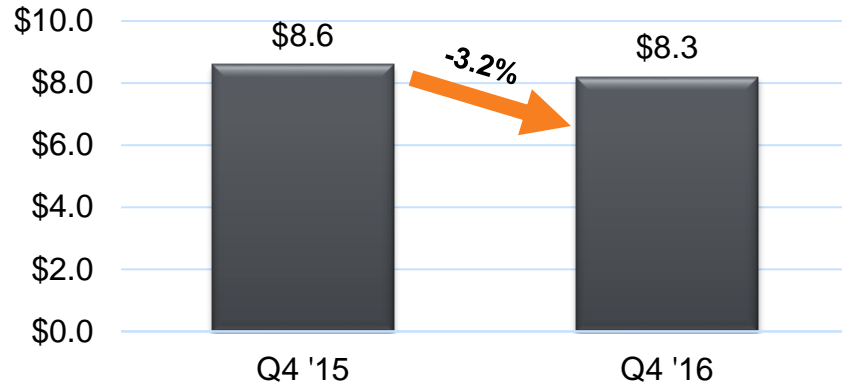
(\$ in thousands)



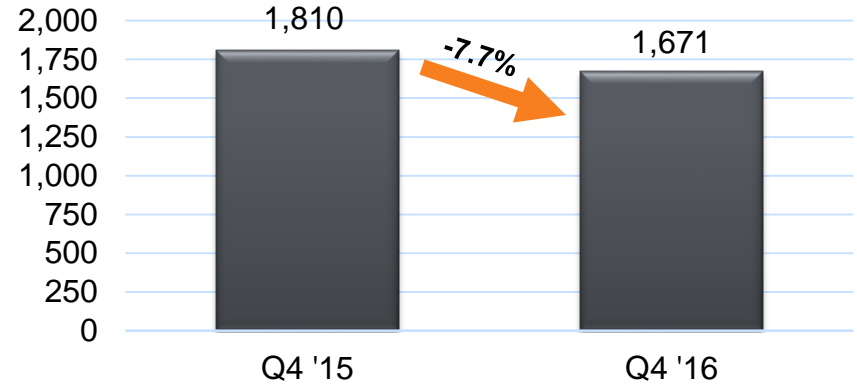
Q4 2016 Brokerage Operating Metrics

Total Sales Volume

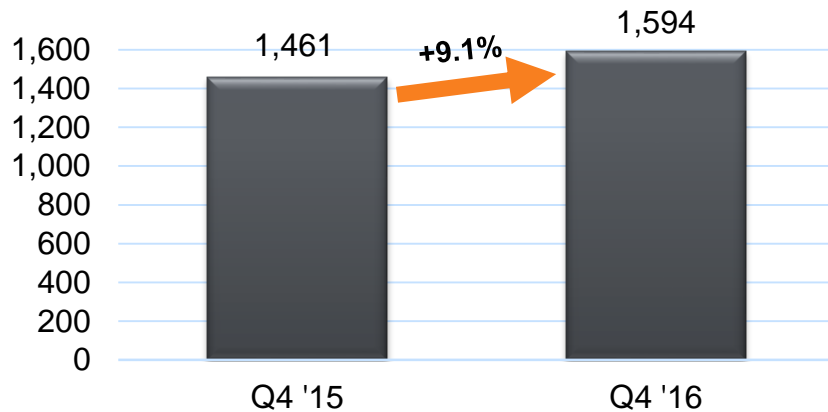
(\$ in billions)



Total Number Of Sales Transactions



Average Investment Sales Professionals



Average Commission Per Transaction

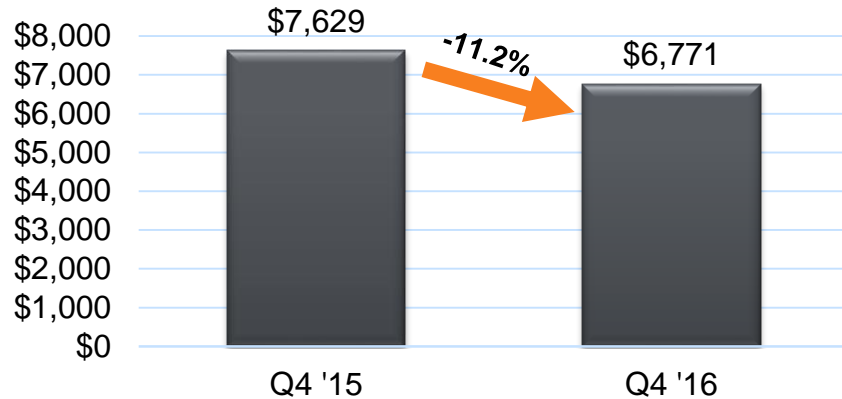
(\$ in thousands)



Q4 2016 Brokerage Revenue by Market Segment

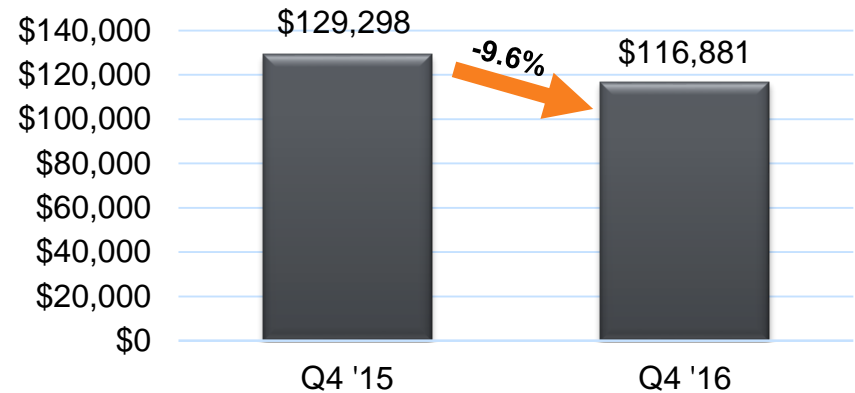
<\$1 million

(\$ thousands)



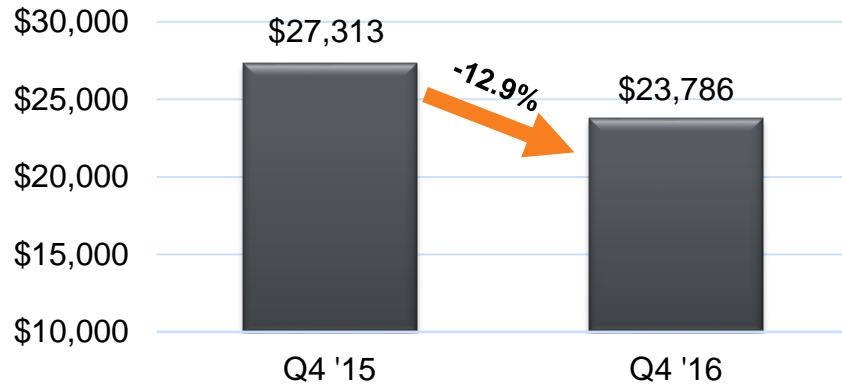
Private Client Market (\$1 - \$10 million)

(\$ thousands)



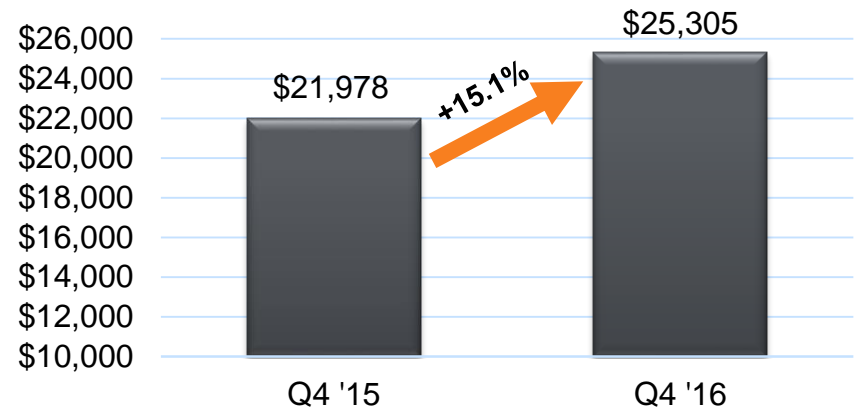
Middle Market (≥\$10 - \$20 million)

(\$ thousands)



Larger Transaction Market (≥\$20 million)

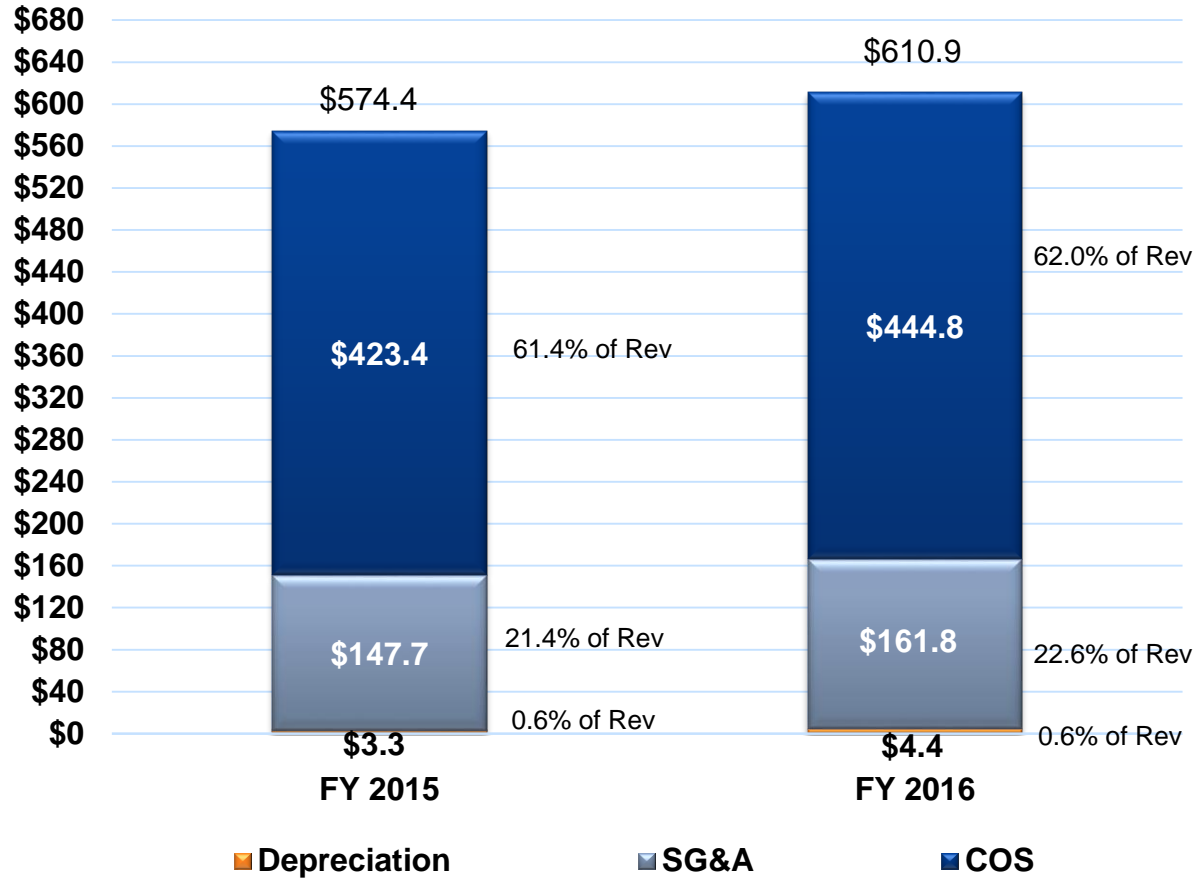
(\$ in thousands)



Full Year 2016 Operating Expenses

Operating Expense

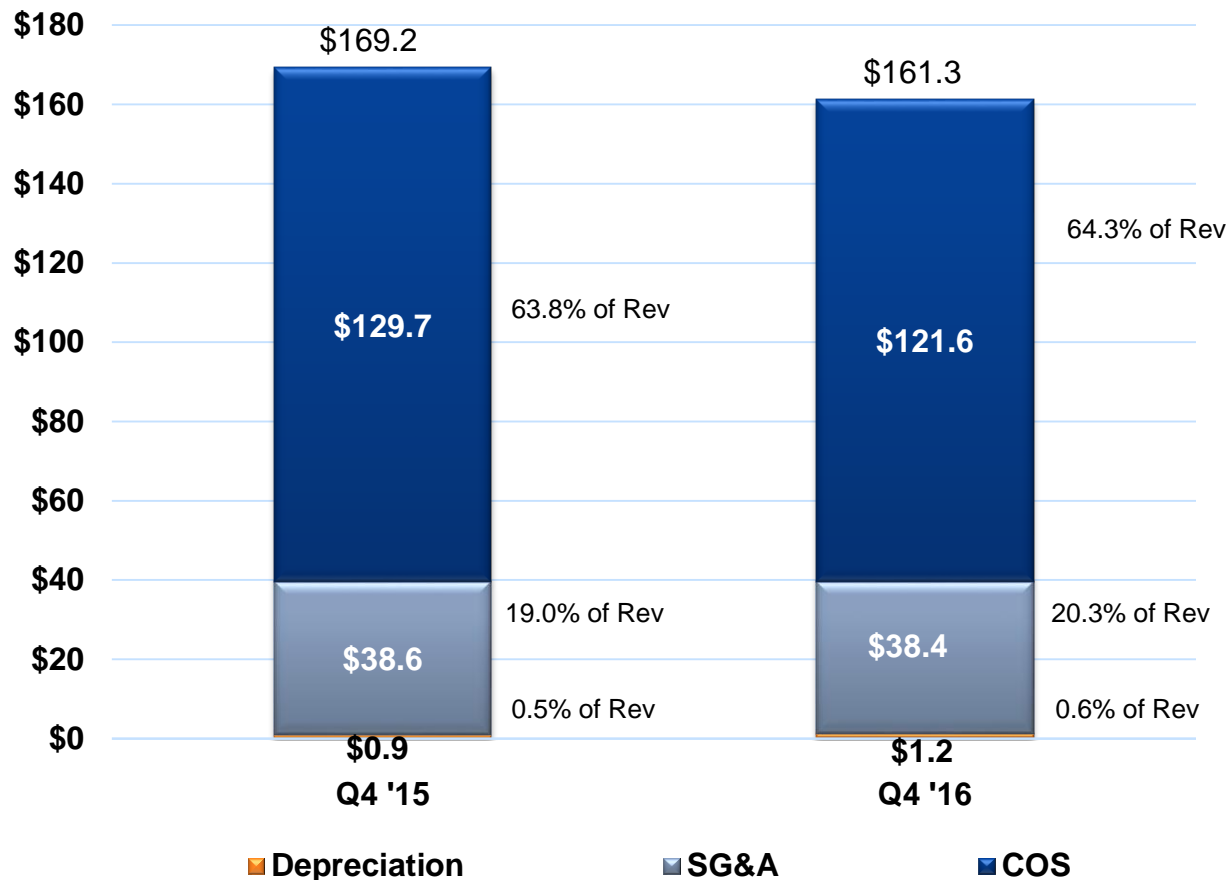
(\$ in millions)



Q4 2016 Operating Expenses

Operating Expense

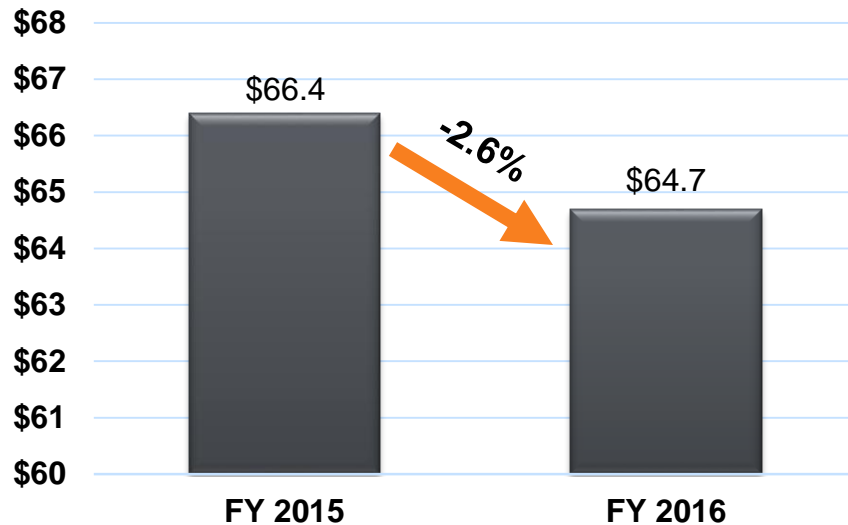
(\$ in millions)



Full Year 2016 Net Income and Adjusted EBITDA Performance

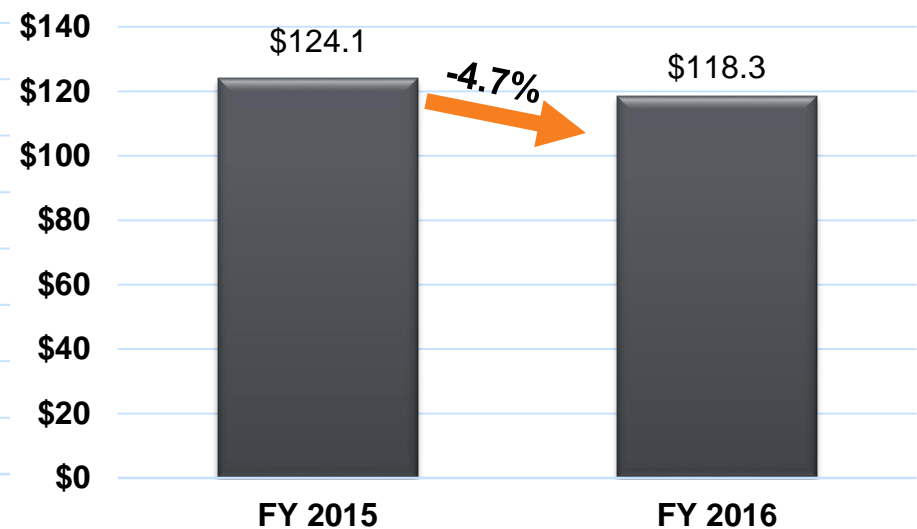
Net Income

(\$ in millions)



Adjusted EBITDA

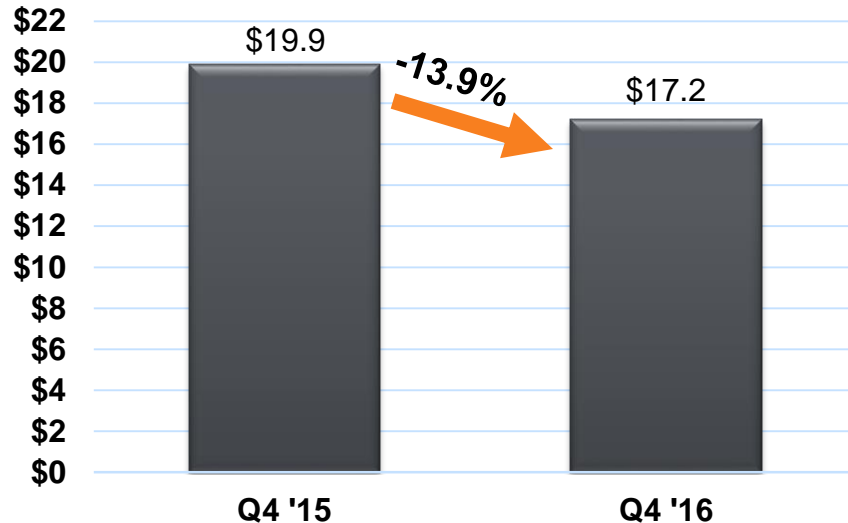
(\$ in millions)



Q4 2016 Net Income and Adjusted EBITDA Performance

Net Income

(\$ in millions)



Adjusted EBITDA

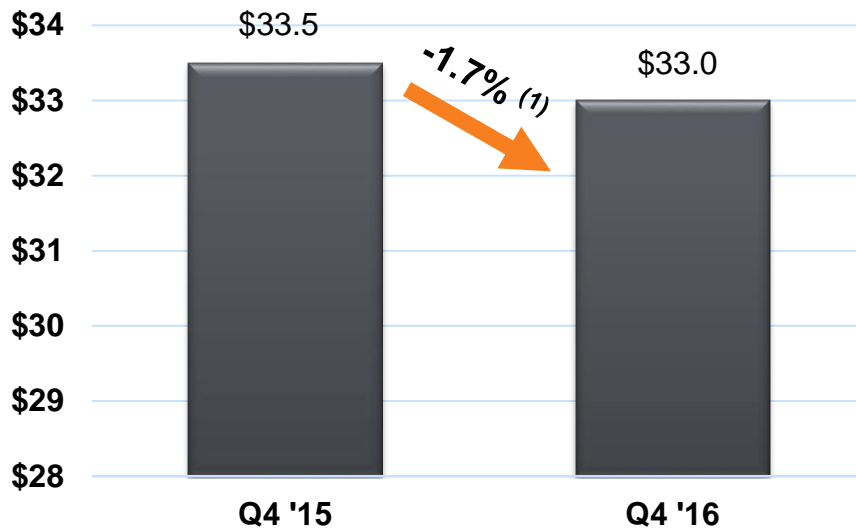
(\$ in millions)



Cash Flow Provided by Operating Activities

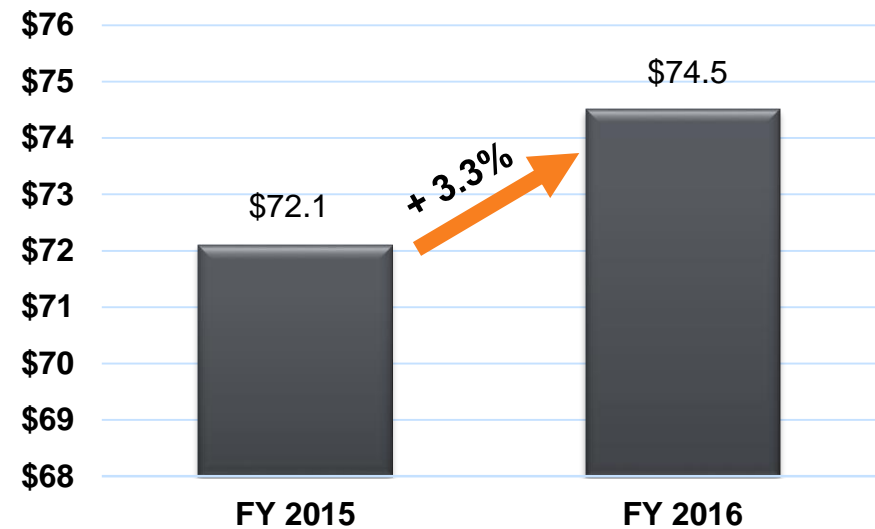
QTD Cash Flow Provided by Operating Activities

(\$ in millions)



Full Year Cash Flow Provided by Operating Activities

(\$ in millions)

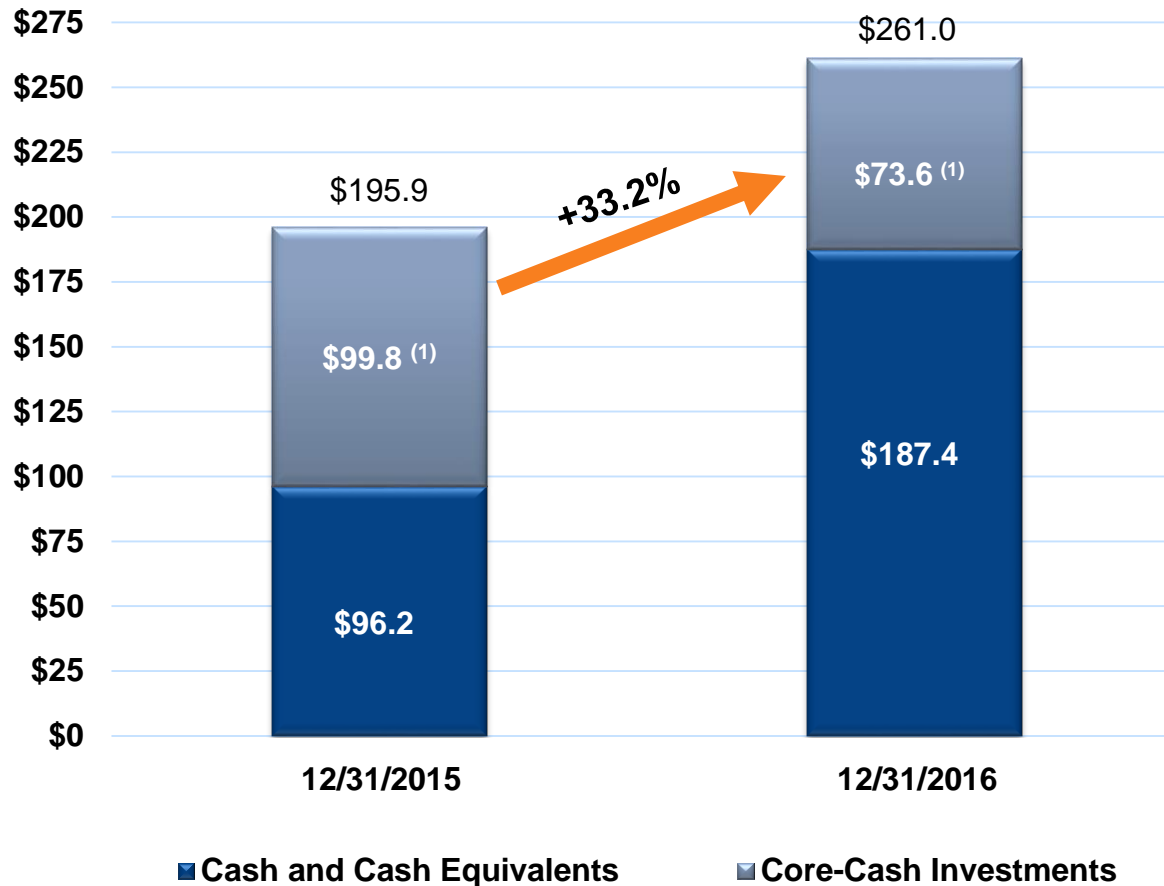


(1) Decrease primarily due to differences in timing of payments and receipts.

Strong Liquid Capital Position

Cash on Hand and Core-Cash Investments

(\$ in millions)



(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 1.16 years and 0.65 years for the years ended 12/31/16 and 12/31/15, 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 and (v) stock-based compensation. 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 stock-based compensation charges. 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.

A reconciliation of the most directly comparable U.S. GAAP financial measure, net income, to Adjusted EBITDA is as follows (in thousands):

	Three Months Ended December 31,		Year Ended December 31,	
	2016	2015	2016	2015
Net income	\$ 17,174	\$ 19,949	\$ 64,657	\$ 66,350
Adjustments:				
Interest income and other ⁽¹⁾	(516)	(376)	(1,761)	(1,373)
Interest expense	378	377	1,533	1,726
Provision for income taxes	10,921	14,024	42,445	47,018
Depreciation and amortization	1,223	916	4,387	3,305
Stock-based compensation	2,102	364	7,035	7,114
Adjusted EBITDA ⁽²⁾	<u>\$ 31,282</u>	<u>\$ 35,254</u>	<u>\$ 118,296</u>	<u>\$124,140</u>

(1) Other for the three months ended December 31, 2016 and 2015 includes \$(2) and \$2 of net realized (losses) gains on marketable securities, available-for-sale and cash and cash equivalents. Other for the years ended December 31, 2016 and 2015 includes \$(121) and \$132 of net realized (losses) gains on marketable securities, available-for-sale and cash and cash equivalents.

(2) The decrease in Adjusted EBITDA for the three and twelve months ended December 31, 2016 compared to 2015 is primarily due to a higher proportion of operating expenses compared to revenues.

Company Overview

National Platform Focused on Investment Brokerage

- 46-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

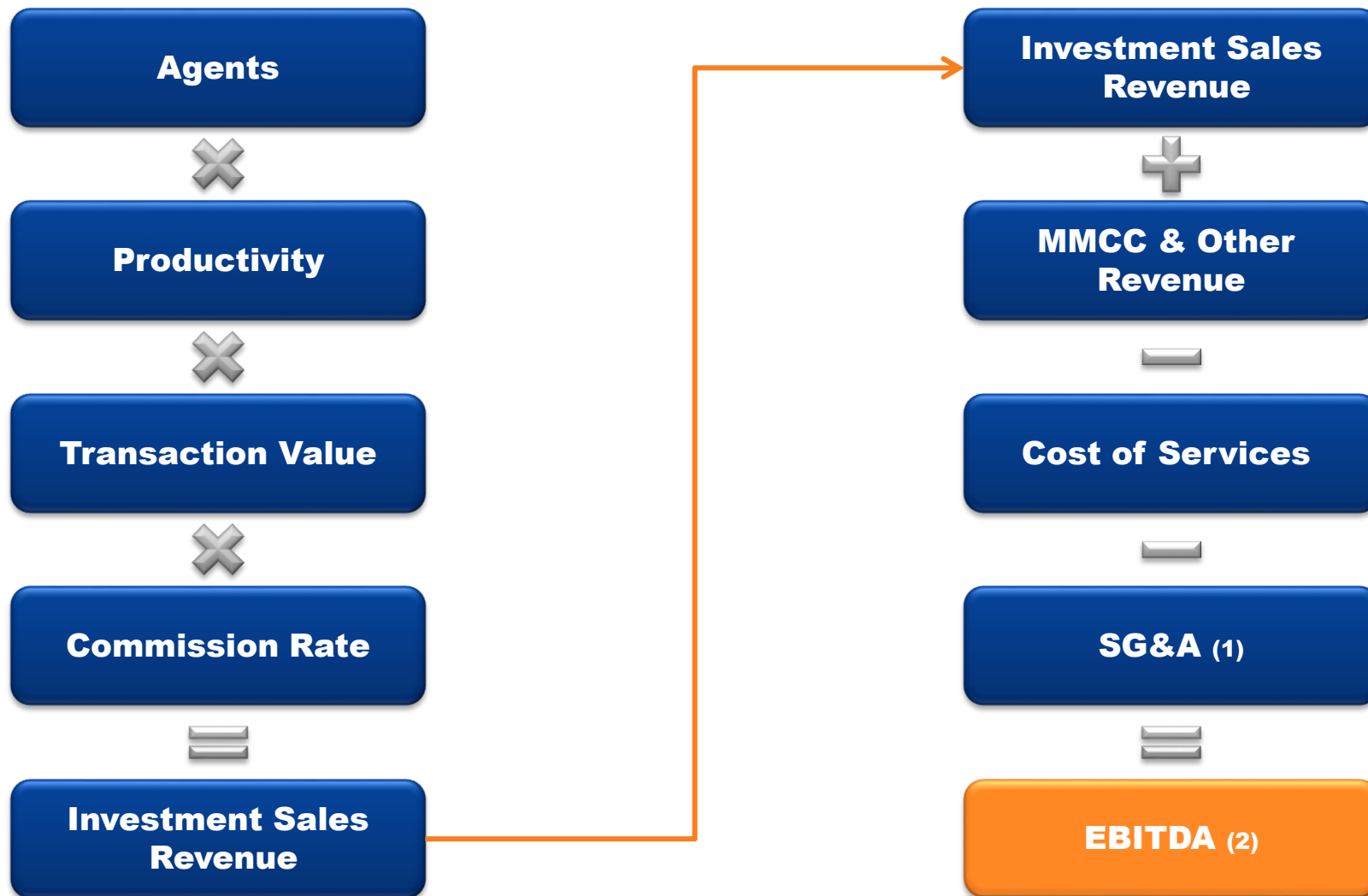
Management With Significant Investment Brokerage Experience

- 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

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.