

FIRST QUARTER 2022

EARNINGS CONFERENCE CALL – MAY 6, 2022

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 2022, the potential continuing impact of the COVID-19 pandemic, and expectations for changes (or fluctuations) in 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.

Important factors that could cause such differences include, but are not limited to: (1) uncertainties relating to the economic, operational and financial impact of the ongoing COVID-19 pandemic, including uncertainties regarding the potential impact of new variants, vaccination rates, and vaccine mandates on our workforce; (2) general uncertainty in the capital markets, a worsening of economic conditions, and the rate and pace of economic recovery following an economic downturn; (3) changes in our business operations; (4) market trends in the commercial real estate market or the general economy; (5) our ability to attract and retain qualified senior executives, managers, and investment sales and financing professionals; (6) the effects of increased competition on our business; (7) our ability to successfully enter new markets or increase our market share; (8) our ability to successfully expand our services and businesses and to manage any such expansions; (9) our ability to retain existing clients and develop new clients; (10) our ability to keep pace with changes in technology; (11) any business interruption or technology failure and any related impact on our reputation; (12) changes in interest rates, availability of capital, tax laws, including potential increases in corporate taxes by the Biden Administration, employment laws, or other government regulation affecting our business; (13) our ability to successfully identify, negotiate, execute and integrate accretive acquisitions; and (14) 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 1, 2021 and Quarterly Report on Form 10-Q filed with the Securities and Exchange Commission on November 5, 2021.

CONFERENCE CALL PARTICIPANTS



HESSAM NADJI

President, Chief Executive Officer and Director



STEVE DEGENNARO

Chief Financial Officer



MMI FINANCIAL HIGHLIGHTS

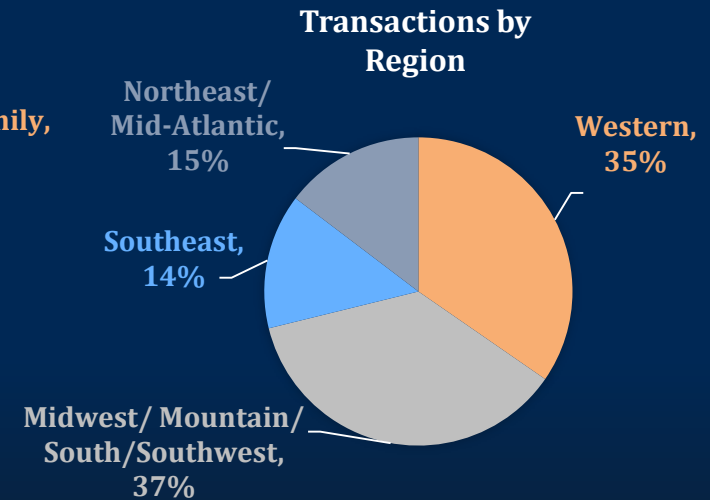
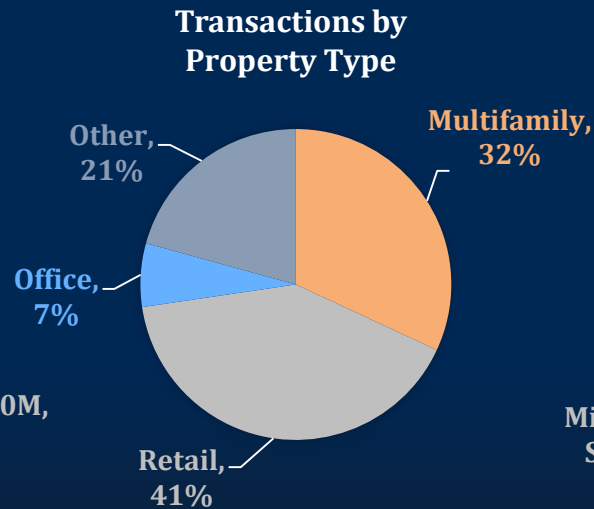
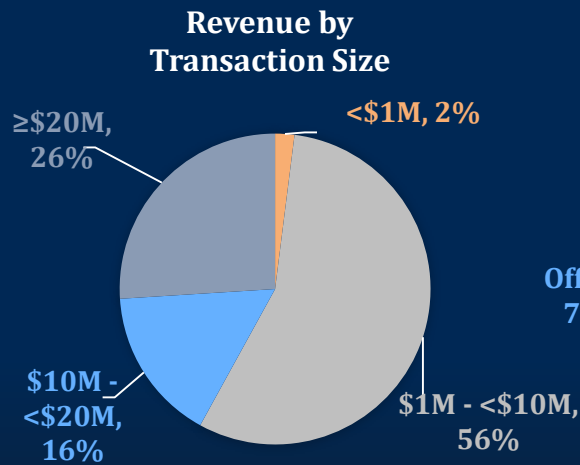
2022 FIRST QUARTER HIGHLIGHTS

Financial Highlights		YoY
Revenue	\$319.5 million	73.6%
Net Income	\$32.8 million	118.4%
Adjusted EBITDA	\$51.9 million	101.8%

Operational Highlights		YoY
Sales Volume	\$21.0 billion	75.4%
Transaction Closings	2,904	24.5%
Number of Investment Sales and Financing Professionals as of March 31, 2022	1,931	(5.3)%

2022 FIRST QUARTER BROKERAGE HIGHLIGHTS

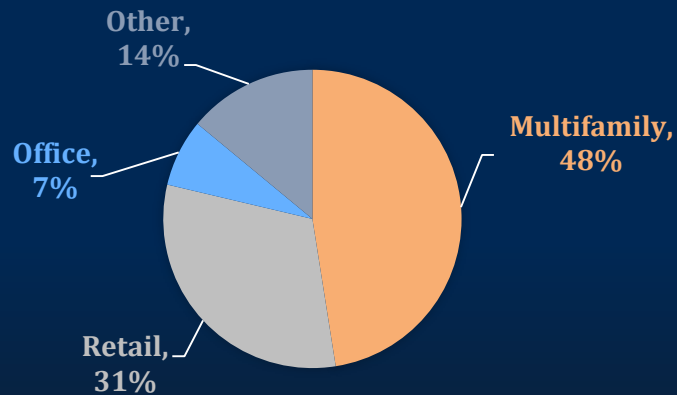
		YoY
Sales Volume	\$17.2 billion	94.1%
Transaction Closings	2,137	34.6%
Number of Investment Sales Professionals as of March 31, 2022	1,846	(5.5)%
Real Estate Brokerage Commissions Revenue	\$286.9 million	76.2%



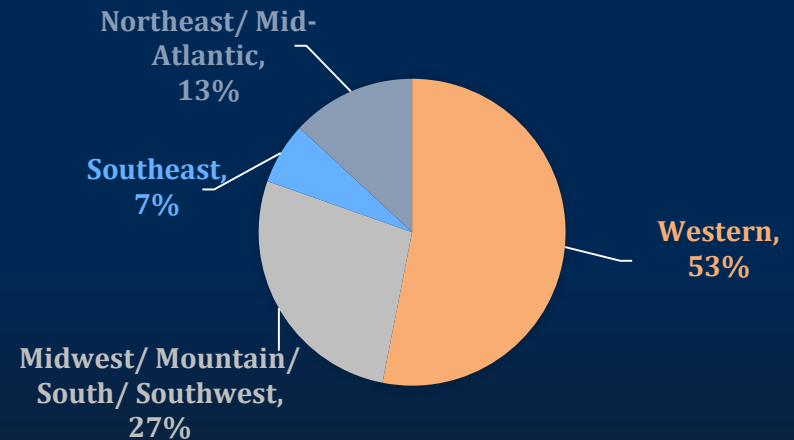
2022 FIRST QUARTER FINANCING HIGHLIGHTS

		YoY
Sales Volume	\$2.7 billion	65.0%
Transaction Closings	520	5.3%
Number of Financing Professionals as of March 31, 2022	85	0.0%
Financing Fees Revenue	\$26.5 billion	48.3%

**Transactions by
Property Type**



**Transactions by
Region**

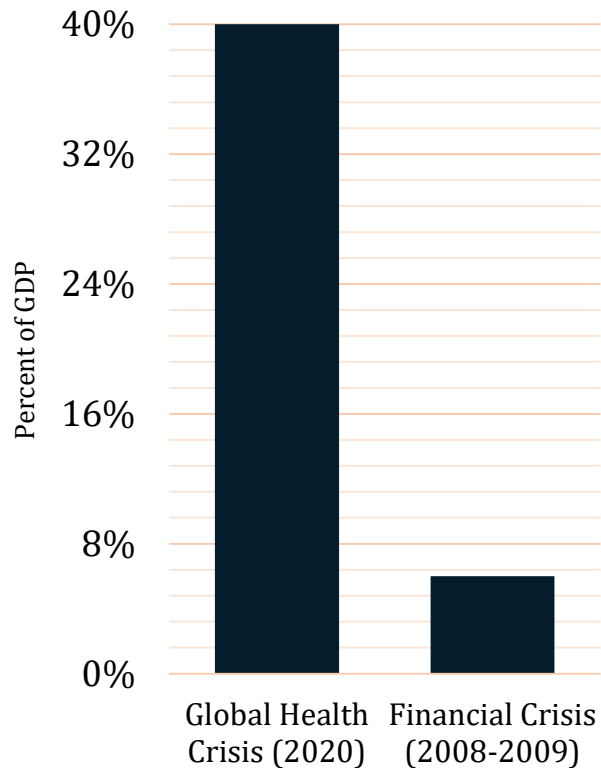




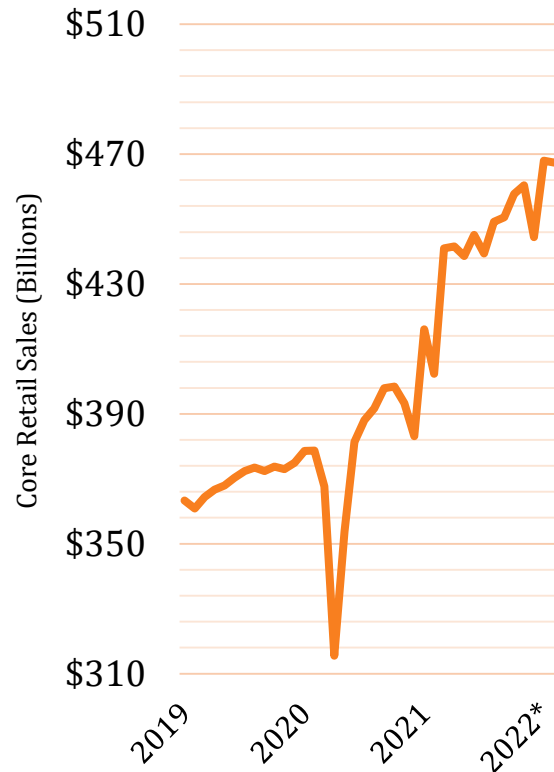
MARKET HIGHLIGHTS

UNPRECEDENTED GOV'T STIMULUS BOLSTERS CONSUMPTION AND PENT-UP DEMAND, FUELS RECOVERY AND INFLATION

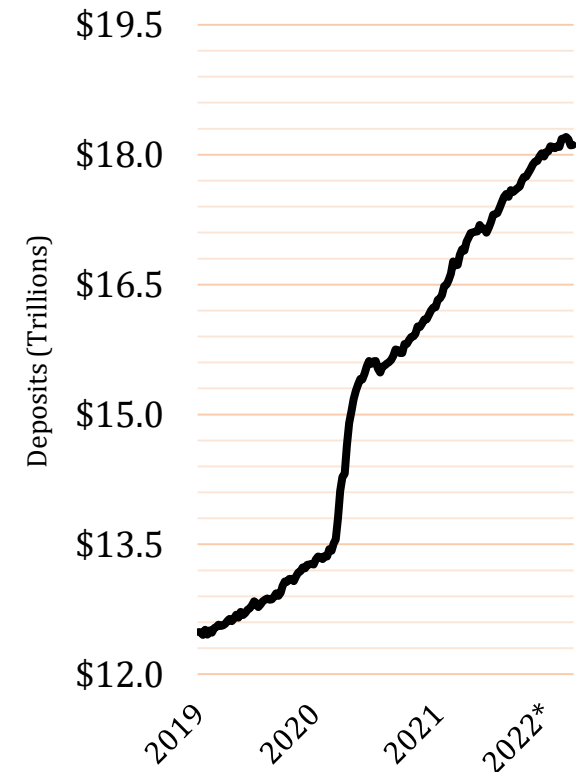
Government Stimulus Share of GDP



Core Retail Sales



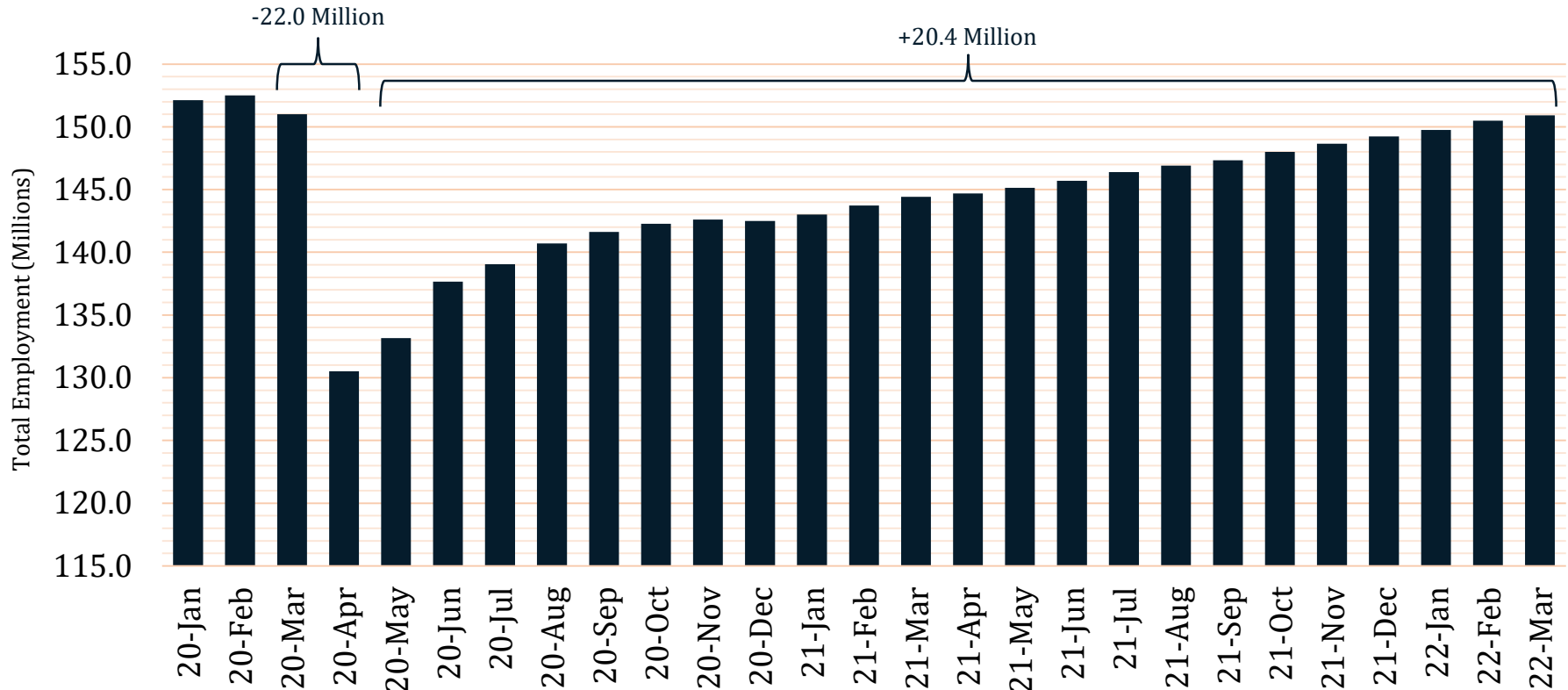
Savings Deposits



Marcus & Millichap

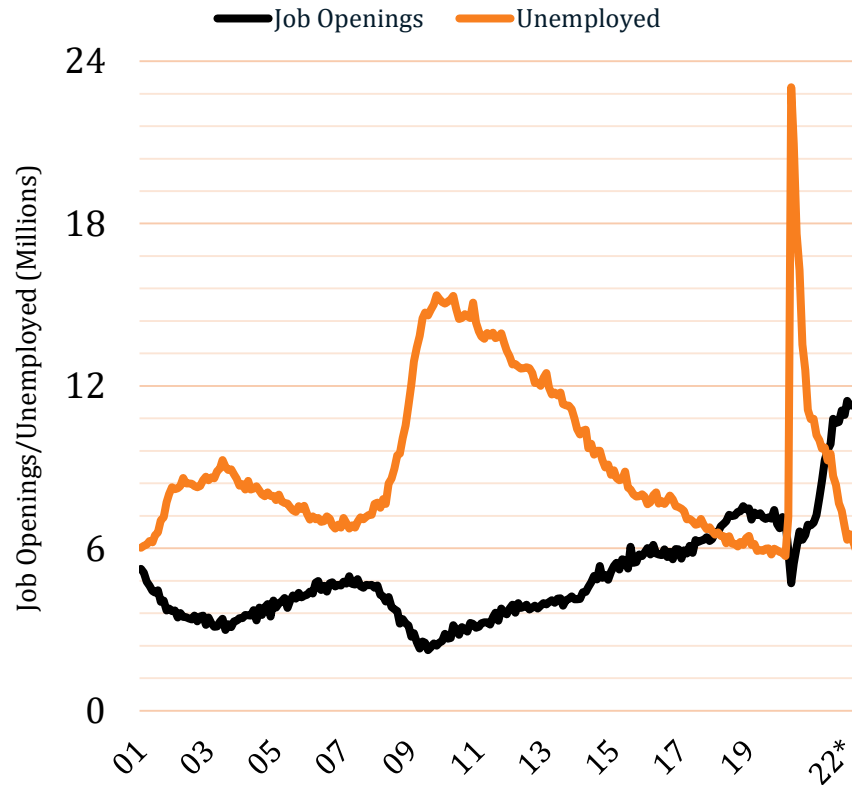
JOB RECOVERY CONTINUES WITH EMPLOYMENT NEARING PRE-PANDEMIC LEVEL

2022 forecast to add 4.5 million jobs*

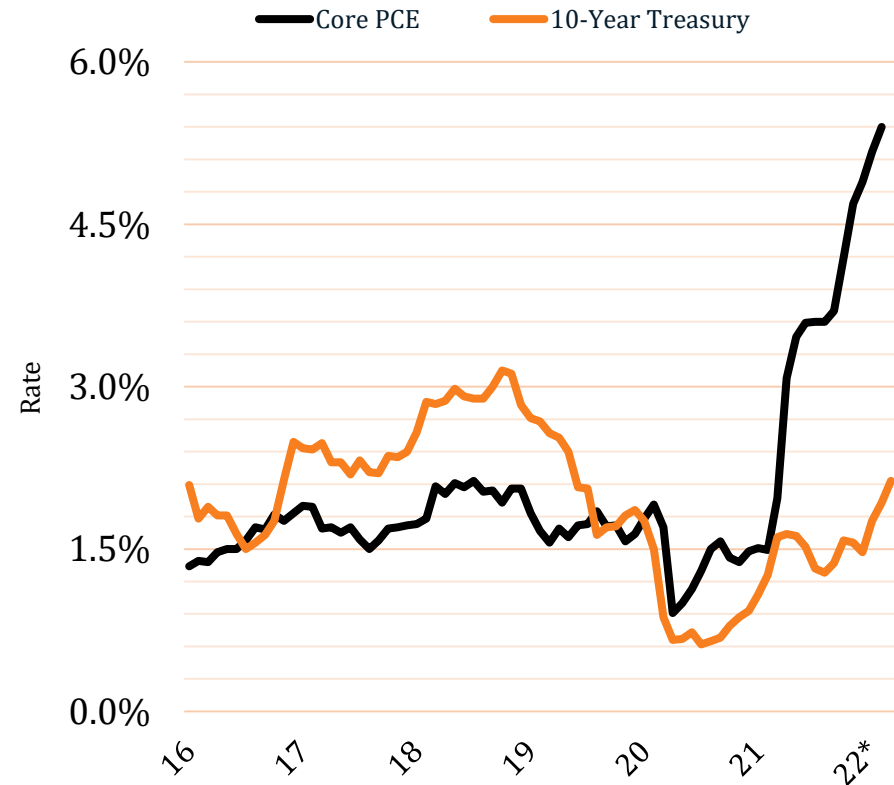


LABOR SHORTAGE BEGINNING TO WEIGH ON HIRING PACE; INFLATION PRESSURES INFLUENCING FEDERAL RESERVE ACTION

Job Openings vs. Unemployed

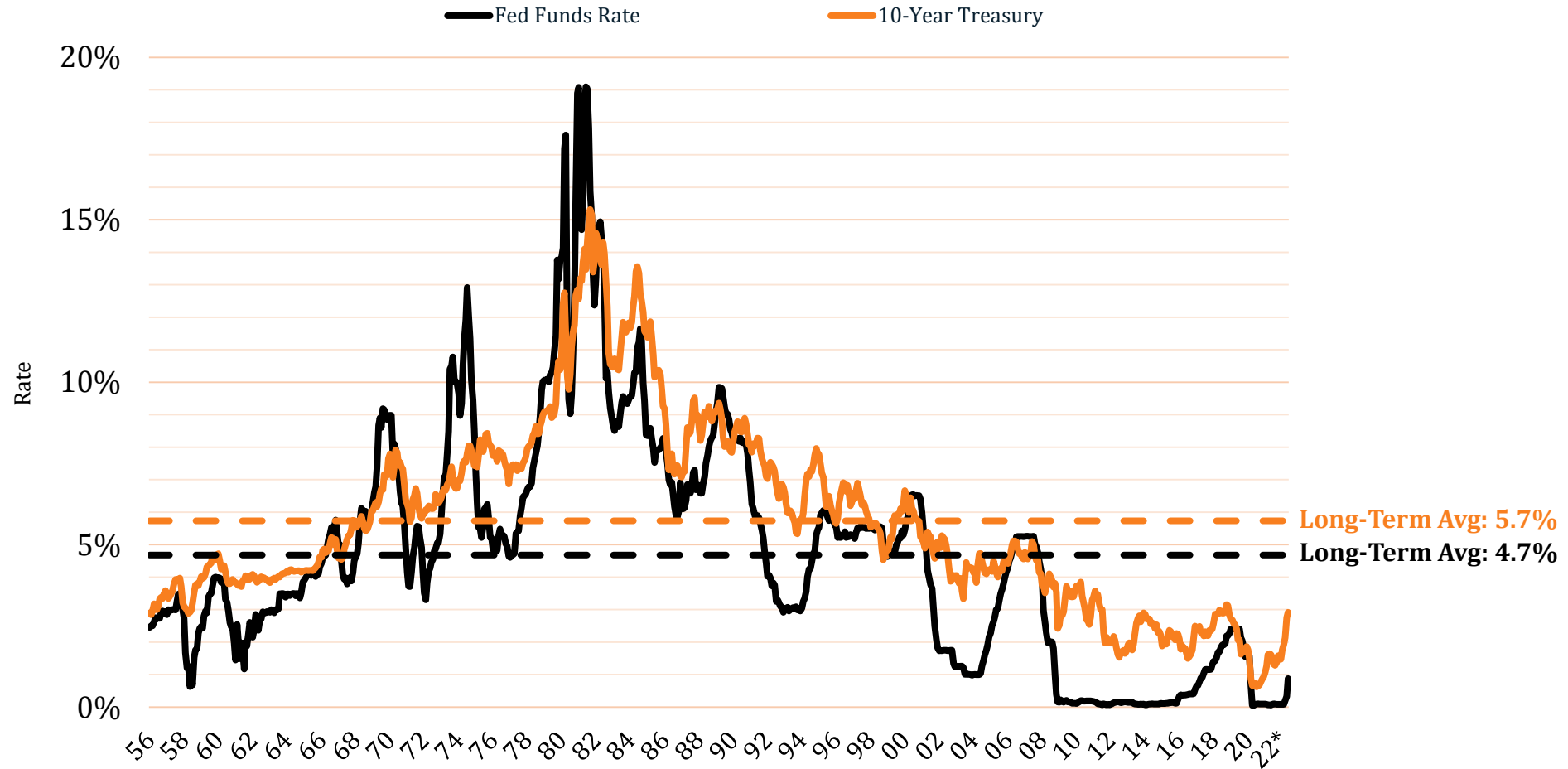


Inflation vs. Treasury Rates



* Unemployed and 10-year treasury through March; job openings and Core PCE through February
Sources: BLS, Federal Reserve, BEA

INTEREST RATES STILL LOW ON A LONG-TERM HISTORICAL BASIS

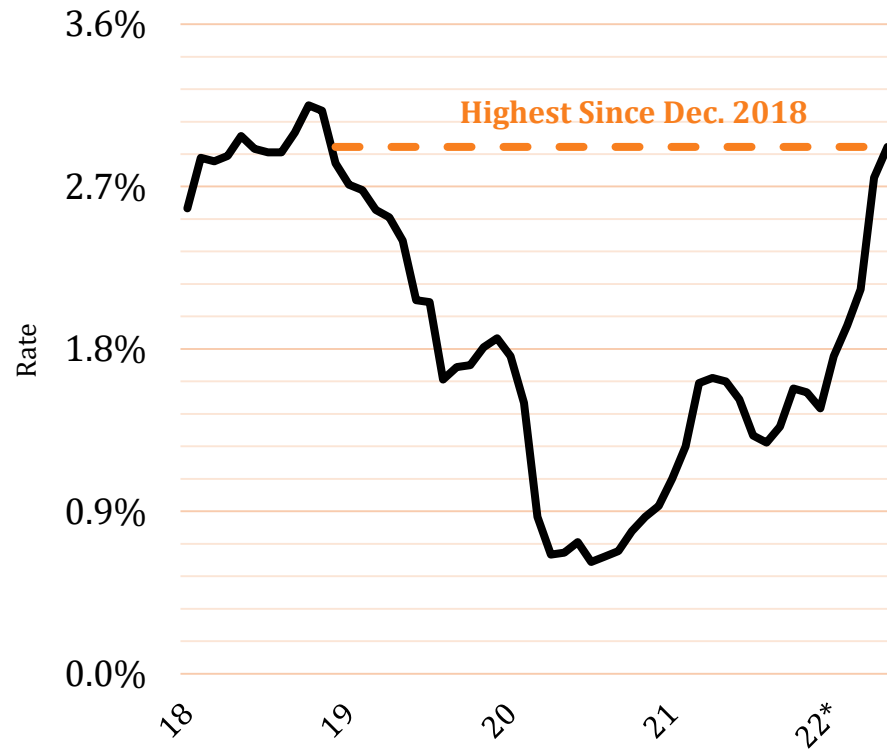


* Through May 4, 2022
Source: Federal Reserve

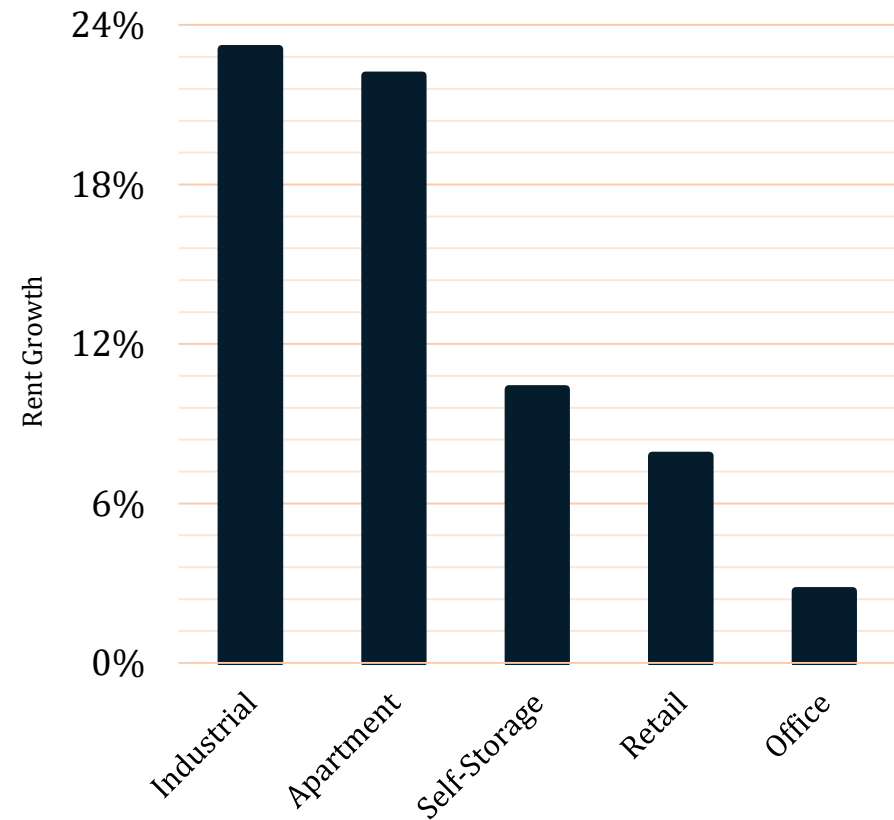
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POSITIVE RENT GROWTH SUPPORTS UNDERLYING COMMERCIAL REAL ESTATE FUNDAMENTALS

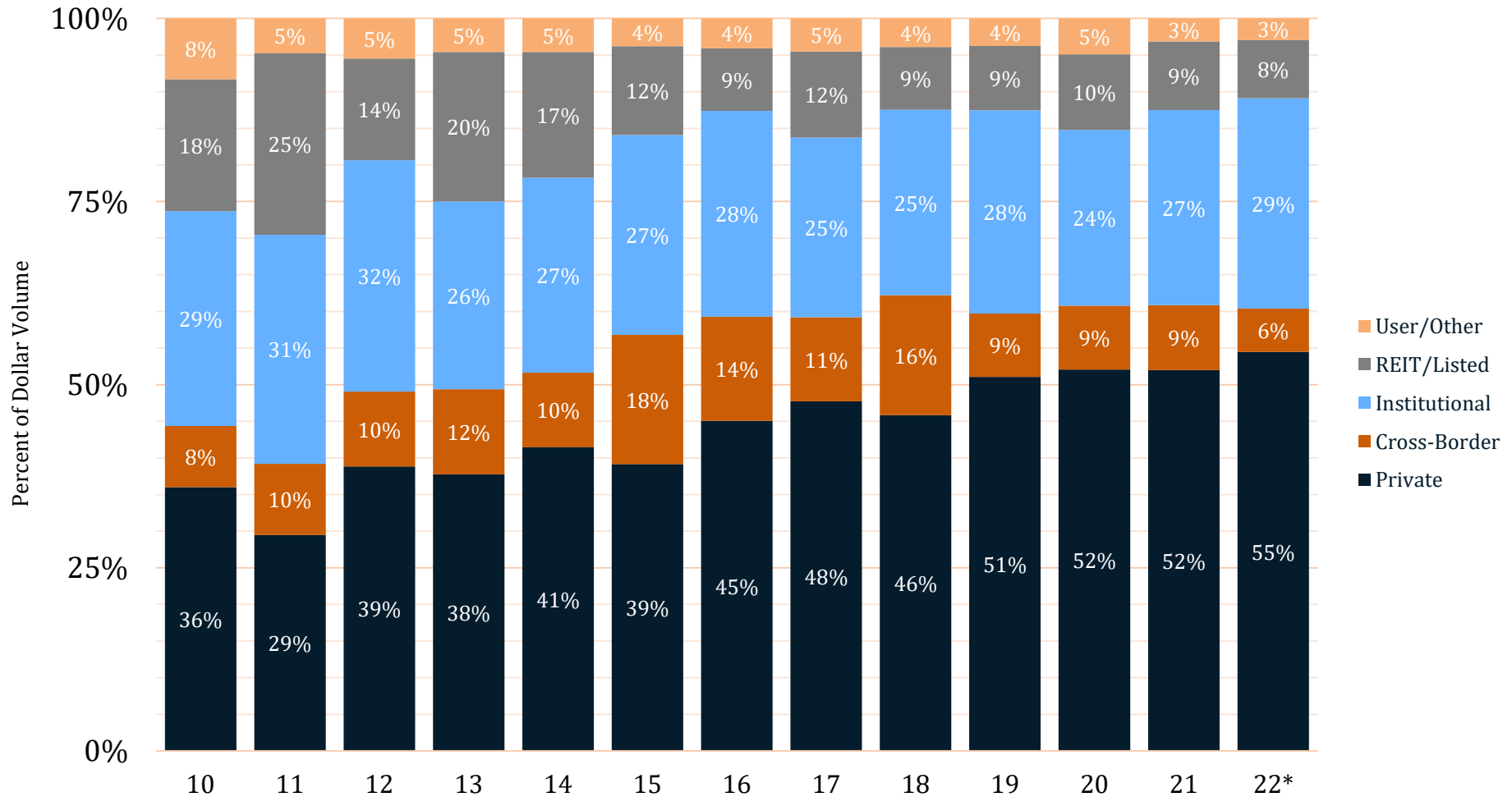
10-Year Treasury



Rent Growth: 2018 to 1Q 2022



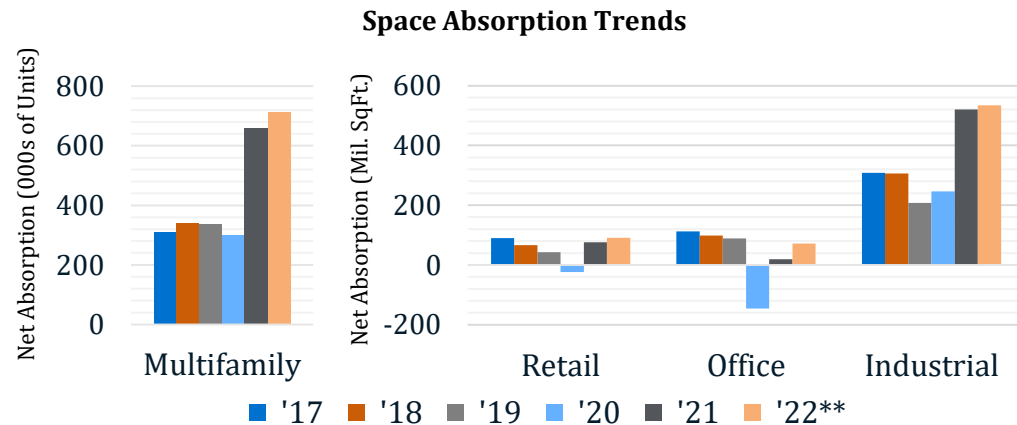
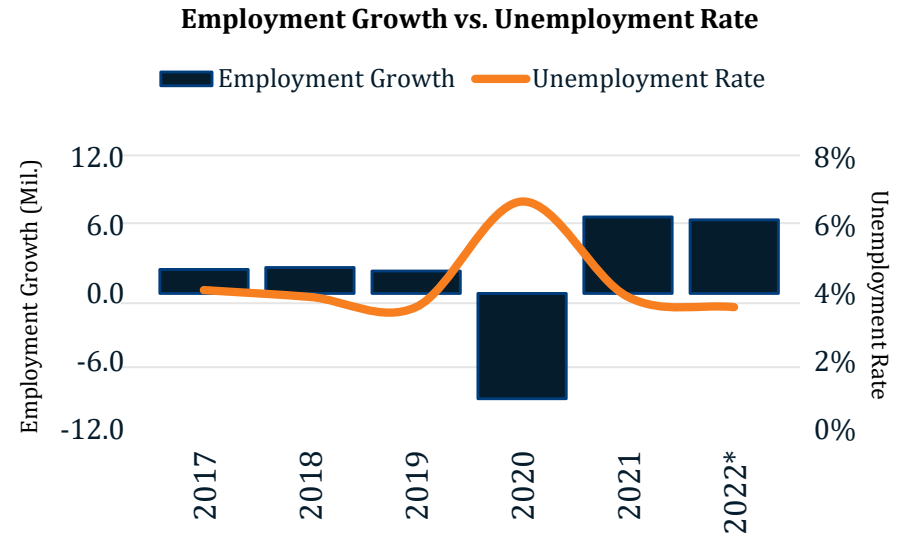
PRIVATE INVESTORS DOMINATE U.S. COMMERCIAL REAL ESTATE ACQUISITIONS; INSTITUTIONS REMAINED ACTIVE IN 1Q 2022



* As of 1Q
Includes sales \$2.5 million and greater for multifamily, retail, office, industrial, hotel, seniors housing, and land
Source: Real Capital Analytics

EMPLOYMENT RECOVERY LEVELING; SPACE DEMAND ACCELERATING

- Labor shortage beginning to weigh on job creation, but record 6.7 million jobs added in 2021, and a further 1.7 million in 1Q 2022.
- Government stimulus has bolstered retail sales and consumption, supporting space demand for most property types.
- Space demand sustained momentum in the first quarter as Omicron passed, health restrictions ended in most states, and household formation accelerated. Multifamily and industrial space demand particularly strong.
- Companies remain cautious about leasing office space. Market variation widening by class and urban vs. suburban office space.



* Through 1Q; trailing 12-months through 1Q 2022 for employment growth

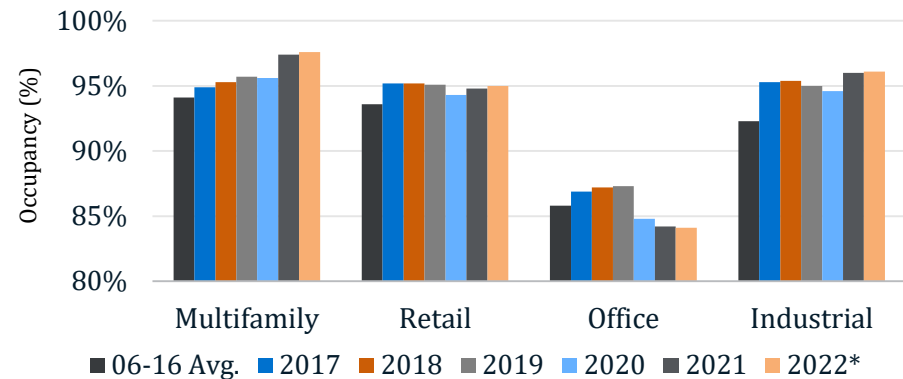
** Preliminary estimate for trailing 12-months through 1Q 2022

Sources: BLS, CoStar Group, Inc., RealPage, Inc.

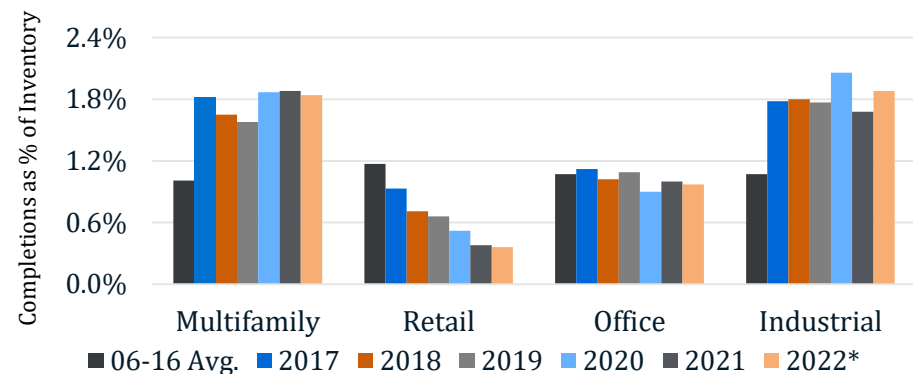
DESPITE MACRO IMPROVEMENT, SUPPLY-DEMAND DYNAMICS VARYING BY PROPERTY TYPE

- Multifamily and industrial continue to lead in construction, spurred by strong demand and occupancy trends in 1Q 2022.
- Necessity-based retail, single-tenant retail, and self-storage also among top performing segments.
- Hospitality, shopping centers, and select office markets showed solid space demand gains in the first quarter.
- Supply chain challenges bolstering industrial space demand as companies increase inventories.
- Retail and office new supply pipeline low by historical standards. Multifamily absorption set new first-quarter record in 1Q 2022.

Occupancy Trends



Construction Trends

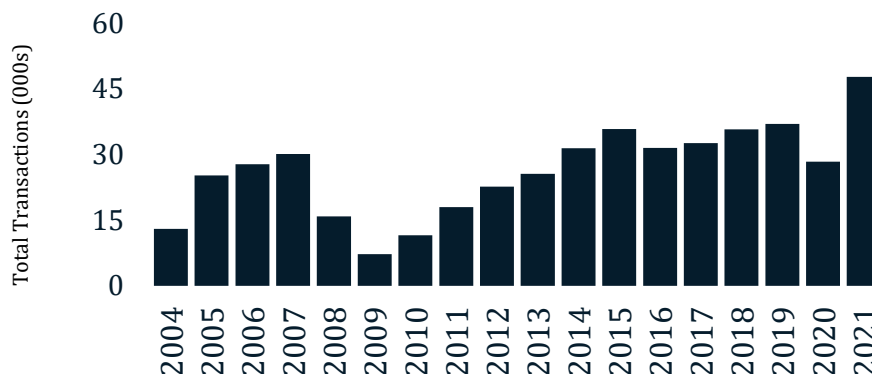


* Preliminary estimate through 1Q 2022; trailing 12-months through 1Q for construction
Sources: CoStar Group, Inc., RealPage, Inc.

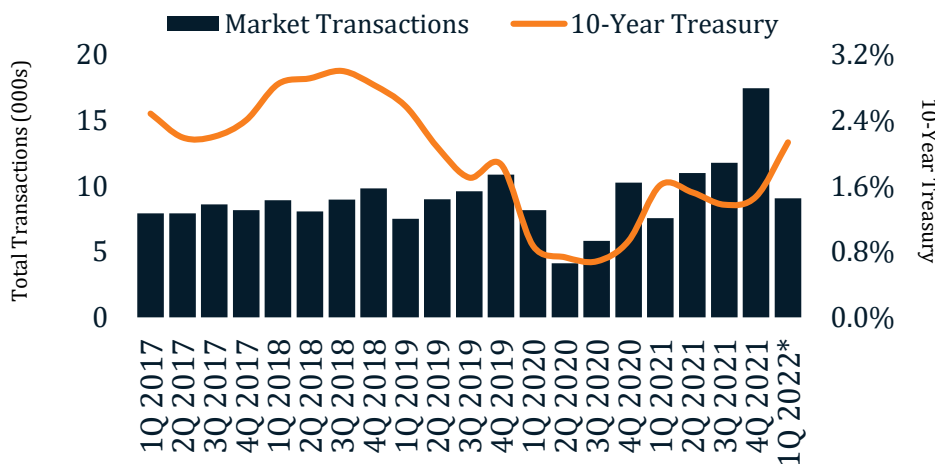
OVERALL CRE SALES CONTINUED TO ADVANCE IN 1Q; HIGHER INTEREST RATES, FED MESSAGING KEY FACTORS GOING FORWARD

- Transactions count in 1Q 2022 estimated to have grown by 20% year-over-year.
- Rising interest rates causing price adjustment in select segments and markets, but broad-based buyer demand, healthy property fundamentals, and above-average rent growth support valuations.
- Price discovery for more challenged property types such as office and senior housing still playing out.
- Financing available for most property types at comparatively low interest rates.
- Elevated inflation spurs capital flows into commercial real estate as a “hard asset.”

Annual U.S. Commercial Real Estate Sales Trends⁽¹⁾



Quarterly U.S. Commercial Real Estate Sales and Interest Rates⁽¹⁾



Sources: Real Capital Analytics, Federal Reserve

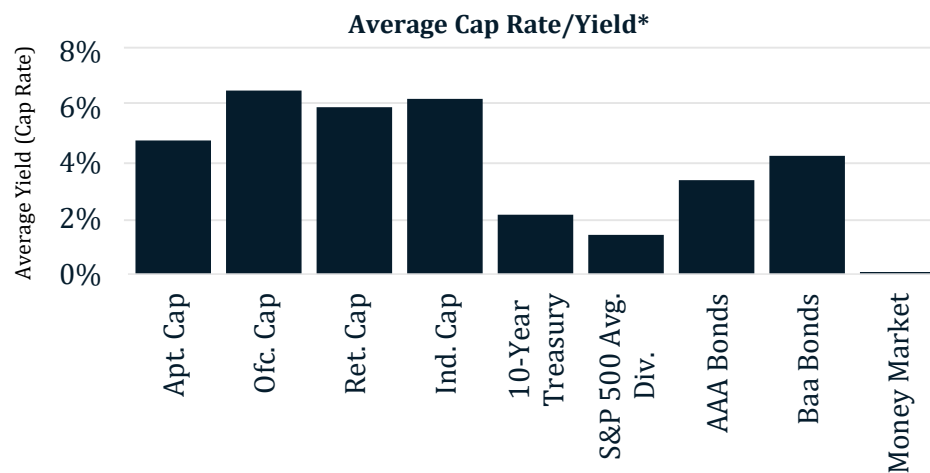
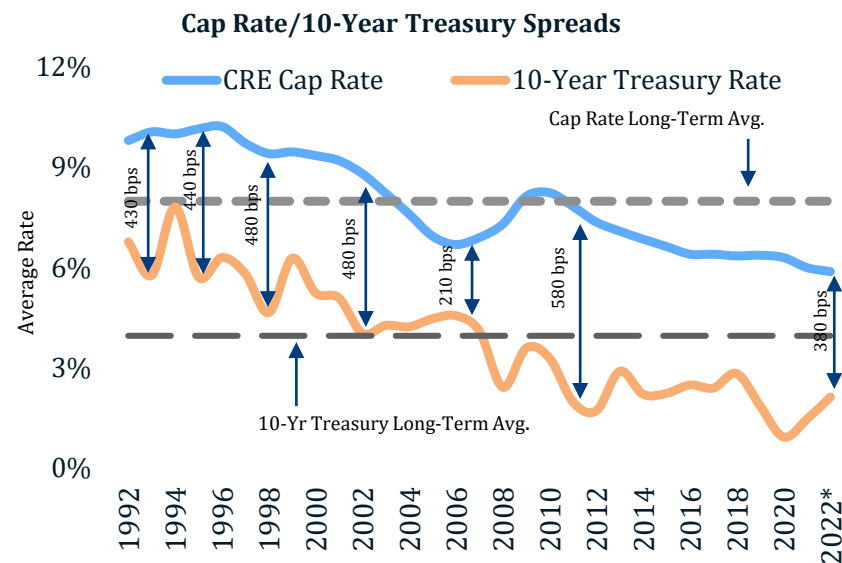
* Preliminary estimate for market sales

(1) Includes sales \$2.5 million and greater for multifamily, retail, office, industrial, hotel, seniors housing, and land

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COMMERCIAL REAL ESTATE YIELD AND INFLATION HEDGE PROFILE COMPELLING

- Market benefiting from strong rent growth in most segments and still-low interest rates.
- Buyer demand for “safe” segments (apartments, single tenant, industrial) at record levels.
- Demand for “recovery” segments such as shopping centers and hotels increased momentum in 1Q.
- Supply chain challenges are putting additional pressure on inflation and may drive the Fed to be more aggressive. Risks to the economic recovery have risen as a result.
- Commercial real estate is largely viewed as inflation hedge, and above average rent growth bodes well for buyer demand.
- Commercial real estate continues to offer compelling yields compared to other investment options.



* As of 1Q 2022
Cap rates for sales \$1 million and greater
Sources: CoStar Group, Inc., Real Capital Analytics, Federal Reserve, Standard & Poor's



MMI MARKET POSITION

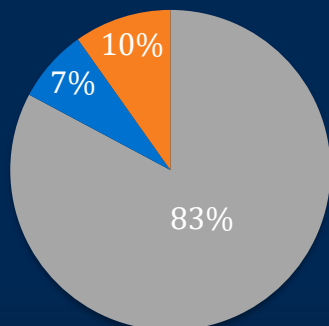
PRIVATE CLIENT MARKET SEGMENT

Largest Transaction and Commission Pool Opportunity

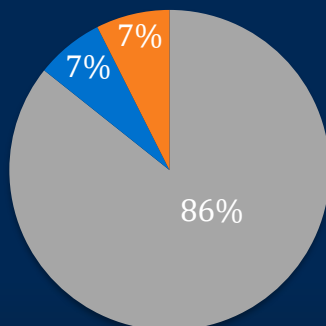
- Market segment consists of sales \$1 million to <\$10 million.
- Largest and most active market segment, accounting for 80%+ of transactions.
- Primarily driven by high-net worth individuals, partnerships and smaller private fund managers.
- Influenced by personal drivers that result in buying/selling/refinancing properties, as well as market conditions. Should be a major factor in increased sales activity once current market constraints begin to ease.
- Market segment features the highest commission rates.

Transactions by Investor Segment ⁽¹⁾

Commercial Real Estate Market

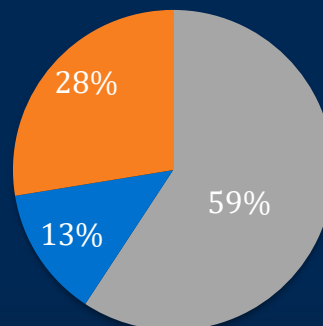


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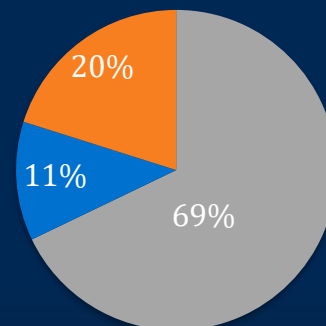


Commission Pool by Investor Segment ^{(1) (2)}

Commercial Real Estate
Total Commission Pool



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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 1Q 2022; 1Q 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.

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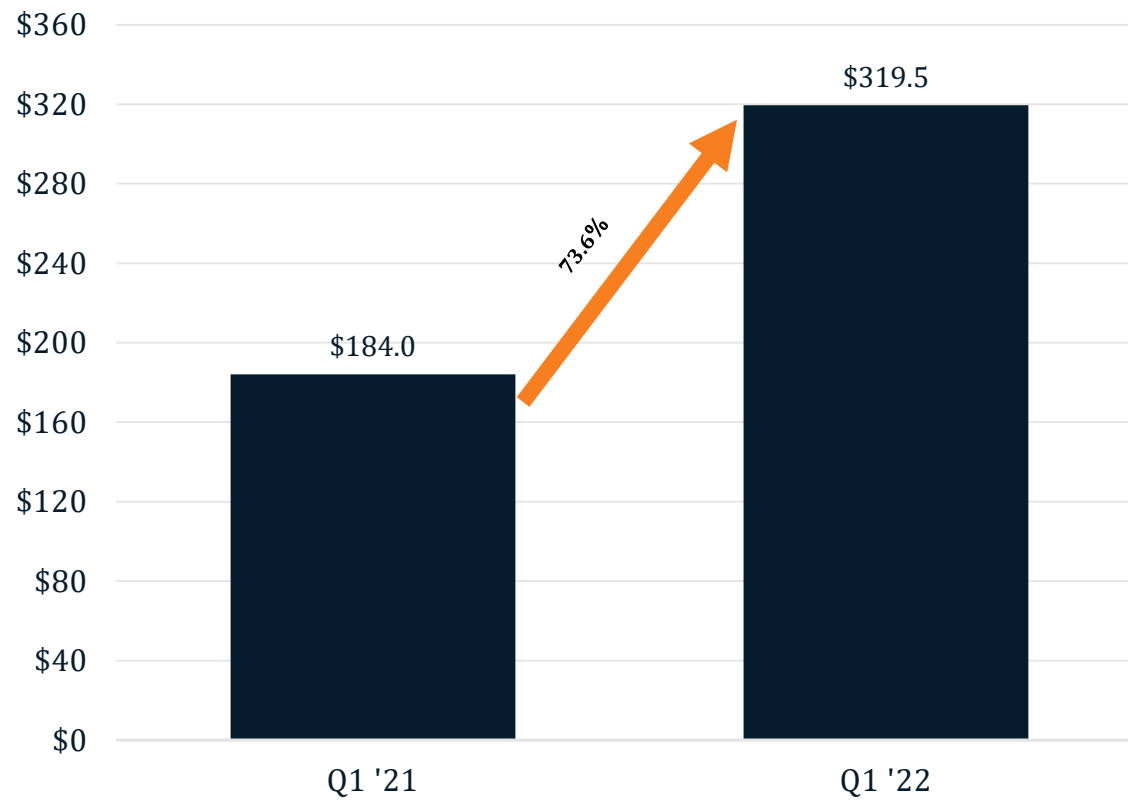


MMI FINANCIAL DETAILS

TOTAL REVENUE

(\$ IN MILLIONS)

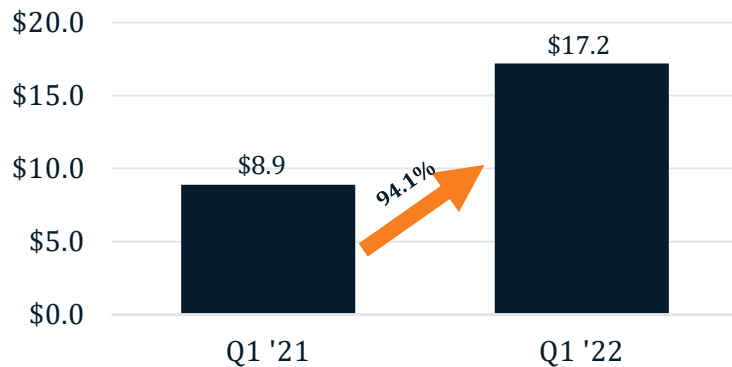
Q1 '21 vs Q1 '22



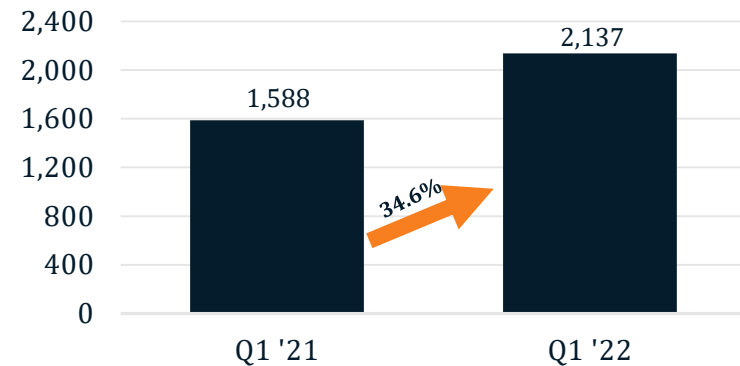
BROKERAGE OPERATING METRICS

Q1 2021 vs Q1 2022

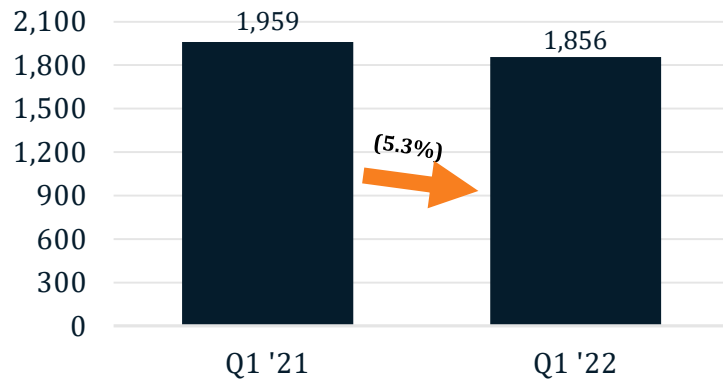
Total Sales Volume
(\$ in billions)



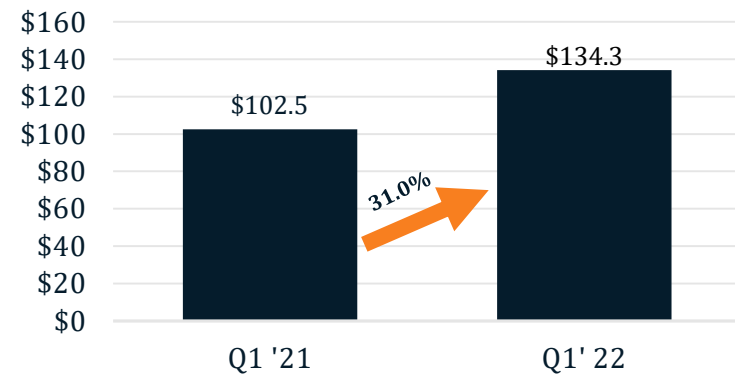
Total Number of Transactions



Average Number of Investment Sales Professionals



Average Commission Per Transaction
(\$ in thousands)

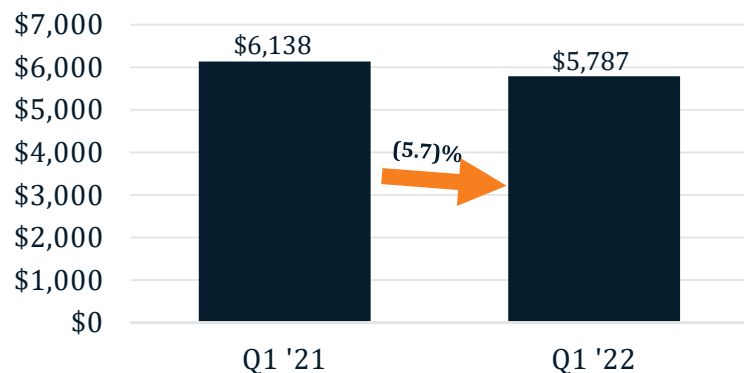


BROKERAGE REVENUE BY MARKET SEGMENT

Q1 2021 vs Q1 2022

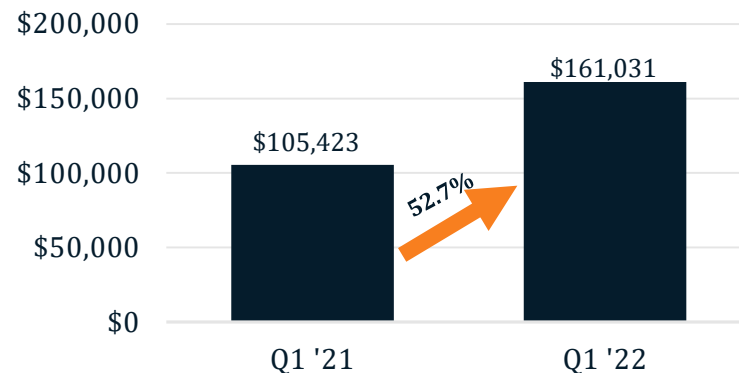
<\$1 million

(\$ in thousands)



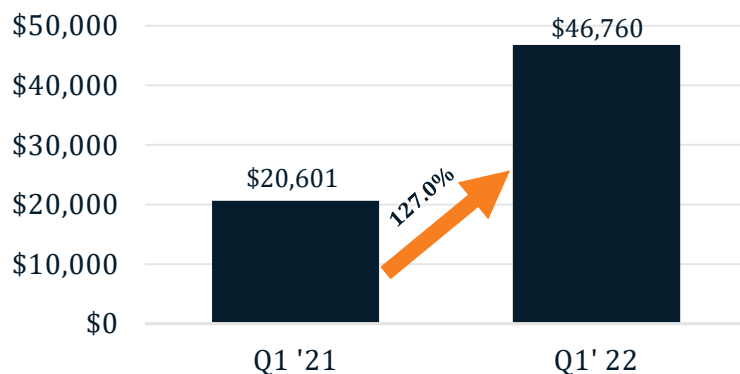
Private Client Market (\$1 - <\$10 million)

(\$ in thousands)



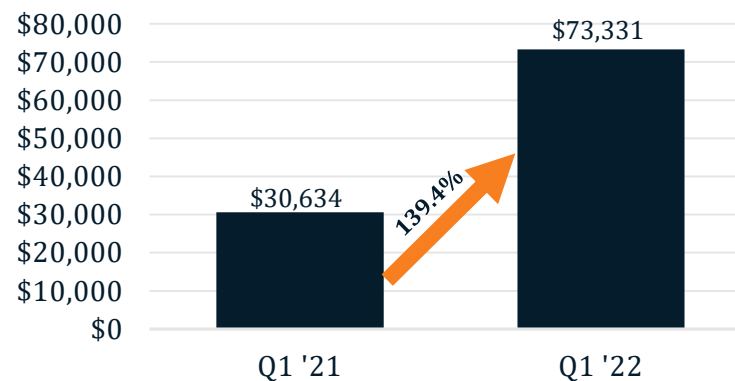
Middle Market (\$10 - <\$20 million)

(\$ in thousands)



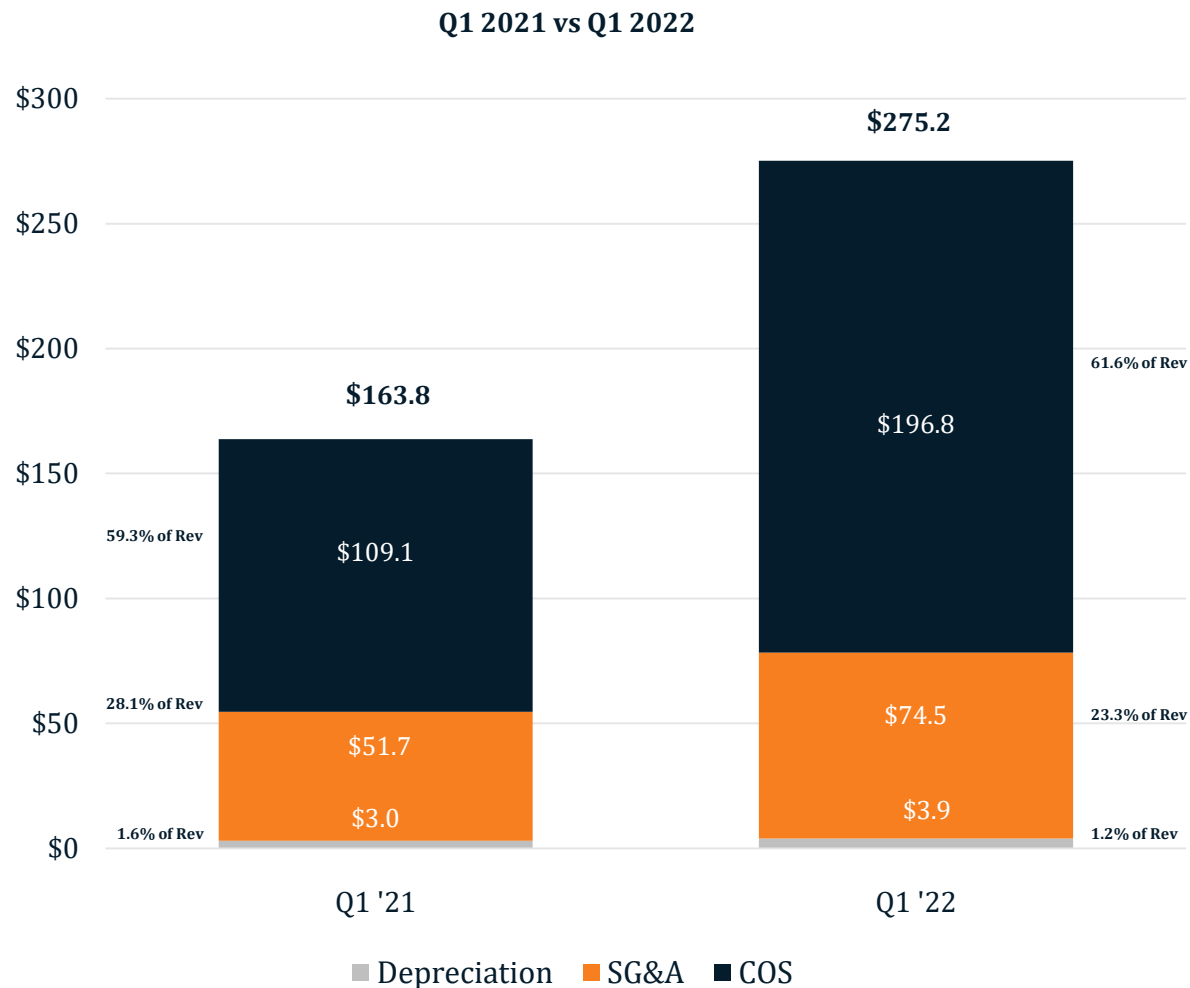
Larger Transaction Market (≥ \$20 million)

(\$ in thousands)



OPERATING EXPENSE

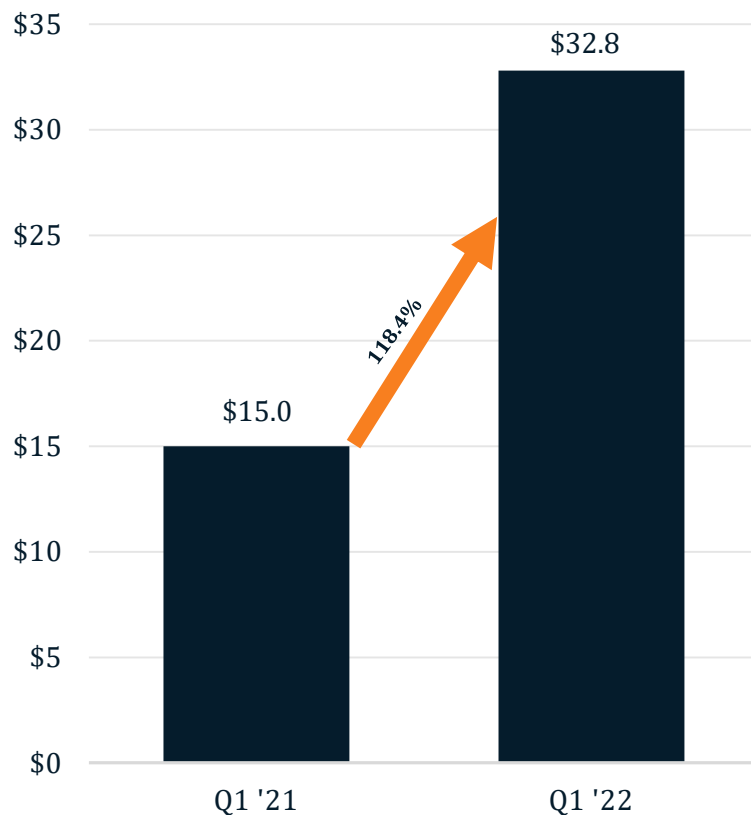
(\$ IN MILLIONS)



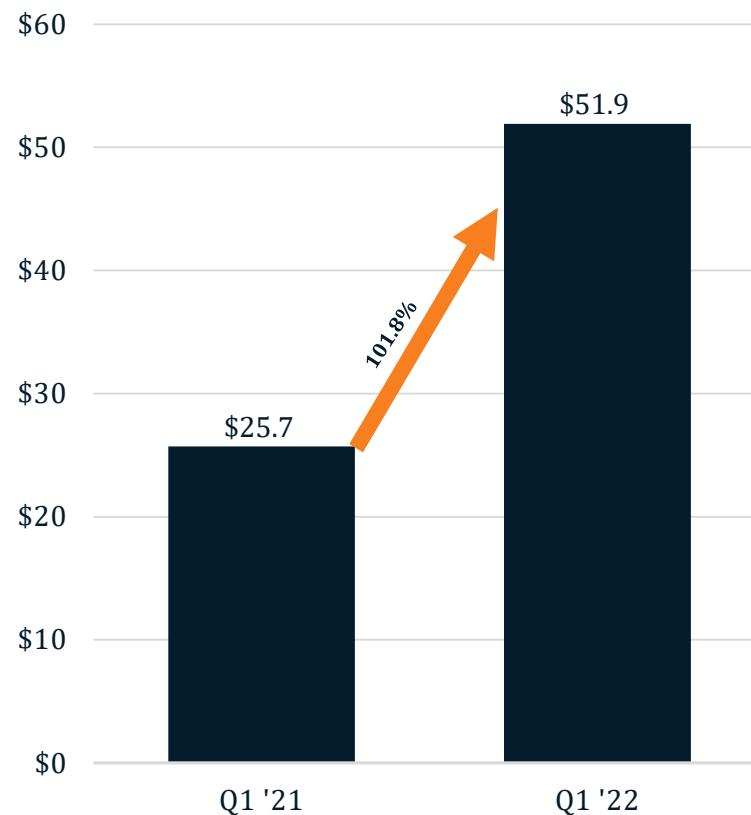
NET INCOME AND ADJUSTED EBITDA PERFORMANCE

Q1 2021 vs Q1 2022

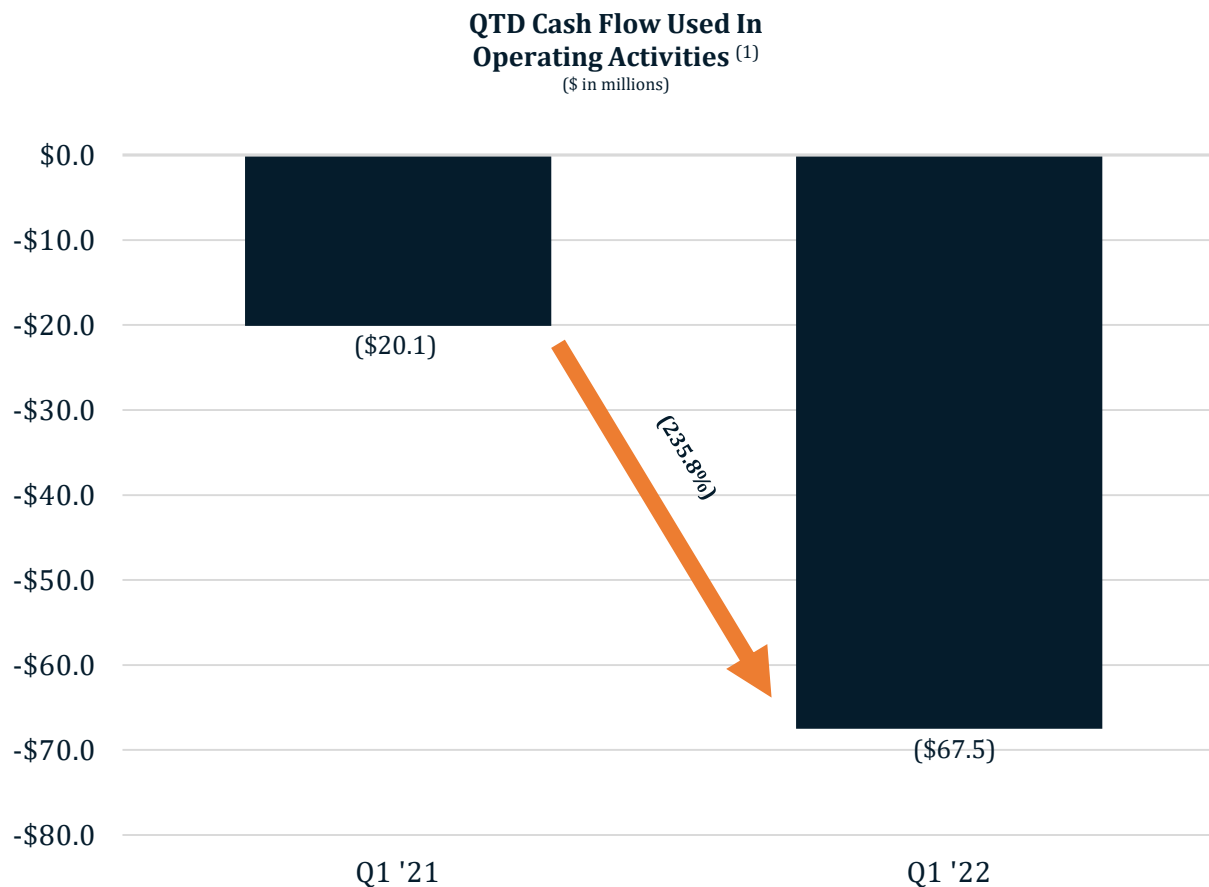
Net Income
(\$ in millions)



Adjusted EBITDA
(\$ in millions)



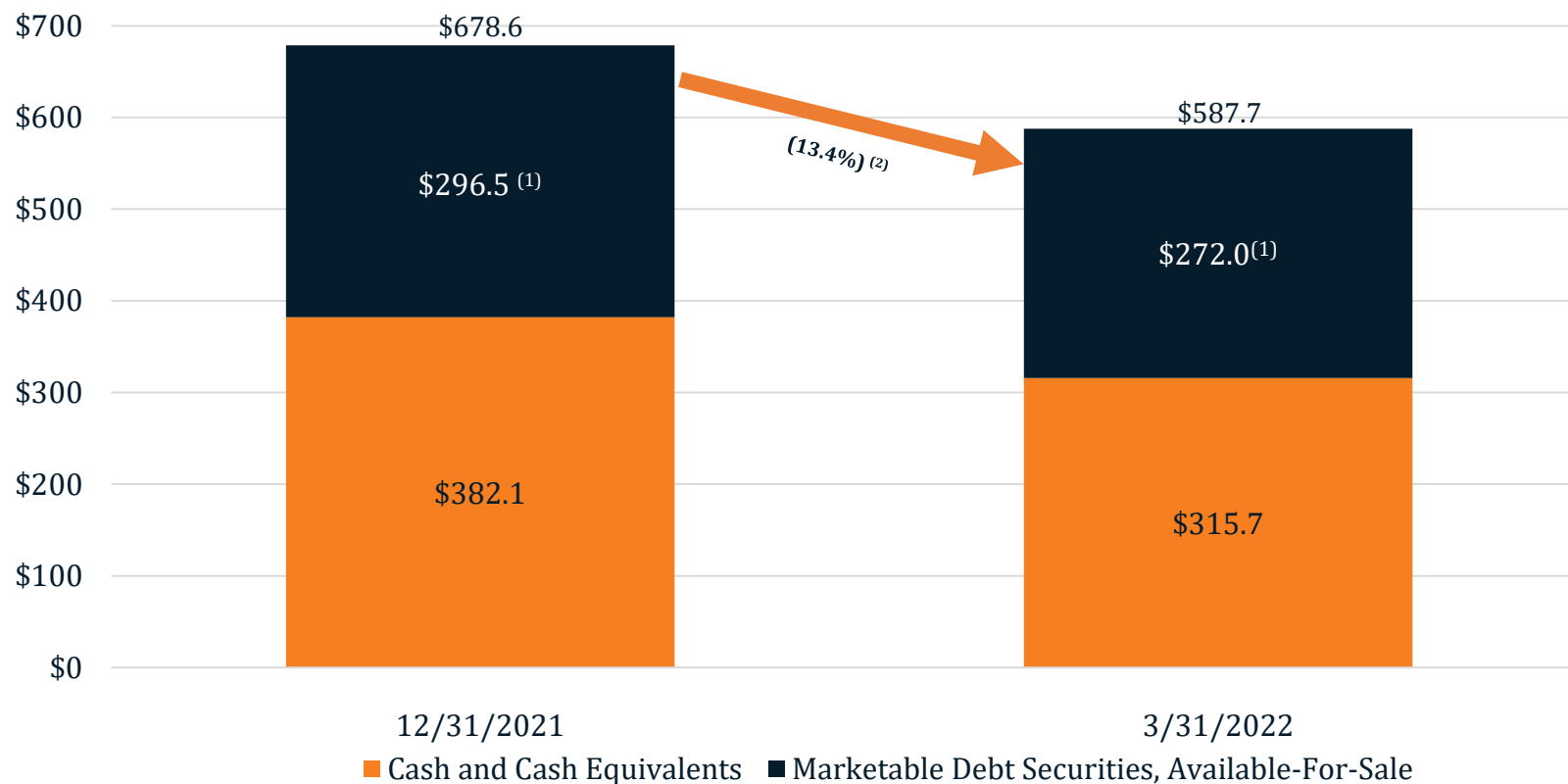
CASH FLOW USED IN OPERATING ACTIVITIES



(1) Cash flows used in operating activities were \$(67.5) million for the three months ended March 31, 2022 compared to cash flows used in operating activities of \$(20.1) million for the same period in 2021. Net cash used in operating activities is driven by our net income adjusted for non-cash items and changes in operating assets and liabilities. The \$(47.4) million decrease in operating cash flows for the three months ended March 31, 2022 compared to the same period in 2021 was primarily due to an increase in advances to our investment sales and financing professionals, higher amount of deferred discretionary commissions paid, and higher bonus payments.

STRONG LIQUIDITY POSITION

**Cash and Cash Equivalents
and Marketable Debt Securities, Available-For-Sale**
(\$ in millions)



(1) Relates to investments designated by the company as marketable debt securities, available-for-sale in accordance with our investment policy approved by the Board of Directors with weighted average contractual maturity of 1.4 years and 1.5 years for the periods ended 3/31/22 and 12/31/21, respectively.

(2) Cash and Cash Equivalents and Marketable Debt Securities, Available for Sale decreased for the period ended 3/31/22 primarily due to an increase in advances to our investment sales and financing professionals, higher amount of deferred discretionary commissions paid, and higher bonus payments. Subsequent to March 31, 2022, the Company paid 50.0 million in accrued dividends.



APPENDIX

ADJUSTED EBITDA RECONCILIATION

Adjusted EBITDA, which the Company defines as net income before (i) interest income and other, including net realized gains (losses) on marketable debt 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) non-cash mortgage servicing rights ("MSRs") 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 a supplemental metric 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 to be a useful management metric to assist in evaluating performance, because Adjusted EBITDA eliminates items related to capital structure, 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 calculated 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 March 31	
	2022	2021
Net Income	32,783	15,012
Adjustments:		
Interest income and other ⁽¹⁾	(615)	(531)
Interest expense	(160)	(146)
Provision for income taxes	11,757	6,086
Depreciation and amortization	3,911	2,997
Stock-based compensation	3,856	2,288
Non-cash MSR activity ⁽²⁾	-	(303)
Adjusted EBITDA ⁽³⁾	\$51,852	\$25,695

(1) Other includes net realized gains (losses) on marketable debt securities available-for-sale.

(2) Non-cash MSR activity includes the assumption of servicing obligations.

(3) The increase in Adjusted EBITDA for the three months ended March 31, 2022 compared to the same period in 2021 is primarily due to an increase in total revenues and a lower proportion of operating expenses compared to total revenues.

COMPANY OVERVIEW

NATIONAL PLATFORM FOCUSED ON REAL ESTATE INVESTMENT BROKERAGE

- 51-year old platform dedicated to perfecting real estate investment brokerage
- Designed to maximize real estate value, facilitate investment options by geography and property type and create liquidity for investors

MARKET LEADER IN THE PRIVATE CLIENT MARKET SEGMENT

- Only national brokerage firm predominantly focused on servicing the Private Client Market segment which consistently accounts for 80%+ of CRE transactions in the U.S.
- Private client business has been supplemented with penetration in larger transactions and institutional clients over the past 10 years

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

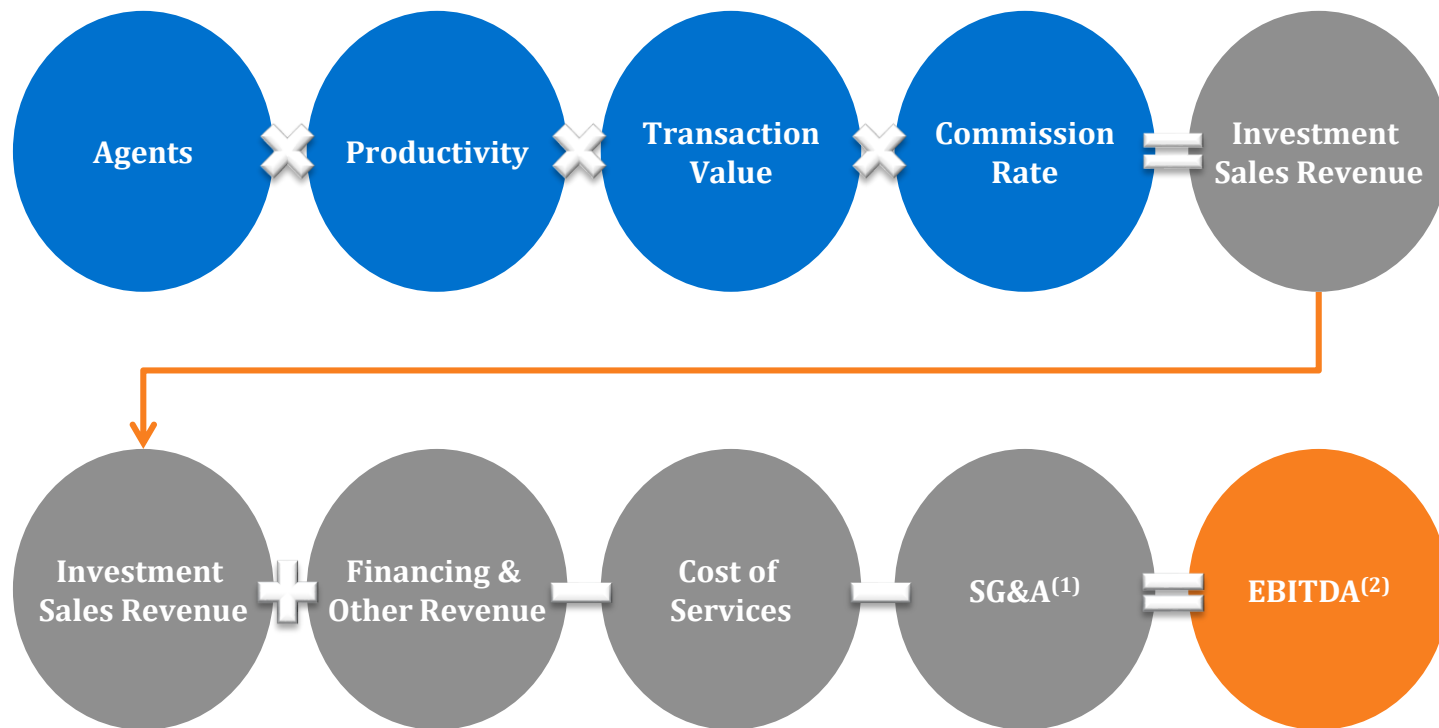
MANAGEMENT WITH SIGNIFICANT INVESTMENT BROKERAGE EXPERIENCE

- Non-competitive management with extensive investment brokerage experience, committed to training, coaching and supporting investment sales professionals
- Culture 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
- Strong balance sheet with no debt provides financial flexibility to pursue strategic acquisitions

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