

Marcus & Millichap Names Alan L. Pontius National Director, Specialty Divisions

CALABASAS, Calif.--(BUSINESS WIRE)-- Marcus & Millichap (NYSE:MMI) today announced that Alan L. Pontius, a senior vice president, has been named national director of the firm's specialty divisions. Pontius, an industry veteran, joined Marcus & Millichap in 1985 and brings three decades of experience to his new role. Most recently, he was national director of the firm's National Office and Industrial Properties Group (NOIPG). NOIPG registered annual average growth of approximately 35% over the past three years alone. In Pontius' new role, he will be responsible for overseeing, supporting and growing the company's specialty brokerage divisions in partnership with specialty executives and managers companywide.

Previously, Marcus & Millichap's specialty brokerage divisions were under the direction of the company's newly appointed president and CEO, Hessam Nadji. Under Nadji's leadership, the divisions registered substantial growth, closing over \$21 billion in 2015. Overall, the firm had a record year in 2015 with more than 8,700 transactions \$37.8 billion in volume.

"Al's exemplary leadership skills and outstanding agent and client support will be leveraged on a broad scale across all specialty segments, in line with our long-term growth plan," Nadji said. "We are aggressively expanding our specialized practices, including seniors housing, self-storage, hospitality, and our Institutional Property Advisors (IPA) division. Al has a wholistic understanding of clients' needs and brings an impressive track record of tailoring our services for various types of clients."

Pontius joined Marcus & Millichap as an agent in Palo Alto, where he rose to become a leading producer companywide. In 1993, he joined the management team as a regional manager and led the firm's Palo Alto office to become a top producing office nationwide. In 2002, Pontius was promoted to national director of Marcus & Millichap's NOIPG and successfully elevated the firm's brand and market position in the office and industrial segment. He is an active executive participant in the sector's leading trade association, National Association of Industrial Office Properties (NAIOP).

"Growing Marcus & Millichap's office and industrial presence is a major initiative for the firm, and a search has been initiated for a dedicated industry expert to fill Pontius's former role," Nadji added.

"Hessam and I have a long-standing working relationship at Marcus & Millichap, and I look forward to our ongoing work together in this expanded capacity," Pontius said. "Despite being the market leader in several sectors, we continue to view the firm's specialty segments as having substantial room for expansion."

About Marcus & Millichap (NYSE:MMI)

With over 1,600 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 over 8,700 transactions in 2015 with a value of approximately \$37.8 billion. The company 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

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