

Marcus & Millichap Expands Leading Talent Acquisitions Across North America

CALABASAS, Calif.--(BUSINESS WIRE)-- [Marcus & Millichap \(NYSE:MMI\)](#), a leading commercial real estate (CRE) brokerage firm specializing in investment sales, financing, research and advisory services, recognized as a Best Place to Work two consecutive years, continues to build its senior-level broker and financing professional hiring momentum across its [Institutional Property Advisors](#) (IPA), multi housing, retail, and capital markets divisions. The firm also expanded its IPA financing intermediary services to investors in Canada, providing more CRE acquisition opportunities to Canadian investors.

Hessam Nadji, Marcus & Millichap's president and CEO stated: "We have taken the offensive on hiring to ensure that our platform continues to expand by market and industry segment, which will position MMI to lead in the market recovery. This is a supplementary growth initiative to our 53-year tradition of supporting our existing team and helping them persevere through market cycles." Nadji continued, "To this point, we have strategically bolstered our roster of experienced brokers and capital markets professionals, adding dozens of senior-level industry leaders over the past 18 months."

Marcus & Millichap's growing top talent roster includes leading CRE investment and capital markets experts specializing in institutional and private client brokerage across all property types. Most recently, two Washington, D.C.-based senior multifamily investment professionals with over five decades of experience, and a Philadelphia-based institutional retail broker have joined. The firm's top-producing IPA Multifamily team located in Dallas Fort Worth added a senior investment professional to its top tier team. In addition, an 18-year and a 15-year multifamily veteran joined IPA in San Diego, and in Nashville, respectively. Marcus & Millichap's [Multi Housing Division](#), which is focused on small to mid-market CRE private client investments, added an Atlanta-based team with over 20 years of expertise.

The firm's growing [IPA Capital Markets](#) division increased its roster with a veteran financing team located in New York and added a Palo Alto-based managing director with two decades of capital markets experience. IPA Capital Markets also expanded into Canada with the addition of a Toronto-based senior managing director with 20-plus years of experience.

"These industry-leading professionals have a collaborative, client-centric approach to investment sales and financing. We make a deliberate effort to ensure we are adding experienced leaders that will complement our existing sales force, as internal synergies are among the most compelling outcomes of our growth strategy," Nadji stated.

About Marcus & Millichap, Inc. (NYSE: MMI)

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. As of December 31, 2023, the company had 1,783 investment

sales and financing professionals in over 80 offices who provide investment brokerage and financing services to sellers and buyers of commercial real estate. The company also offers market research, consulting and advisory services to clients. Marcus & Millichap closed 7,546 transactions in 2023, with a sales volume of approximately \$43.6 billion. For additional information, please visit www.MarcusMillichap.com.

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