

## Why Marcus & Millichap

### Script 2:30

Whether you're just starting to explore the world of commercial properties or you're a seasoned investor, you want a partner who can help you create real estate wealth.

Our clients trust us because we genuinely care about what matters most—your financial success as an investor.

Marcus & Millichap has over 50 years of experience and is the #1 commercial real estate investment sales brokerage and markets advisory in North America.

And having moved billions in capital throughout 80-plus offices, we understand that commercial real estate looks different for everyone, which can leave some feeling uncertain on how to move forward.

Fortunately, partnering with the top North American brokerage will give you much-needed process clarity and an immediate edge— offering better tools, better policies and deeper relationships with an unmatched pool of potential buyers for each property we represent.

We are a full-service firm, assisting both buyers and sellers, and specialize in a variety of property types. From apartment buildings and retail, to hotels, self-storage and more.

But the benefits don't stop there. When you're ready, our finance team will work with one of the largest networks of lenders in the industry to help you decide on a quote and negotiate the best terms. Our originators have relationships with hundreds of different firms and will do what it takes to make your overall lending experience smoother and easier.

Choosing Marcus & Millichap means partnering with professionals who set the industry bar for training & development and inside connections, giving you direct access to the highest quality buyers and rare and off-market listings.

Best part—all of our offices are run by former investment brokers, not basic salespeople like our competitors, which means here, you'll have a finger on the pulse of every local market and property type, as well as key research and forecasting from the people who truly understand this industry.

Our team of commercial agents will offer you more capabilities and advantages during your experience than any independent brokerage or residential agent—and the numbers prove it. Year over year, we're ranked the leader in commercial transactions because we know how to help you be agile.

Consider this: if you choose to work with either a local firm or competing national brokerage, you will experience trade-offs. A smaller team can't offer our level of resources and support. And you'll find other national brands too distracted, spread thin over multiple divisions. We outperform them because our focus is always—and only—on investments.

With us, you can move capital across geographies, property types and asset classes—quickly, smartly and without hassle.

Marcus & Millchap—is different.  
By design.  
And the results prove it.