



COMMERCIAL REAL ESTATE INVESTING WITH

Marcus & Millichap

REAL ESTATE INVESTMENT SALES | FINANCING | RESEARCH | ADVISORY SERVICES



Different by design. Results to match.

In today's commercial real estate market, choosing to work with the industry leader is not an option—it's a necessity.

You need a partner who understands and is inspired by your distinctive investment vision. A team with decades of experience, leading-edge technology, and an impassioned connection to the dynamics of an evolving market.

Marcus & Millichap remains North America's #1 commercial real estate investment brokerage and capital markets advisor by consistently prioritizing and supporting the individual investor. For over 50 years and through up markets, down markets, and everything in between, we've tested, refined, and perfected our method for helping you build and preserve wealth.

Whether you're a first-time investor with a single property or a seasoned professional managing an extensive portfolio of holdings, you can trust our guidance and feel confident in each investment decision you make.

What sets us apart—sets you up for success.

Partnering with Marcus & Millichap unlocks immediate access to a powerful combination of benefits, thoughtfully curated to offer you a rare advantage in commercial real estate investing.



Exclusive Opportunities

With the industry's largest pool of exclusively listed properties and the most sources of qualified buyers—whether you're buying or selling—we provide an unmatched advantage.

Actionable Knowledge

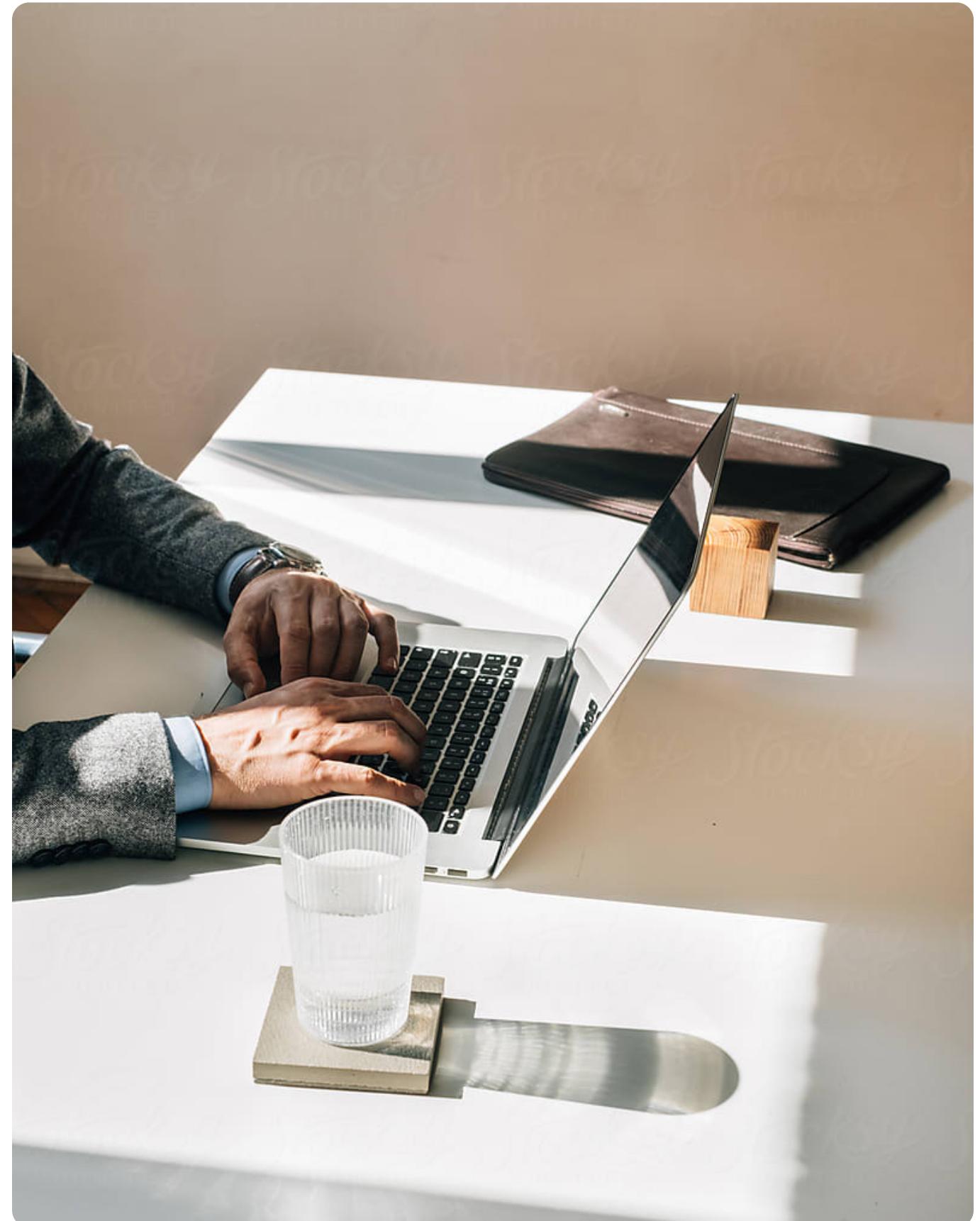
Through our proprietary technology platform, your Marcus & Millichap investment professional will provide you with sophisticated on-the-ground market intelligence to power your commercial real estate strategy.

Exceptional Agility

Through our highly collaborative culture, we're able to translate insight into action and move capital across geographies to help you conquer a changing market.

Unmatched Quality

Our firm was founded on a commitment to specialization and collaboration, which means you'll work with the highest caliber of industry talent and enjoy a certainty of execution that can't be found anywhere else.



The selling experience—redefined.

With Marcus & Millichap in your corner, you'll experience customized step-by-step guidance covering everything from specific asset strategies to property operations analyses.



Marketing

We'll tap into our collective knowledge, deep pool of research, and latest intelligence to help maximize your investment return and craft the most effective marketing approach. Your property will be showcased across a variety of both digital and traditional channels, including social media and direct mail.



Discovery

Your dedicated Marcus & Millichap investment sales advisor will work with you to create a personalized plan, including effective property positioning and access to some of the best public (and private) deal flows. Developing long-term relationships and providing open communication is our mission, which may include advising against a specific transaction if it misaligns with your strategy.



Execution

Our team will put your comprehensive plan into action, arranging for both virtual and in-person meetings to ensure there's never a missed opportunity—all while utilizing the most extensive buyer pool in the industry. Once the right buyer is identified, our industry-leading capital intermediary, Marcus & Millichap Capital Corporation (MMCC), can find the right financing solution to facilitate a smooth transaction.



Commercial real estate with **you** at the center.

The proven approach for exceptional results.

Whether you're buying or selling, our meticulous and disciplined approach to investing and financing gives you the necessary resources designed to meet and exceed your standards.



Unparalleled Reach

The best experiences are the result of a robust analysis of the market and accurate visibility of investing conditions. We offer both the scale of global and national firms but with the added advantage of our localized expertise. With thousands of Marcus & Millichap professionals working in more than 80 offices across the U.S. and Canada, you'll gain access to the largest pool of buyers, effective property matching, and timely information about inventory, positioning you to make informed investment decisions with unparalleled precision.

Integrated Technology

Our proprietary technology, coupled with our culture of information sharing, offers you valuable benefits throughout your transaction. With real-time listing alerts, automated matching of qualified buyers to available inventory, and unparalleled market access when buying and selling, you'll experience the specialized technology designed to increase the execution quality for every listing.

Specialization

As the nation's leader in commercial transactions, it's clear we're enthusiastically focused on what we do best. Through a mastery of specific property types and markets and armed with up-to-the-minute market research, analysis, and forecasting, we're consistently one step ahead of a complex market, ever-changing trends, and each of our industry competitors.

Expertise

Our team meets rigorous training and development standards and is constantly working to improve policies and procedures that set the industry bar. Marcus & Millichap offices are run by former investment brokers, giving our agents the training and support needed to provide the best possible results for our clients.

MARCUS & MILICHAP

Capital Corporation



MMCC provides tailored capital solutions at the most competitive pricing and terms. From refinancing an existing asset and financing an acquisition to recapitalization and raising equity, you'll experience the undivided attention of a long-term partner dedicated to helping you fulfill your financial goals. Leveraging strong relationships with the largest pool of lenders and deep capital markets expertise, MMCC is a powerful asset for those looking for competitive capital solutions.

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-Voluptas Ratem

Institutional Property Advisors



For larger transactions, Marcus & Millichap Institutional Property Advisors (IPA) brings the most exclusive commercial real estate opportunities to you. In addition to the ability to access pools of capital largely unavailable elsewhere, you benefit from our unrivaled relationships with major private and institutional investors. IPA provides the perfect solutions to meet your unique institutional needs, including advanced market research, portfolio assessment, custom analysis, acquisition sourcing, and debt placement.

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-Voluptas Ratem

VALUES WE LIVE BY

The Foundations of Marcus & Millichap

Our values aren't just words on a page—they shape every decision we make. They form the basis for how we create long-lasting relationships, and as our client, you'll experience these values firsthand.



Collaboration

Investing is a team effort, and only through strategic collaboration and unwavering transparency can we hit your ambitious goals. We work directly with you and our partners to give you the largest pool of qualified buyers, competitive financing, and a wide range of investment options.

Excellence

The pursuit of excellence is in our DNA. We're always looking to improve and expand our knowledge of the markets and never settle for anything less than providing elite customer service and consistent results.

Perseverance

Success in real estate is rarely a linear line, but that doesn't stop us from working through the challenges of a complex and global real estate market. No shortcuts or excuses—we're committed to getting you results you're proud of.

Camaraderie

Behind the market movements of real estate are real people with real ambitions and goals. Whether the markets are up, down, or stagnant, we put people first in everything we do and have an unwavering commitment to helping you realize real estate investing success.

Gratitude

We don't take our partners or clients for granted. Getting you results is what has allowed us to serve the real estate industry for over 50 years. We face challenges with grace and celebrate the wins every step of the way.



Real estate has changed. Our commitment to **you** has not.

A LETTER FROM OUR PRESIDENT AND CEO

As President and CEO of Marcus & Millichap, I've had the privilege of working with a world-class team of professionals focused on only one thing: maximizing results for our clients.

The world has changed significantly since our founding over 50 years ago, but with our core values and a focus on our clients' best interests guiding every decision we make, there is no better partner to help you navigate the commercial real estate market.

Now and in the future, we remain steadfast in our commitment to maximizing the value for real estate investors who trust us to help them make their investment goals a reality.

In our ongoing commitment to excellence for our clients, we prioritize:

- Improving and evolving our technology, information sharing, and collaboration, so you know you're gaining access to the best inventory and financing options available today.
- Expanding our already extensive research and market analysis so you feel confident in your investment decisions with Marcus & Millichap by your side.
- Delivering industry-leading training to our salesforce and support staff so you experience the very best of what we have to offer.

Regardless of market cycle, our mission has always been and always will be to help our clients create and preserve wealth by providing the best real estate investment sales, financing, research, and advisory services in the industry.



HESSAM NADJI

A handwritten signature of HESSAM NADJI in blue ink.

PRESIDENT & CEO OF MARCUS & MILЛИCHAP

Marcus & Millichap

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