



Marcus & Millichap

Real Estate Investment Sales ♦ Financing ♦ Research ♦ Advisory Services

Marcus & Millichap revolutionized the real estate brokerage industry. The firm was designed to go far beyond simply facilitating real estate transactions. It was developed as an entire system dedicated to maximizing value for real estate investors.

Founded on Focus - Connected by Technology - Powered by Culture

In 1971, our founders, George M. Marcus and William A. Millichap, launched a new real estate investment business model based on a unique method of matching each property with the largest pool of pre-qualified investors. This simple premise—coupled with an unflinching drive to measure success solely by our clients' investment results—enabled us to emerge as the industry's pre-eminent real estate investment services firm.

Our founders' vision has been realized by a commitment to specialization, our willingness to foster a culture of information sharing and the foresight to pioneer real estate technology. Today, Marcus & Millichap is the industry's largest firm specializing in real estate investment sales and financing, as well as a leading source of research and advisory services.

Our senior management team, including our founders, remains dedicated to a tradition of reinventing the ultimate platform for marketing real estate.



George M. Marcus, Chairman and William A. Millichap, Chairman



*Our mission is to help
our clients create and
preserve wealth by
providing the best
real estate investment
sales, financing,
research and advisory
services available.*

Throughout our history, we have dedicated ourselves to developing the expertise of a true specialist and achieving exceptional results for clients. As the largest firm in the United States specializing in real estate investment services, we still focus on maximizing value, one property at a time, for one client at a time.

Our commitment to achieving superior results for each client is evident in our unmatched continuum of services, including the industry's most powerful real estate brokerage platform, comprehensive capital market solutions, market research and advisory services.

We have built a company driven by long-term client relationships and value-added results. Our services are customized and personalized to meet the diverse needs of private investors, developers, lenders and institutions, delivered through the most important aspect of our business—local market expertise.

We invite you to learn how we can combine the industry's most agile system of marketing and financing real estate with cutting-edge research and advisory services to help you achieve your goals today and for years to come.

Hessam Nadji
President and Chief Executive Officer

Our systems, culture and business approach have evolved into a unique transaction platform that maximizes value for investors throughout the U.S. and Canada.

Moving Capital, Making Markets, Maximizing Value

This includes access to geographic markets from coast to coast, access to experts in every major property type and access to every type of investor. We match the right buyer pool with the right property across market boundaries for each transaction. We don't just market properties, we make a market for each property we represent.



Investment Sales

Experience the Difference ...

Marcus & Millichap's clients benefit from operations, policies and a culture specifically designed to maximize value for each property with the highest degree of professionalism. The distinctive aspects of our services are:

Investment Specialization: By dedicating all of our focus, resources and training to real estate investment services, we offer an unmatched level of experience and expertise.

Expertise in All Major Property Types and Capital Markets: Apartments, Hospitality, Industrial, Land, Manufactured Housing, Net-Lease, Office, Retail, Self-Storage, Seniors Housing, Single-Tenant

Unparalleled Buyer Access: Our investment specialization and submarket focus result in relationships with more private and institutional investors than any other source.

A Culture of Information Sharing: Our long-standing culture and policies of information sharing ensure maximum exposure for each listing.

Technology Powered by Relationships: We have been a technology pioneer for three decades, but unlike commodity Internet listing services, we supplement our proprietary tools with unparalleled investor relationships.

Bridging Private and Institutional Capital: Marcus & Millichap's dominance in the private investor market results in substantial capital seeking larger, institutional properties. Our specialty groups have long-term relationships with the most prominent institutions and assist them in market analysis, acquisition and disposition of properties.

Expert Management: Our sales force, the largest in the industry, is trained and supervised by a management team with an average experience of 17 years. Our managers focus solely on agent support and oversight for clients.

... Profit from the Results

The Industry Leader in Real Estate

Investment Brokerage

We offer the industry's largest sales force of investment specialists who are experts by property type and market. Our leading investment sales volume results in more real-time market intelligence than any other source.

Maximizes Value for Each Property

Our market coverage and specialization translate to unparalleled market knowledge. Each property is positioned to attract the most qualified buyers regardless of size and price.

Value-Added Brokerage

Our value-added approach ranges from market-leading underwriting to proactive buyer targeting. Our proven method for managing due diligence and the closing are unparalleled.

Gives Our Clients the Advantage

Marcus & Millichap's clients lead the market in buyer access. Our extensive experience in marketing and executing transactions give our clients the market advantage.

Technology • Relationships • Culture

As a technology pioneer, our state-of-the-art communication system (MNet) connects our agents with thousands of investors. Our culture of information sharing is the foundation for this powerful system.

Generate the Most Qualified Buyers

The size of our sales force and relationships enable us to match properties with investors who recognize their full value and potential. Multi-faceted marketing campaigns enable us to *make a market* for each property.

Unparalleled Client Services

Clients are supported by an array of proprietary marketing tools and high-quality packaging. Our major account services (MAS) and national specialty groups provide customized services tailored to each client.

Produce Efficient Execution

Our clients can formulate the most informed investment strategy and execute with confidence. Our state-of-the-art technology results in the most efficient marketing and closing processes in the industry.

Investment Sales

The Industry's Most Powerful Property Marketing System

Real-Time Marketing

Each property we represent is matched against our active buyer database through our sophisticated, proprietary marketing system, MNet.

Largest Buyer Pool

The sheer size, market reach and relationships of our dominant sales force generates marketing momentum for each property we represent.

Direct Marketing

Qualified buyers are targeted for direct marketing and follow-up campaigns launched locally, regionally and companywide.

MAXIMIZING VALUE

Advertising

We advertise our properties through prominent media outlets, such as *The Wall Street Journal* and industry publications.

Brokerage Community

Listing websites, professional brochures, e-presentations and e-mail campaigns are used to access buyers and brokers.

Internal Network

Sales meetings and companywide marketing calls within our offices are combined with industry trade shows and conferences to reach investors.

Property marketing campaigns are tailored to meet clients' needs, ranging from a tiered and targeted approach to broad exposure locally, regionally and companywide.

The Leader in Sales and 1031 Exchanges



Marcus & Millichap closes more real estate investment sales than any other brokerage firm. Over 30 percent involve a 1031 Exchange. Our leading market position, coupled with the extensive relationships with investors, enables us to identify the largest pool of qualified buyers for each property, including motivated exchange buyers. Our marketing system includes one of the largest databases of 1031 Exchange buyers. This proprietary database is updated continuously and matched to our inventory on a real-time basis.

Marcus & Millichap

Marcus & Millichap Capital Corporation (MMCC) is a leading source of real estate capital nationally. MMCC brings together a highly experienced team of financing

The Most Competitive and Reliable Capital Solutions

experts and relationships with prominent regional and national lenders. Our clients secure the most competitive financing for their acquisition, refinancing and development needs across all property types and prices.



Financing

Marcus & Millichap Capital Corporation

Gateway to the Most Competitive Rates and Terms

We partner with leading national and regional lenders to offer investors the most comprehensive and competitive pool of capital. Our track record and leading market position provide clients with unmatched access to timely and customized capital solutions.

Provides Optimal Financing Across Property Types

Each refinancing, acquisition or development financing assignment receives the most competitive rate and terms available. The loan package and structure are optimized based on clients' specific objectives. Our lender relationships yield superior client results.

A National Platform Built on Expertise

Our national team of experienced professionals provides financing for a full range of property types and price ranges. We position each property optimally to source capital and leverage state-of-the-art systems to execute with maximum reliability.

Results in Unparalleled Efficiency and Reliability

Our clients' financing requirements can be met quickly due to the expertise and relationships of our team and proven systems. Clients receive a range of financing options and tightly managed loan execution.

Creative Capital Solutions

Our specialists are uniquely qualified to understand investors' individual circumstances and recommend a variety of financing options.

Extend Beyond Traditional Financing

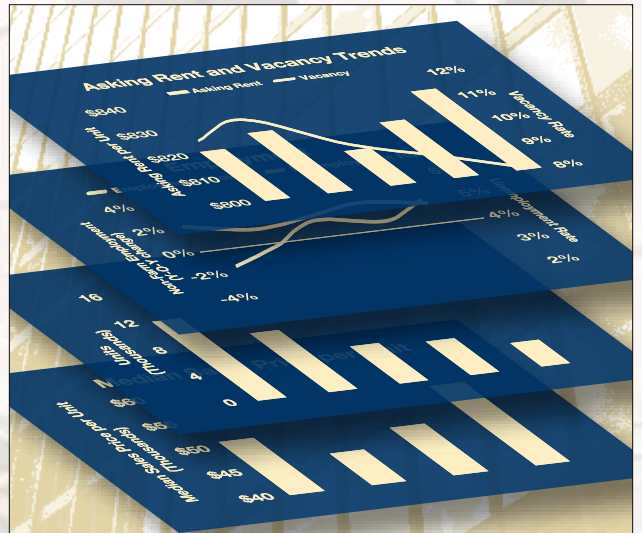
Over the years, special requirements for acquisition, refinancing and development capital have been met by our team. We seamlessly source and integrate customized solutions beyond conventional financing.

Our approach to achieving the best results for every client begins with understanding current market conditions and anticipating future trends.

Today's Information Drives Tomorrow's Investment Market

Marcus & Millichap's Research Services Division continuously monitors and reports on a wide range of economic, demographic and real estate indicators.

This specialized research is combined with the expertise of our agents to help our clients develop and execute the right investment strategy.



Research

A Division Dedicated to Research

Marcus & Millichap's research division is dedicated to providing our clients with cutting-edge market research. The group produces more than 2,000 products annually, customized by property type and local market.

Creates a Proactive Approach to Maximizing Returns

Our agents' market knowledge is based on our full understanding of national and local trends, and emerging market conditions. Clients benefit from innovative insights based on economic, demographic and real estate indicators.

Research-Based Expertise

Up-to-the-minute market information is integrated with the expertise of our management team and agents. We are regularly quoted in leading publications such as *The Wall Street Journal*, *USA Today*, *The New York Times*, *Chicago Tribune* and *Los Angeles Times*.

Delivers Real-Time Market Intelligence

Clients are informed of the latest market trends and supplied with real-time data on buyer demand, pricing and local markets. We assist our clients in measuring the performance of their properties and look for new opportunities to maximize returns.

Customized Analysis

We have the unique ability to provide analysis across markets and property types. In addition to our reports and publications, information can be packaged to meet specific needs of investors by property type and submarket.

Results in the Most Relevant Information

We tailor our research to help clients understand the local submarket drivers and future trends unique to their personal needs. The result is timely and fact-based decisions.

In the rapidly changing real estate and capital markets, developing the right investment strategy is the key to success. Through our advisory and consulting services, we

The Biggest Risk is Not Having a Strategy

combine real-time data gathered from our industry-leading transaction volume with research-based analysis to help clients develop short-term and long-term strategies and make informed decisions.



Advisory Services

Understanding Your Objectives

Our specialists gain a thorough understanding of investors' objectives and current assets. This enables our team to help clients develop the right property-level and portfolio strategy.

Results in Timely and Personalized Advisory Services

Clients receive detailed analysis to support buy, hold and sell decisions and formulate real estate investment plans. Our agents' real-time market knowledge is combined with leading research as the basis of our advisory services.

A Tradition of Long-Term Relationships

Measuring our success by the quality and longevity of client relationships has been a tradition since 1971. Assisting our clients in shaping their strategy in an advisory capacity has resulted in our high ratio of repeat business.

Helps Clients Succeed Beyond A Single Transaction

We view each transaction as a stepping stone toward a long-standing relationship. We are dedicated to being the best lifetime source of information and expertise to our clients.

Custom Advisory and Consulting Services

Marcus & Millichap combines the expertise of its investment sales professionals and research team to offer proprietary custom analysis and consulting services.

Deliver Informed Decisions and Winning Strategies

Clients utilize our advisory and consulting services to formulate buy-sell decisions, analyze markets, shape long-term portfolio strategies, evaluate development or redevelopment options and optimize returns during the holding period of properties.

We provide a wide range of advisory and consulting services to some of the most prominent real estate investors, including developers, REITs, high net-worth individuals, pension fund advisors and other institutions. Our advisory services include:



- Asset analysis and opinion of value
- Property operations analysis
- Specific asset buy-sell strategy
- Market and submarket analysis and ranking
- Portfolio strategy by property type
- Development and redevelopment feasibility studies

Marcus & Millichap

Corporate Headquarters:

23975 Park Sorrento | Suite 400 | Calabasas, CA 91302 | Telephone: (818) 212-2250 | www.marcusmillichap.com

Offices Throughout the U.S and Canada

