



MMC

DISCOVER
THE NEW ERA OF
REAL ESTATE

THE MULTIFAMILY INDUSTRY IS **BROKEN.**

Brokers are often restricted to an assigned asset type and limited geographic fence. Corporate marketing cheerfully calls this “specializing.”

Investors have been led to believe that local specialists know all the prospective buyers for their assets. Unfortunately, hyper-focusing on a single asset class or a single market generates only a fraction of the potential buyers.

The good news: We’ve turned the industry’s failure into a huge opportunity for our clients.

MMG leverages cross-national relationships to generate the most competition possible for our clients’ assets. In short, we bring capital from outside the local market every time we sell an asset. Besides operating in a unified marketplace, our national team of Advisors is truly collaborative.

We call this the power of one.

WE’VE BEEN AT THE BIGGER SHOPS
AND WE’VE SEEN HOW OTHER
PLATFORMS OPERATE. WHILE THEIR
NAME AND BRANDING IS NATIONAL,
THERE’S VERY LITTLE TRANSPARENCY
ACROSS THOSE PLATFORMS.
AT MMG, WE DO THINGS DIFFERENTLY.

-BRETT MEINZER
MANAGING DIRECTOR,
CROSS-MARKET CAPITAL TEAM

POWER OF ONE

ONE TEAM . ONE MARKET . ONE FOCUS

WHAT DOES THIS MEAN FOR YOU?

One truly collaborative team working within one united marketplace means that the asset gets maximum exposure, allowing us to achieve our client's goals.



ONE TRULY COLLABORATIVE TEAM

Our ultra-transparent platform connects our Advisors and Operations Team. Every member understands the client's goals for each project and works together to accomplish them. Rather than struggling against internal competition, our Advisors are incentivized to collaborate.



ONE UNITED NATIONAL MARKET

Our cross-market capital team sources buyers outside of the local market for every project, ensuring the most competition and, ultimately, the highest value.

Our in-house structured finance team clears the market for the most aggressive debt and equity solutions.

One Operations Team supports our Advisors, providing transaction management data, industry-leading marketing collateral, timely market research, and expert insights to the entire team.



ONE FOCUS: MAXIMUM CLIENT OUTCOMES

Our process is centered around our clients. One truly collaborative team working within one united marketplace means that we generate the most competition—and the most value—for our clients. When you win, we win.

WE ARE ADVISORS NOT BROKERS...

Rather than focus on the transaction, we offer our clients options and advice to make the decisions that are truly best for their project.

We don't compete internally at MMG; ***we collaborate***. The strength of the entire team is behind each deal.

OUR PROCESS:

EASY AS 1, 2, 3...



1. EXPLORATORY MEETING

Together, we start down the path to uncovering facts central to the decision making process at large. We work along side clients to effectively evaluate portfolios and strategically identify key objectives.



2. STRATEGIC ANALYSIS

We go back to the drawing board to determine what is possible, and to better understand the options (sell, refinance, recap, improve operations, change management). Then we hone in on the optimal strategy to maximize their returns, and best meet client strategic objectives.



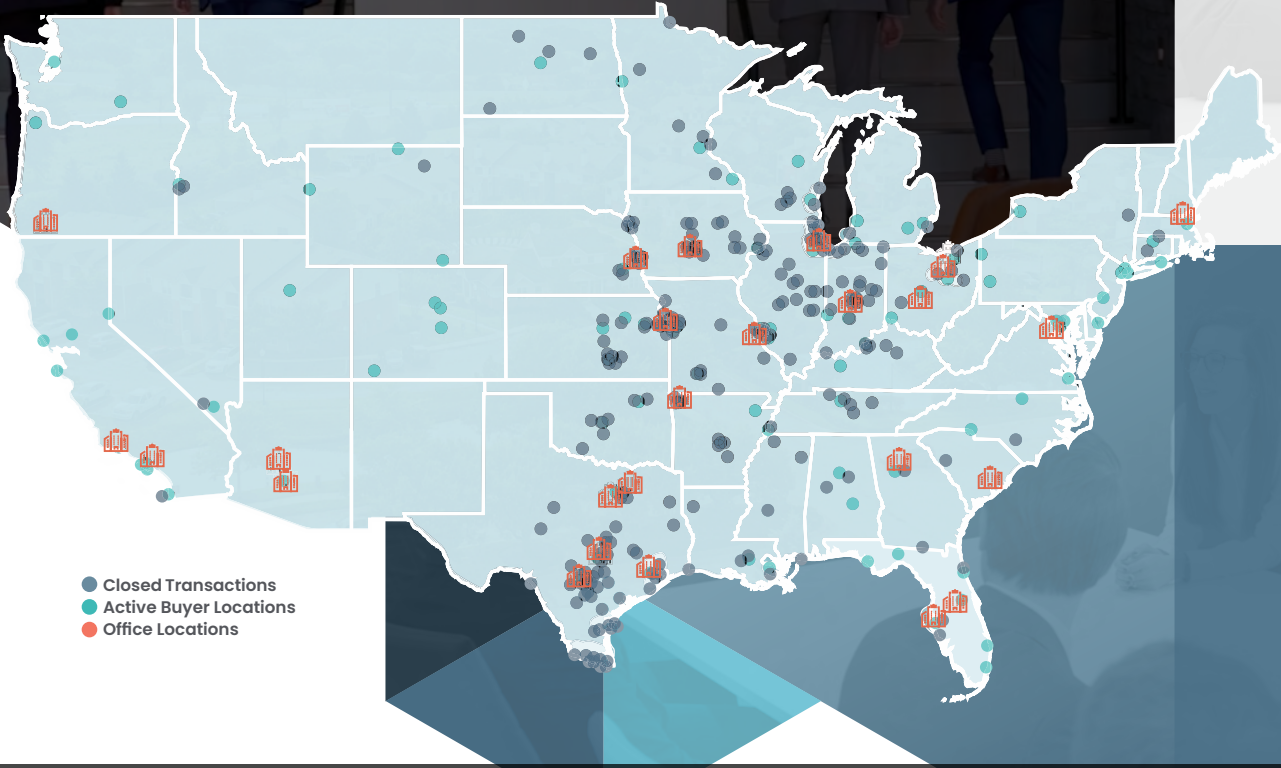
3. CUSTOM APPROACH

We provide invaluable insights and well-informed solutions harnessing the power of technology and leveraging data in real time, enabling our clients to quickly make informed decisions in the ever-changing marketplace. Then, we execute - relentlessly.

HOW DOES IT WORK?

Every time our Advisors represent a client, we ensure that the market is made. We tailor our marketing strategy for each listing, taking the deal through a tried-and-true process that maximizes results for our clients.

RESULTS THAT SPEAK FOR THEMSELVES



OVER
10,000
CLIENT
CONVERSATIONS



OVER
2,000
EXPLORATORY
MEETINGS



AVERAGE OF
98%
COMPETITIVE
PRICING MET



AVERAGE OF
140 CA'S
PER MMG LISTING



AVERAGE OF
17 OFFERS
PER MMG LISTING



AVERAGE OF
**30% BEST
& FINAL**
OFFERS WITH HARD
MONEY DOWN

WHAT IS CMCT?

Our **Cross Market Capital Team** ("CMCT") is focused solely on transitioning aggressive Buyer capital from across the country to all our active offerings. They invest time in understanding a group's individual business model and expansion goals to help them identify potential acquisition opportunities in areas and asset classes they have not yet considered.

HOW DOES IT WORK?

With real-time knowledge of which groups are aggressive, active, in 1031 exchanges, or have liquid funds to deploy, the CMCT has a unique macro view of the marketplace.

Actively involved in every aspect of MMG's assignments, the CMCT leverages relationships with multiple active buyers across multiple markets in order to transition new capital sources to new markets. The team is even incentivized to do so.

In 2022 alone, the team helped collect over 10,000 confidentiality agreements, 1,500 initial offers, 100+ best and final offers.

88% of the offers we procured on our offerings in past twelve months were from outside the local marketplace.
New capital is aggressive capital.



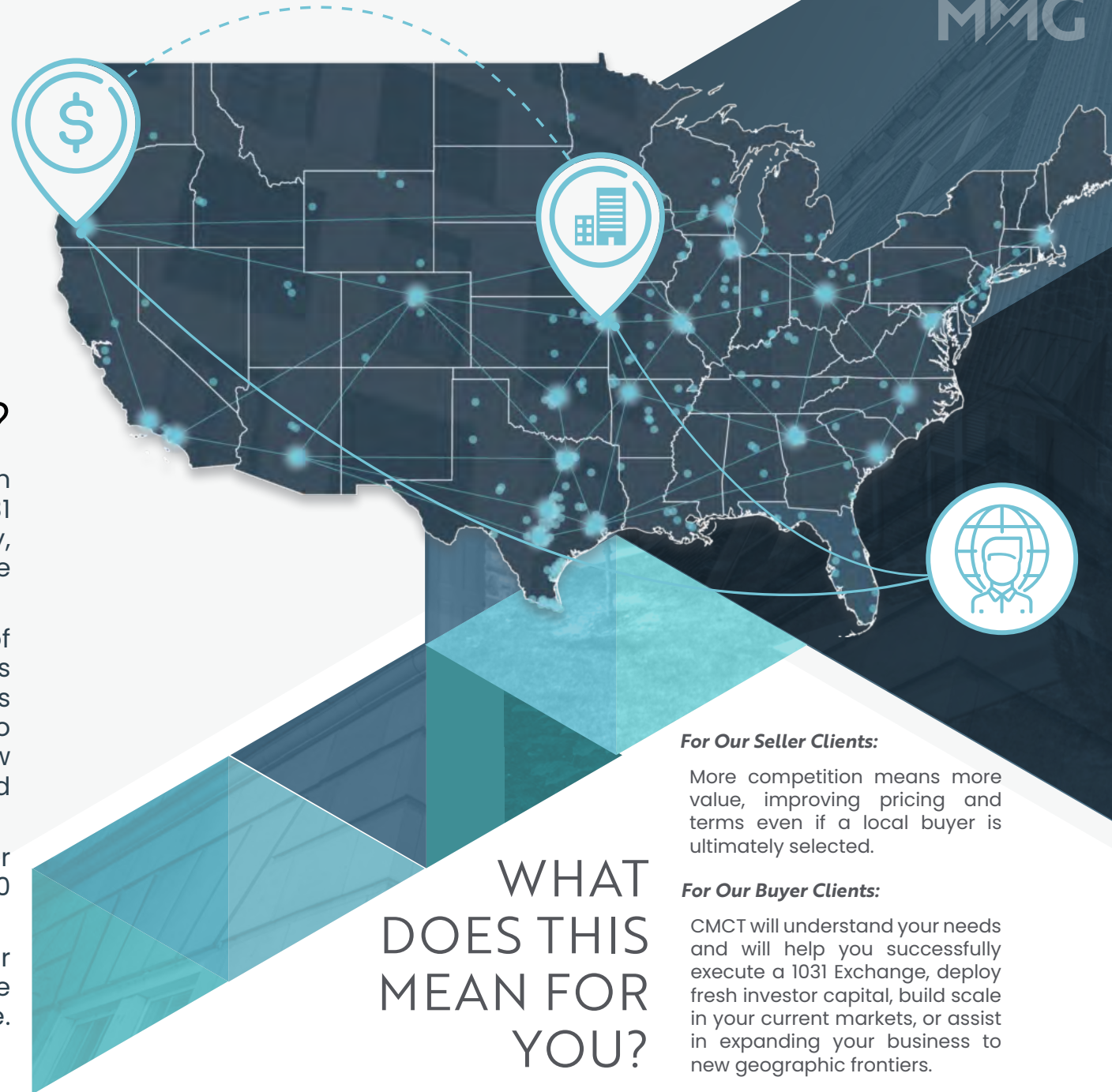
10,000
CONFIDENTIALITY
AGREEMENTS



1,500
INITIAL OFFERS



100+
BEST & FINAL
OFFERS



For Our Seller Clients:

More competition means more value, improving pricing and terms even if a local buyer is ultimately selected.

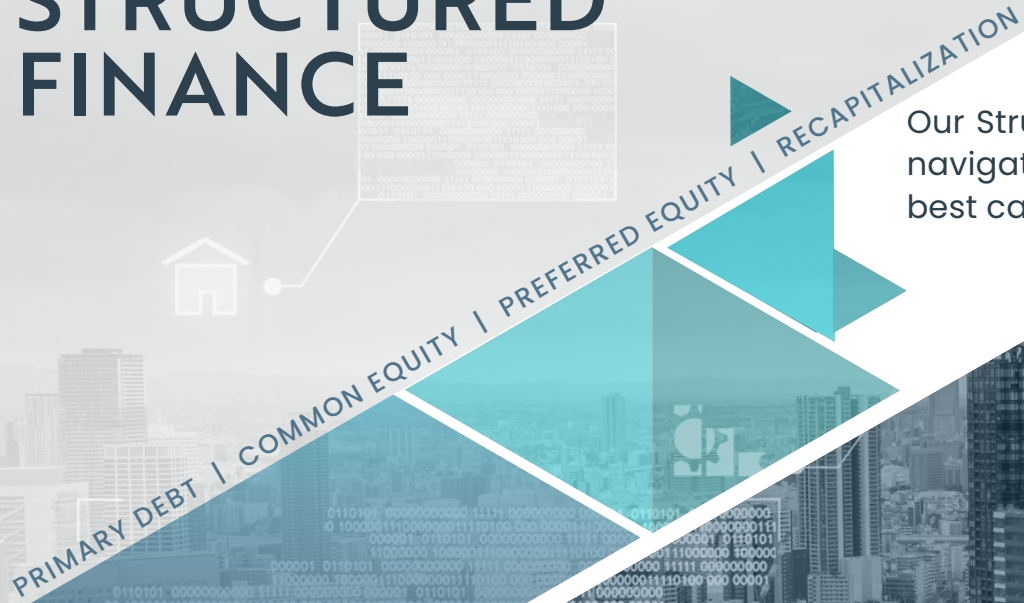
For Our Buyer Clients:

CMCT will understand your needs and will help you successfully execute a 1031 Exchange, deploy fresh investor capital, build scale in your current markets, or assist in expanding your business to new geographic frontiers.

WHAT DOES THIS MEAN FOR YOU?

STRUCTURED FINANCE

Our Structured Finance Team helps clients navigate the challenges of structuring the best capital stack for ownership.



HOW DOES IT WORK?

Our structured finance team is aware of potential challenges and opportunities early in the process, working hand-in-hand with Advisors every step of the way to ensure a smooth closing. The structured finance team also qualifies prospective Buyers during our competitive bidding process.

Rather than hoping your project checks the boxes for what a particular lender is searching for at the moment, our team presents your project to the entire market. The resulting competition produces the best terms and lowest cost of capital as our team tailors debt and equity options that pair the most aggressive buying groups with the most aggressive capital providers.

We maximize your position by bringing the most people to the table, rather than relying on one interpretation and one bid for funding.

WHAT DOES THIS MEAN FOR YOU?

- ✓ Surety of close
- ✓ No blind spots in a transaction
- ✓ Maximum proceeds
- ✓ Smooth executions
- ✓ A partner in the transaction from start to finish

THIS INCLUDES:

- Repositioning
- Acquiring
- Selling Multifamily Assets
- Identifying New Capital Partners

CORE VALUES

At MMG, our values guide every decision.



COLLABORATION

We flip the industry on its head, turning “Me” to “We” as we work for each other instead of for ourselves.



GROWTH MINDSET

Instead of asking “Why”, we ask, “Why not?”



POSITIVE ATTITUDE

With the power of optimism, we change challenges into opportunities. For us, the glass is never empty but always full.



TRANSPARENT

The difference is clear: open communication across our national platform and with our clients, every step of the way.



INTEGRITY; *DO THE RIGHT THING*

Expect the expected. We deliver what we say we will.

LOTS OF COMPANIES CLAIM TO BE COLLABORATIVE. AT MMG, HERE'S WHAT THAT ACTUALLY LOOKS LIKE:



Monday morning calls with the entire company to review the company pipeline, upcoming projects, relevant market news, and industry-leading resources.



Daily prep calls among our national Advisory team to brainstorm solutions and identify key opportunities from coast to coast.



Weekly transaction pipeline calls to review current Escrows and discuss strategies to ensure deals close on time without pricing adjustments.





MMC