



Southern Nevada CCIM Chapter

Perspective

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President's Message

Bobbi Miracle, CCIM, SIOR
2022 Southern Nevada CCIM Chapter President



Just when we all thought life was getting busy. OUR INDUSTRY GOT BUSIER! It has been truly a pleasure to see everyone's smiling faces and thank you for coming back to network and enjoy our events. I am so proud of this chapter and our members, as well as the positivity that continues to increase as our months fly by. In January, we had the opportunity to hear from KC Conway with Red Shoe Economics and without a doubt he was entertaining even renaming our city the Nashville West, however he also made it clear that we are going to continue to see inflation, but real estate is still moving forward. I think back to 2007 when our industry was going crazy and at times this market feels similar. The news discusses our housing market with prices still increasing and inventory being low. As we know, Commercial is also experiencing the same issues with inventory of good product decreasing, construction costs are continuing to increase, and cap rates at times do not seem to matter to investors that just need to place money quickly. We are about to again see unprecedented times for many of us that have been in the industry less than 20 years. I am proud to say that our CCIM Designees and Candidates will have an advantage having realized the value of our education, because it is going to be a true asset as we move into this next stage to help guide our Landlords/Tenants and Sellers/Buyers. I must mention we have our CCIM CI 101 Class here March 14-17 if you want to start your adventure into the Designation!

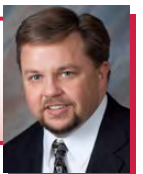
In closing, I want to say thank you to our Sponsors! Your dedication to our Chapter does not go unnoticed and is a huge reason we are still one of the best in the country. Our amazing committee chairs and their volunteers are excited to make this year the best yet! From new and exciting programming at our lunches, to another family event, our Putt Putt is back, the Sponsor/Designee event is going to

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If you're not trying to be the best, who are you trying to be? Nobody cheers for average. You don't get "good" by never making a mistake. Admit it, fix it, move on.

Terence J. Farr, MAI, SRA, AI-GRS, CCIM





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Katrina Bruce

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**Southern Nevada
CCIM Chapter**

THE EVOLUTION OF *Las Vegas*

The city of Las Vegas is constantly changing and reinventing itself. The constant growth is what keeps industry and businesses alive and thriving. Visitors can't get enough of the action and our residents have come to always expect something new. Join CCIM Southern Nevada in a panel discussion as we explore the past, present and future of Las Vegas.



Paul Steelman - Steelman & Barrett

Paul Steelman is recognized as a visionary designer of global entertainment, hospitality, and gaming architecture. Steelman Partners is an international architectural and interior design firm specializing in the multi-disciplinary facets of entertainment architecture, interior design, graphic design, lighting, and branding.



Tito Tiberti - J.A. Tiberti

Tito Tiberti joined J.A. Tiberti Construction Company Inc., and served as its president from 1981 until 2009. During his tenure, he also served as the managing general partner of The Tiberti Company, a Nevada General Partnership, which included three separate operating divisions.



Tim Castello, CCIM; Moderator - Brass Cap Development

Tim Castello, CCIM has been involved in the design and development of over 2 million square feet of ground up industrial development in Southern Nevada and Boise, Idaho. With over two decades experience in construction, real estate and development, he is well versed in land acquisition and entitlements.

CCIM LUNCHEON • MARCH 23, 2022

11:30 AM - 1:00 PM

The Orleans Hotel • 2nd Floor Convention Area

**Registration Deadline
5:00 p.m. Friday, March 18, 2022**

**11:30 a.m. to 12:00 noon
Registration check-in & networking.**

**12:00 noon to 1:00 p.m.
Lunch and Speaker Presentation.**

Legal Brief

Upcoming Supreme Court Decision: Habitability in the Commercial Leasing Context

Nicholas J. Klein, Esq.

Although it's often mispronounced or misused, the implied warranty of habitability has long been a claim of residential tenants against landlords for failing to maintain a livable rental property. Over the years, there have been a number of cases brought in several states across the country by commercial tenants. Until now, the Supreme Court of Nevada has never clearly addressed whether a commercial landlord has an obligation to maintain a commercial property in a "habitable" condition. Lawsuits brought by commercial tenants often rely on claims that their landlord has breached the lease by failing to perform their maintenance and repair requirements under the lease. However, the Nevada Supreme Court is considering this very question.

In a current case before the Nevada Supreme Court, *Bour Enterprises, LLC v. 4520 Arville*, a commercial tenant sent a letter to the landlord indicating the leased property was uninhabitable claiming the landlord's failure to maintain the property resulted in sick employees and health hazards in the workplace. The tenant's arguments rest in part on what they claim is an unclear and inconspicuous term in the lease: the "AS-IS" clause. The lower court took an unusual approach and evaluated other leases for spaces which included different language in the "AS-IS" clauses. The lower court initially denied landlord's early motion to dismiss the case, but after discovery was exchanged between the parties the court was persuaded by the landlord's arguments that:

- (1) The lease contained a term stating that the tenant accepts the property "as-is" upon signing; and
- (2) The implied warranty of habitability should not apply to commercial leases in Nevada.

The tenant filed an appeal of the lower court's decision to the Nevada Supreme Court. Even though the case is still pending, this case provides landlords of commercial property some drafting and enforcement reminders:

- Make sure both parties want the "AS IS" condition. "AS IS" generally means that the tenant is accepting the premises in their existing condition which would mean any physical defects, code violations or other

problems with the condition. To the landlord, "AS IS" generally means that the landlord does not have to spend money on improvement costs. Thus, the tenant should have had the opportunity to conduct proper due diligence concerning the condition of the premises.

- Make sure the timing of the "AS IS" condition is clear. Generally, "AS IS" means the condition of the premises at the time the lease is executed. If there is any work to be done by either the landlord or the tenant, the timing of the acceptance of the premises must be clear in the language of the lease.
- Make sure that the condition of the premises upon that the premises must be returned to the landlord in the condition at the signing of the lease. If the

Continued on page 10

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Welcome! **NEW MEMBERS**

CCIM Southern Nevada

- Dennis Balletto - Bank of Nevada
- Jennifer Bradley - JB Public Relations
- Deshone Brunswick - SVN | The Equity Group
- Brenda Burns - First American Title-NCS
- Randus Christensen - Nevada Business Magazine
- Nelson Cumana - Affordable Concepts, Inc.
- Kevin Cutter - Pacific Premier Bank
- Adina N. d'Almeida - JP Morgan Chase
- Debbie German, CRS, CIPS - Elite Commercial
- Cameron Ginton - Fidelity National Title Group-NCS
- Michael Greene - MDL Group
- Paul Haber - XIT Solutions
- Jason Manwaring - Thomason Construction
- Brad Miller - Pacific Premier Bank
- Mark J. Musser - Northcap
- Andrea Pineda - Grand Canyon Development Partners
- Kristen Ravelo - First American Title-NCS
- Leroy Taylor - MDL Group
- Karen Thomas - KW Commercial
- Chris Waldburger - ROI Commercial Real Estate
- A. Scott Weisheim - Affordable Concepts, Inc.
- Aaron West - Colliers International
- William Zheng - MultiGreen Properties



Southern Nevada
CCIM Chapter



CI 103 User Decision Analysis For Commercial Investment Real Estate

Sept. 12 - 15, 2022 • 8:00 a.m. - 5:00 p.m.

(Check-In Begins at 8:00 a.m., Monday, Sept. 12th)

Instructor: Robin Webb, CCIM &
Soozi Jones-Walker, CCIM, SIOR

Tuition: Member: \$1,435
Non-Member: \$1,735

Location: LVRealtors
6360 S. Rainbow Blvd., Las Vegas, NV 89118



For more information, go to www.snccim.org/event-4678832

Legislative Update

"All in" on Water Conservation

Southern Nevada Water Authority

The Colorado River Basin is now in its third decade of the worst drought in recorded history. The combined water storage in the Colorado River's two main storage reservoirs, Lakes Powell and Mead, currently rests at just 32 percent of capacity, and future declines are expected. Because of Lake Mead's low water levels, the U.S. Secretary of the Interior recently declared the first-ever federal water shortage, reducing the amount of Colorado River water available to Nevada in 2022.

To protect Southern Nevada's water supply and ramp up conservation progress, the Southern Nevada Water Authority (SNWA) recently adopted a new conservation goal of 86 gallons per capita per day (GPCD) by year 2035 (down from the previously established 105 GPCD). Meeting this goal is essential to the future vitality of Southern Nevada and will require a significant and sustained effort from all sectors of the community to reduce consumptive use.

The term "consumptive use" refers to water that once used, cannot be recovered. Southern Nevada's two largest consumptive uses are landscape irrigation and evaporative cooling. Because water used for these purposes cannot be captured and reused, they represent the community's greatest opportunity for water conservation gains. A community-wide commitment to reduce consumptive uses is critical to protect a shrinking water supply.

To that end, the SNWA Board of Directors recently adopted two resolutions: One prohibits the installation of turf and spray irrigation systems in all new development (parks, schools and cemeteries excluded). The other approved resolution supports a moratorium on cooling and heating mechanisms that consumptively use water in all new development (single-family residences excluded). After landscape irrigation, industrial-scale cooling is the community's



largest consumptive water use, accounting for billions of gallons of unrecoverable water each year.

Each of these resolutions is critical to ensuring that the Southern Nevada community develops in the most efficient way possible. The SNWA will work with its member agencies and the commercial development sector to adopt these initiatives into regulatory codes, ordinances and policies early this year. Several other new water conservation measures, which are identified in the 2021 Water Resource Plan, will be

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Mission Statement

Southern Nevada CCIM Chapter

Position the Chapter as the premier commercial real estate organization for Southern Nevada by enhancing the value of the CCIM designation and increasing the number of designees and candidates through professionalism & educational excellence.

Coaches Corner

Hayim Mizrachi, CCIM



Are you creating a Gap?

In the last article, we talked about taking Championship Action in 2022. In this article, we'll talk about using a Gap Analysis to create specific actions you can apply that will close the gap between your current state and your desired future state.

Order Taker to Trusted Advisor

One of the first assignments I got when I started my career in commercial real estate was working with a friend of my father-in-law. He was building a portfolio of medical office buildings. As a young agent, I was thrilled to have this opportunity. In those early days, the dynamic was such that my client told me how he wanted me to execute or negotiate, and I would go do it. I had about two years of experience as an agent, and he had closer to 20 as a principal. I was an order taker.

Over the next few years, that dynamic evolved, to which I credit CCIM. Each course I completed helped me build a more informed perspective. Financial Analysis, Market Analysis, User Decision Analysis, Investment Analysis; by the time I completed my designation I started communicating differently with my clients. When he gave me an "order" I would respond, "have you considered looking at it this way?" By [obtaining my CCIM designation](#) I built on my foundation, moving beyond order taker, becoming a trusted advisor.

Gap Analysis



One of the things CCIM's learn in [CI 102](#) is how to calculate retail leakage, or surplus, through a Gap Analysis. In business, the concept of a Gap Analysis involves the comparison of actual performance with desired performance. If an organization does not make the best use of current resources or fulfill market potential, it may be producing or performing below its optimal potential.

By applying a Gap Analysis to yourself and your real estate practice, you can compare your current state with your desired future state, and then create a series

of actions that will bridge that gap. For example, if your current state is:

- You have developed a team and are ready to expand your business nationally...
- You are primarily a leasing agent, and your desired future state is to sell income properties...
- You are a junior agent on a team, and want to become a senior agent or partner on the team...

What then, are actions you need to take in order to create a gap between your current state and your desired state?

In reviewing my example above:

- **Current State** - young agent, limited to taking orders from clients.
- **Desired Future State** - to become a trusted advisor who adds valuable perspective to his clients' real estate decisions.
- **Specific Action to create a Gap** - earning my CCIM designation.

Let's look at some more examples that might be less obvious, which took me from my "current state," to a desired future state.



Dale Carnegie

Communication - Shortly after getting my CCIM designation, Bobbi Miracle told me I needed to take a Dale Carnegie course.

Continued on page 13



Past Presidents Then and Now

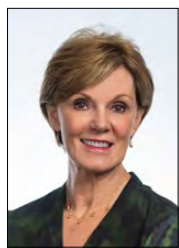
(The Later Years- Part 2)

Robin Civish, CCIM

Last month we got to meet a few of our Past Presidents that were the foundation of our Chapter. In this 2nd installment of PP Then and Now and in celebration of President's Day, let's get to know some of our fearsome leaders that have helped to continue in growing our Chapter to just over 275 members today.



Thomas Naseef, CCIM, SIOR received his designation in 2000 and served as President of the Chapter in 2004. Tom was 22 years in the business and owned and operated a Coldwell Banker Commercial franchise. Fast forward and with stops in between, Tom is again running the Commercial Division of Coldwell Banker and still very active in the market. His biggest challenges for the Chapter were holding the CI Core courses without losing money. The chapter is responsible for the expenses of the location, instructors and any food and beverages. While, only receiving a small portion of royalties, "We approached Irene Vogal with GLVAR (now LVR) to allow us to use the Board's classroom facility at a small cost to the Chapter." This made a huge difference in the expenses, and we still have this relationship with Las Vegas Realtors today. Tom was instrumental in continuing the production of the CCIM Newsletter, the growth was enough to turn it over to a dedicated editor. His favorite Chapter event is the Holiday Lunch. "I love it when the kids perform from John S. Park, my alma mater."



Carol Cline-Ong, CPM, CCIM received her designation in 1997 and was President in 2010. Eleven years ago, Carol was and still is, the CEO, Co-founder of a full-service commercial brokerage and property management firm, MDL Group. Carol says, "in full transparency, my biggest challenge was fighting my internal lack of confidence to oversee such a dynamic Chapter." Well Carol, it was all in your head, because you did an amazing job as our leader. Just goes to show you that

even the power houses of our Industry have fears they face. So do not be afraid to face your own. Her focus during her presidency was to ensure that the content for the monthly lunches was engaging and pertinent to our membership. She obviously fulfilled that as she, along with the support of her "amazing and supportive" Board of Directors were awarded the President's Cup - 1st place in Tier 2. This is a National Honor for Chapters. Carol's favorite events are supporting those on the Journey To The Pin - and speaking to the students who attended the 101 class as their journey gets underway. Our chapter was also very involved with The Lied Institute for Real Estate Studies at UNLV by offering a scholarship because of an endowment provided by our Chapter, mentoring match ups between students and members in our Chapter, and being a

Continued on page 20



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Southern Nevada
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**Join CCIM Southern Nevada as we spend
the morning cleaning up Wetlands Park!**

WETLANDS PARK

Hands On!

Date: Saturday April 9, 2022

Time: 9 AM-11 AM

Location: Duck Creek Trailhead

(Located on Broadbent Blvd)

Please remember to bring water, and wear long sleeves, long pants, closed toe shoes and a hat.

We recommend bug repellent and sunscreen.

Anyone under 18 must attend with an adult. If children under 18 years are attending with someone other than a parent or guardian, our waiver must be completed in advanced and turned in at the sign in table.

Register by Friday, April 1st • Space is limited • Sign up today!

Legal Brief - Cont. from page 4

parties agreed to "AS IS" and then improvements were made during the lease, the tenant could be obligated to remove valuable improvements which the landlord would normally want to keep (depending on use, new tenant, etc.). Thus, the language should give some options to the landlord as to condition on termination or expiration of the lease.

- Make sure that maintenance is not tied to an "AS IS" condition. Under some leases, landlords are responsible for structural repairs simply because landlords want control over their property. If the premises is given to the tenant in an "AS IS" condition but there are structural problems at the onset of the lease, a conflict exists already. The landlord could argue that the tenant took the premises "AS IS" and therefore is responsible for the repairs; the tenant could argue that the provision governing structural repairs controls. The lease language should be consistent and address such conflicts.

The value of clear lease drafting is exhibited by the pending case. The tenant's attorneys disclosed their attorneys' fees prior to the Supreme Court appeal were nearly \$30,000, and the landlord's attorneys'

fees were nearly \$90,000. Provisions regarding maintenance of the leased premises should be carefully considered to avoid such disputes and to properly outline the duties of the parties.



Nicholas J. Klein is an attorney with the Las Vegas law firm Marquis Aurbach ("MAC"). He can be reached at (702) 382-0711 or by visiting the firm's website at maclaw.com.

PRO Tip

Managing the property is the easy part, it's the people that make it complicated. Treat your team better than your best customer. Understand your customer so well that you know what they want before they do. The Golden Rule is garbage. Don't treat others the way You want to be treated. Treat others the way they want to be treated.



Matthew Kammeyer, CCIM

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STAYING TOGETHER IS PROGRESS AND
WORKING TOGETHER IS SUCCESS"**
— HENRY FORD



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Legislative Update - Cont. from page 6
implemented in coming years to help Southern Nevada reach its conservation goals.

The SNWA offers businesses and properties a number of financial incentives to reduce consumptive use, including rebates for landscape removal and cooling retrofits. For more information on SNWA incentive programs, visit SNWA.com.

Southern Nevada cannot wait any longer to implement actions necessary to conserve water supplies given the recent federal shortage declaration and inflow projections. Strict adherence to current and future water conservation initiatives will be necessary to help sustain our community for the next generation and beyond.



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In memory of our friend and colleague, we have partnered with Southern Nevada CCIM Chapter to create the **Tiah Brooks Scholarship** to empower tomorrow's leaders.



Tiah Brooks

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Coach's Corner - Cont. from page 7

She said her business tripled because of it. In 2012, I enrolled in an 8-week course through the [Dale Carnegie Institute](#), called [Effective Communications and Human Relations](#). We met every Monday for 3 hours. There were 20 people in the class, 10 being managers of Walmart stores across Las Vegas.

Prior to the course, I saw that the gap between my current and desired state needed to be filled with more self confidence, better communication & leadership skills, and a genuine enthusiasm for the work I would be doing.

Presentations - Every year, the Southern Nevada CCIM Chapter partners with Commercial Alliance Las Vegas to host an annual symposium. In 2014, the keynote speaker was [Mike Lipsey](#). For 40 years Mike Lipsey has provided CRE training ranging from Presentation



Mike Lipsey

Delivery, Sales Calls, Negotiating, Closing Techniques, Tenant Representations, Landlord Representation, Investment, and Capital Markets Valuation.

"Not all space should be priced the same." When presenting a listing proposal for an agency assignment you should look at each vacancy for what it is, and price it accordingly. A newly completed spec suite should have a higher lease rate than a 2nd generation suite. A 1,250 square foot suite should have a different asking rate than a 6,000 square foot suite.

It seems obvious now, but this presentation is where I created a gap analysis from a current state (basic presentations) to a future state (Presentations that Win)!

I have many more examples in my career that moved me from where I was to where I am now. My hope is that you think about your current state in 2022, your desired future state, and then you create a series of actions that you can take to bridge a gap in your career!

PRO

Tip

Lenders typically consider term financing based on current rent roll and review under a stressed-case basis. The best way to help your client get the financing they want is to encourage them to renegotiate the leases maturing in the near term. If leases mature within 24 months of financing, the lender may require additional reserves.



Steve Borgna, CCIM - Nevada State Bank



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About The CCIM Perspective

The CCIM Perspective is a bimonthly publication of the Southern Nevada CCIM Chapter. To submit an article, contact ccimnewsletter@amnevada.com. The CCIM Perspective may contain controversial or unsubstantiated information by the authors. The contents herein are not necessarily the views of the Southern Nevada CCIM Chapter. The Southern Nevada CCIM Chapter cannot be held responsible for opinions, views or facts expressed.

Southern Nevada CCIM DEALMAKERS



Mark Magliarditi, SIOR, CCIM

Marc Magliarditi, SIOR, CCIM of **CBRE** represented 2009 Declaration and Restatement of the Nathan and Mary Ogits Family Trust in the sale of $\pm 7,040$ SF of industrial space at 5182 Arville, Las Vegas, with a value of \$1,560,000.

...represented SDG Properties, LLC in the sale of $\pm 4,030$ SF of office space at 5195 S. Durango Dr., Las Vegas, with a value of \$1,185,000.



Chris Lane, SIOR, CCIM

...represented Southern Palms Realty Corporation in the sale of $\pm 11,800$ SF of office space at 6060 S. Fort Apache Dr., Las Vegas, with a value of \$3,000,000.

Chris Lane, SIOR, CCIM of **Colliers** represented B & C Properties, Inc. in the sale of 41,942 SF of industrial space at 5030-5040 Sobb Ave., with a value of \$11,400,000.



Roy Fritz, CCIM

...represented Brass Cap Development in the sale of 28.65 acres of land at 15260 S. Las Vegas Blvd., Las Vegas, with a value of \$13,731,179.

...represented Becknell Industrial in the sale of 45.39 acres of land at Galleria and Pabco Rd., Las Vegas, with a value of \$17,796,006.



Marlene Fujita Winkel, CCIM

...represented Panattoni Development Co. in the sale of 3.68 acres of land at NEC of Warbonnet and Sunset Rd., Las Vegas, with a value of \$2,244,211.

...represented MCA in the sale of 95,213 SF of industrial space at 4375 & 4385 N. Pecos Rd. & 4339, 4345, 4351, 4357 Corporate Center Dr., Las Vegas, with a value of \$17,212,500.

...represented LGW Ventures, LLC in the sale of 94,809 SF of industrial space at 3020-3060 N. Walnut Rd., Las Vegas, with a value of \$12,800,000.

...represented LGW Ventures, LLC in the sale of 94,809 SF of industrial space at 3020-3060 N. Walnut Rd., Las Vegas, with a value of \$12,800,000.

...represented Ryder Truck Rental, Inc. in the sale of 4.76 acres of land at 8010 W. Post Rd., Las Vegas, with a value of \$3,700,000.


Roy Fritz, CCIM of **CBRE** represented PB & Joy LLC in the sale of 4,500 SF of pad space at 7511 W. Lake Mead Blvd., Las Vegas, with a value of \$3,000,000.

Marlene Fujita Winkel, CCIM of **Cushman & Wakefield** represented Virtua Partners in the sale of 204,123 SF of office space at 2716 North Tenaya Way, Las Vegas, with a value of \$67,000,000.

...represented Ichabodd Investments, LLC in the sale of 16,408 SF of office space at 5851 W. Charleston Blvd., Las Vegas, with a value of \$2,950,000.

...represented MJS Global Marketing, LLC in the sale of 10,144 SF of retail space at 5155 Blue Diamond Rd., Las Vegas, with a value of \$4,815,000.

Chris Richardson, CCIM of **Logic Commercial Real Estate** represented JMTA Bell Investments LLC in the sale of 23,112 SF of industrial space at 4570 Post Rd., Las Vegas, with a value of \$4,200,000.



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Glenn Dulaine, CCIM



Eric Larkin, MBA,
CCIM, SIOR

SALES

...represented Ovation Development in the sale of Parcel # 191-05-801-015; 5 acres of land in Las Vegas, with a value of \$4,025,000.

...represented Ovation Development in the sale of 2.35 acres of land at Tropicana Ave & Grand Canyon, Las Vegas, with a value of \$2,200,000.

Jarrad Katz, SIOR, CCIM of MDL Group represented Marc Barmazel in the sale of 204,123 SF of office space at 2716 N. Tenaya Way, Las Vegas, with a value of \$67,000,000.

...represented Bay Land Management Co, LLC in the sale of 9,488 SF of office space at 4480 S Pecos Rd., Las Vegas, with a value of \$1,570,000.

...represented Moti Lahmany & Moti Perez in the sale of 8,503 SF of office space at 6889 S. Eastern Ave., Las Vegas, with a value of \$1,745,000.

Glenn Dulaine, CCIM of Realty Executive SNV represented Alliant Capital (seller) and APRA (buyer) in the sale of 195 multi-family units at 1950 Simmons St., Las Vegas, with a value of \$41,100,000.

Eric Larkin, MBA, CCIM, SIOR of NAI Vegas represented Alterra Property Group in the sale of 3.53 acres of industrial space at 2180 E. Pama Ln., Las Vegas, with a value of \$5,150,000.

...represented Origin Acoustics in the sale of 42,000 SF of industrial space at 4750 W. Sunset Rd., Las Vegas, with a value of \$8,860,000.

SALES

...represented Gaunt Industrial Properties II in the sale of 11,039 SF of industrial space at 3985 W Post Rd., Las Vegas, with a value of \$2,373,385.

Devin Lee, CCIM of Northcap Commercial represented E3J Oakridge LLC & E3K Oakridge LLC in the sale of 42 multi-family units at 811 Joyce Street, Henderson, with a value of \$5,700,000.

...represented TSV Crossroads at Rochelle LLC in the sale of 60 multi-family units at 1880 E. Rochelle Ave. & 4265 S. Bruce St., Las Vegas, with a value of \$8,400,000.

...represented 2900 Charleston LLC in the sale of 232 multi-family units at 2900 E. Charleston Blvd., Las Vegas, with a value of \$23,000,000.

...represented Ramar Property LLC in the sale of 112 multi-family units at 27 N. 28th St., Las Vegas, with a value of \$12,185,000.

Robin Civish, CCIM of R.O.I. Commercial Real Estate represented The Landwell Company, L.P. in the sale of 3.14 acres of land; APN 79-08-211-002, Henderson, with a value of \$3,200,000.

Brian Sorrentino, CCIM, Angelica Clemmer, CCIM, Isabella Sorrentino, CCIM of R.O.I. Commercial Real Estate represented Cimmaron Springs Plaza, LLC in the sale of 22,651 SF of investment space at 8295 W Warm Springs Rd., Las Vegas with a value of \$1,993,000.



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Southern Nevada CCIM DEALMAKERS



Devin Lee, CCIM



Robin Civish, CCIM



Cathy Jones, CPA, SIOR, CCIM



Hayim Mizrachi, CCIM

SALES

...represented 2430 East Pebble, LLC in the sale of 8,934 SF of investment space at 2430 East Pebble Rd., Henderson with a value of \$4,102,848.

Cathy Jones, CPA, SIOR, CCIM of Sun Commercial Real Estate represented UniRet Real Estate Holdings, LLC & Longford 6, LLC in the sale of 6,316 acres of office space at 3127 W. Warm Springs Rd., Las Vegas, with a value of \$5,068,350.

...represented Yaron Zedek in the sale of 8,368 SF of office space at 6889 S. Eastern Ave., Las Vegas, with a value of \$1,745,000.

...represented M Con Holdings, LLC in the sale of 7,140 SF of industrial space at 2880 N. Nellis Blvd., Las Vegas, with a value of \$1,740,000.

...represented GK Development, Inc. in the sale of 9,264 SF of office space at 360 W. Lake Mead Blvd., Henderson, with a value of \$4,000,000.

...represented Seashore Holdings in the sale of 7,765 SF of industrial space at 4260 Wagon Trail., Las Vegas, with a value of \$1,525,000.

...represented Nielsen Family Trust in the sale of 4.12 acres of land at 13080 La Cienega, Henderson, with a value of \$2,300,000.

LEASE

Chris Lane, SIOR, CCIM of Colliers represented Link Logistics in the lease of 260,448 SF of industrial space at 1300 Wigwam Pkwy., Las Vegas, with a value of \$13,813,284.

LEASE

... represented Clarion in the lease of 111,240 SF of industrial space at 3330 E. Lone Mountain Rd., Las Vegas, with a value of \$8,653,935.

... represented Prologis in the lease of 17,380 SF of industrial space at 3650 E. Post Rd., Las Vegas, with a value of \$943,535.

...represented Link in the lease of 89,485 SF of industrial space at 4501 Mitchell St., N. Las Vegas, with a value of \$3,785,288.

Chris Lane, SIOR, CCIM of Colliers represented TA Realty in the lease of 28,300 SF of industrial space at 6065 Polaris Ave., Las Vegas, with a value of \$2,618,828.

Marc Magliarditi, SIOR, CCIM of CBRE represented Haus of Reed in the lease of $\pm 5,106$ SF of industrial space at 3655 E Patrick Ln., Las Vegas, with a value of \$318,303.

... represented Jaffe Enterprises I, LLC in the lease of $\pm 3,454$ SF of office space at 871 Coronado Ctr. Dr, Henderson, with a value of \$331,584.

...represented Las Vegas Professional Center, LLC in the lease of $\pm 2,372$ SF of office space at 8880 W. Sunset Rd., Las Vegas, with a value of \$266,465.

...represented Magnus Title Agency of Nevada in the lease of $\pm 2,651$ SF of office space at 8985 S Eastern Ave., Las Vegas, with a value of \$360,748.



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Anna Cavalieri, Senior Vice President
Nevada Market Executive
702.854.4828 anna.m.cavalieri@bofa.com

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Southern Nevada CCIM DEALMAKERS



Isabella Sorrentino,
CCIM



Brian Sorrentino,
CCIM



Angelica Clemmer,
CCIM

LEASE

Chris Richardson, CCIM of Logic Commercial Real Estate represented Brothers Pizza in the lease of 4,500 SF of retail space at 309 N. Nellis Blvd., Las Vegas, with a value of \$857,911.

Hayim Mizrachi, CCIM of MDL Group represented 880 Seven Hills Office, LLC in the lease of 3,308 SF of office space at 880 Seven Hills Dr., Henderson, with a value of \$350,349.

...represented 880 Seven Hills Office, LLC in the lease of 2,018 SF of office space at 880 Seven Hills Dr., Henderson, with a value of \$306,165.

...represented Rainbow Professional Plaza, LLC in the lease of 5,170 SF of office space at 3140 S Rainbow Blvd., Las Vegas, with a value of \$570,872.

...represented Rainbow Professional Plaza, LLC in the lease of 2,783 SF of office space at 3140 S Rainbow Blvd., Las Vegas, with a value of \$292,551.

Jarrad Katz, SIOR, CCIM of MDL Group represented Morris Sullivan Lemkul, LLP in the lease of 3,368 SF of office space at 3960 Howard Hughes Pkwy., Henderson, with a value of \$680,201.

...represented Gunter Family Trust in the lease of 36,846 SF of industrial space at 5701 W. Sunset Rd., Las Vegas, with a value of \$2,155,355.

LEASE

...represented Decatur & Sunset, LLC in the lease of 8,462 SF of industrial space at 6545 S Decatur Blvd., Las Vegas, with a value of \$677,259.

...represented EJM Arroyo North Properties, LLC in the lease of 21,427 SF of industrial space at 6625 Arroyo Springs, Las Vegas, with a value of \$698,290.

...represented Roadsafe Traffic Systems, Inc. in the lease of 18,696 SF of industrial space at 7885 Westwind Rd., Las Vegas, with a value of \$4,294,817.

Ryan Martin, SIOR, CCIM & Hayim Mizrachi CCIM of MDL Group represented Southern Nevada Health District in the lease of 5,862 SF of industrial space at 3020 N. Walnut Rd., Las Vegas, with a value of \$255,226.

Ryan Martin, SIOR, CCIM of MDL Group represented LV Plaza, LLC in the lease of 13,035 SF of industrial space at 2225 N. Civic Center Dr., N. Las Vegas, with a value of \$2,279,040.

...represented LV Plaza LLC in the lease of 13,035 SF of office space at 5701 W. Sunset Rd., Las Vegas, with a value of \$2,279,040.

...represented A.B. Cox Co. in the lease of 44,889 SF of industrial space at 6650 Spencer St., Las Vegas, with a value of \$1,449,463.

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For more information, please contact

Amelia Henry, CCIM

O. 702.954.4148 C. 702.824.1614 ahenry@logicCRE.com



Southern Nevada CCIM DEALMAKERS



Ryan Martin, SIOR,
CCIM



Pete Janemark, CCIM

LEASE

Cathy Jones, CPA, SIOR, CCIM of Sun Commercial Real Estate represented BL Distribution West, LLC in the lease of 24,434 SF of industrial space at 2125 S. 11th St., Phoenix, AZ, with a value of \$1,313,996.

Pete Janemark, CCIM of Sun Commercial Real Estate represented Robin Civish, CCIM of R.O.I. Commercial Real Estate represented Vandrey Plaza, in the lease of 1,782 SF of retail space at 6430 S. Decatur Blvd., Las Vegas.

...represented AGIReair (Tenant) in the lease of 8,462 SF of industrial space at 6545 S. Decatur Blvd., Las Vegas with a value of \$677,258.

...represented Market 8 Trust (Landlord) and UPS Stores (Tenant) in the lease of 1,200 SF of retail space at Cadence Village Phase I, Henderson.

...represented Market 8 Trust (Landlord) and Cafe Rio (Tenant) in the lease of 2,400 SF of retail space at Cadence Village Phase I, Henderson.

...represented Market 8 Trust (Landlord) and Jersey Mike's (Tenant) in the lease of 1,400 SF of retail space at Cadence Village Phase I, Henderson.

Brian Sorrentino, CCIM, Angelica Clemmer, CCIM, Isabella Sorrentino, CCIM of R.O.I. Commercial Real Estate represented BB Holdings NV, LLC in the lease of 20,473 SF of retail space at 4856 S Maryland Pkwy., Las Vegas with a value of \$1,431,575.

LEASE

Estate represented 2625 GV, LLC in the lease of 3,920 SF of office space at 2651 Green Valley Pkwy., Las Vegas, with a value of \$299,690.

...represented BB Holdings NV, LLC in the lease of 950 SF of investment space at the NEC Boulder Hwy & Russell, Las Vegas with a value of \$1,903,249.

...represented Heartland Dental, LLC in the lease of 3,600 SF of investment space at the NEC Centennial & Losee, N. Las Vegas with a value of \$1,496,880.

...represented GJV Apache, LLC in the lease of 10,886 SF of investment space at Tropicana & Fort Apache, Las Vegas.

...represented GJV Apache, LLC in the lease of 10,886 SF of investment space at 4950 S. Fort Apache Rd., Las Vegas.

...represented White Castle in the lease of 3,300 SF of investment space at 535 Marks St., Henderson.

Eric Larkin, MBA, CCIM, SIOR of NAI Vegas represented Evanesce Packaging Solutions in the lease of 114,610 SF of industrial space at 5445 E. North Belt Rd., N. Las Vegas with a value of \$6,901,474.

...represented GORE Property 1, LLC in the lease of 22,428 SF of industrial space at 5450 El Campo Grande Ave., Las Vegas with a value of \$2,691,360.

...represented Solotech in the lease of 77,944 SF of industrial space at 7970 S. Valley View Blvd., Las Vegas with a value of \$8,457,630.

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Past Presidents - Cont. from page 8

resource to The Lied Institute by providing guest speaking engagements for classes at UNLV. Our Chapter also believes in supporting our community in a huge way, including children's literacy and school supplies and clothing for an at-risk elementary school.



Robin Civish, CCIM (that's me, so I'm going to go first person). I received my CCIM in Honolulu in 2009. Not as fun as you might think, as I was studying and stressing out the whole time. I was fortunate enough to serve as Chapter President in 2015. I was mid-career and

still trying to find my place after a 17-year career with a single developer. CCIM gave me the opportunity to network with my peers and find my footing in brokerage. The market was still a bit sluggish during my turn, but we really started to come out of the recession. Members were busy, which is great, but less time to commit to the Chapter. My board of directors and committees worked hard to keep membership engaged. Everyone pulled their weight to put on fantastic programs. The hard work showed off as I received the top spot for the President's Cup from the CCIM Institute. What's my favorite Chapter event? The Wine Event, of course. So much hard work is put into this event every year, but it's also the committee that you really get to know your fellow members on. The Wine Event allows our Chapter to give so much back so it will always be my favorite. However, my favorite non chapter event takes place at the National meetings. It's the Pinning Ceremony. All my fellow CCIM's you remember that feeling of pride, and let's face it, relief when you were pinned. Well, getting to share that with all the new designees every year brings me the same joy to be able to share it with you. I count many of you as my friends and I'm blessed to know you.



Jarrad Katz, SIOR, CCIM was pinned in New Orleans 2010 and was President in 2016. Jarrad was only 10 years into his career and focused on building his team and growing his firm. His biggest challenge was Time Management. "I was pulled in many directions at that

time with very young children, a thriving property management and brokerage firm and running my own industrial team. That was by far the busiest year of my ca-

reer" He was very proud of the amount of scholarship funds they were able to provide both for CCIM classes and for our annual scholarship at UNLV through the Lied Institute. Jarrad always really enjoys the annual wine soiree. "It is always really well planned with solid attendance. It is a great opportunity to spend time with colleagues who have become friends."




Christopher McGarey, CPM, CCIM received his designation in 2006 and was President in 2018. Since we are closer to the "now" Chris's then and now is pretty similar. He is running a team of commercial leasing agents and commercial property managers at Berkshire




Hathaway NV Properties. His team is responsible for management of over 2 million square feet of retail, office, and some industrial projects. He also handles the leasing assignment of many of the projects they manage. His biggest challenge during his presidency were keeping up with all the responsibilities. He was also the President of the CALV at the same time. Chris, who did you let talk you into that? "It was truly an honor to serve, and I owe so much of the year's

Continued next page

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success to the board I served with, for without them, nothing would have been accomplished.” Chris, it is only through great leadership that they did so well. He is proud that they pinned close to a dozen new Las Vegas CCIM’s that year. He also got engaged to Stephanie during the first day of the Spring Conference in Chicago. Now, that’s commitment. Chris’s favorite event is a toss-up between the Wine Event and the Holiday Luncheon. “These two events are my favorites because they are so well attended, and it gives me a chance to see so many people whom I normally don’t get to see that often. They are always my favorites.”



Adam Gregory, CCIM was pinned in 2008 and served as President in 2021. He is a Senior Vice President with Comcap Advisors. I think we can all guess what his biggest challenge was, COVID. “Trying to structure our year around the COVID lockdowns and unknowns of

what we could and could not do.” Despite the challenges, with Adam’s leadership they were still able to pull off some amazing events. The Batting Practice for the Sponsor Designee Event and the amazing Wine Event at the Las Vegas Ball Park. “I have really enjoyed our Sponsor Designee events over the past several years. Our Social Committee has done a great job of raising the bar year after year.”



Robin's Pinning ceremony



Charlie's Angels



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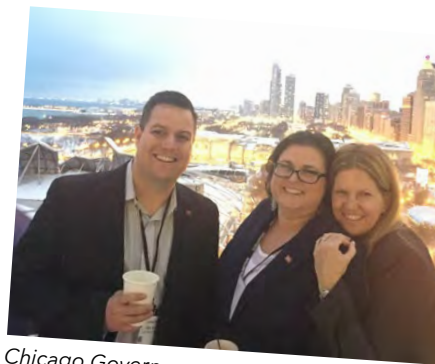
Past Presidents photo day



Tedd Rosenstein



Robin, Bobbi and Jennifer in D.C.



Chicago Governance



Soozi's ready



Cathy at the helm



Collecting Chapter awards



Jennifer's Pinning in Austin



CCIMs at NAIOP for CALV



Cheers

Calendar of Events

Luncheon Programs

February 23, 2022 - A Topographical History of
Las Vegas - Bill Marion

March 23, 2022 - The Evolution of Las Vegas
Tito Tiberti & Paul Steelman.

April 20, 2022 - Public Safety in Southern Nevada
Sheriff Lombardo

May - TBD

June - TBD

July 27, 2022 - State of Politics in Nevada
Jon Ralston

Community Events

March 1, 2022 - Three Square - Pack Produce

April 9, 2022 - Wetlands Clean Up

Social Events

May 19, 2022 - Putt Putt

August 2022 - Designee and Sponsor Appreciation

September 28, 2000 - Wine Soiree

Education

March 14-17, 2022 - CI 101 Financial Analysis for Commercial Investment Real Estate

September 12-15, 2022 - CI 103 User Decision Analysis for Commercial Investment Real Estate



Southern Nevada
CCIM Chapter



CI 101 Financial Analysis for Commercial Investment Real Estate

March 14 - 17, 2022 • 8:00 a.m. - 5:00 p.m.

(Check-In Begins at 8:00 a.m., Monday, March 14th)

Instructor: Robin Webb, CCIM &
Soozi Jones-Walker, CCIM, SIOR

Tuition: Member: \$1,200
Realtor: \$1,460
Non-Member: \$1,735

Location: LVRealtors
6360 S. Rainbow Blvd., Las Vegas, NV 89118



For more information, go to www.snccim.org/event-4678803

President's Message - Cont. from page 1

be incredible, bring back your poker face for a little table game, a few more I just can't tell you about yet, and our signature Wine Event that last year raised almost \$30,000 is going to be in my opinion THE BEST EVER! I am so honored to be a part of it all with each and every one of you. Have an amazing month!

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