



Southern Nevada CCIM Chapter

Perspective

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President's Message

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



It is officially summer! The time of year we all become best friends with the person that owns a boat, or a house at the ocean. The time of year where we hope that vacant space has air conditioning or management has stopped by to flush the toilets recently. AND it is THAT time of year where all of those with kids become uber drivers and the best multi-taskers in the world! It has been such an incredible year and our city is vibrant. I hope that all of you are experiencing great times! It is so exciting to attend events where all of you are there networking, laughing, and getting business done!

Just a quick reminder that we have the following MUST ATTEND events:

July 15th - Aviator night against the BEES! Members and Sponsors Only Event, so join today! \$50 for up to 4 tickets, 4 drinks and 4 hot dogs!

July 27th - CCIM Chapter Luncheon with Jon Ralston! Come hear his projections on what is going to happen this election season!

I will see you all there! Keep doing deals, stay cool, and remember to wear long enough shorts that those plastic chairs don't stick to your thighs!



PRO Tip

Take care of your #1 Asset, yourself. We often focus on the hustle and closing the deal while forgetting to take care of our own well-being. If that means sitting in meditation, a workout, or just fun with family or friends, DO IT! It truly is the best form of ROI.



Melissa Campanella, CCIM



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Katrina Bruce

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Las Vegas

Entertainment Capital of the World... or Outdoor Enthusiast Hot Spot?

by Angelica Clemmer, CCIM

There is so much more to our glorious city than slot machines, table games, night clubs, expensive diners, and 3-foot daiquiris.

I convinced my now-husband (then-boyfriend) to move to Las Vegas by echoing the claims of an old National Geographic article I read as a teenager: that Las Vegas was an ideal place for any outdoorsman because of its proximity to so many national and state parks. He was in town staying at the Bellagio when I picked him up for our first date, and I gave him two options: East or West? The date ended up going well enough that we did both—first we went West to the Red Rock National Conservation Area, and then East to Lake Mead National Recreation area...he moved to Las Vegas 3 months later, proposed 3 months after that, and married me a year later. The Southwest is THAT good!



I grew up in Boulder City and spent much of my childhood camping and boating all over the Southwest. I couldn't wait to share those experiences with him... and now I am sharing some of that insight with you. So, grab your favorite road trip snacks, a good amount of water, your favorite play list, and let's hit the road.

Part 1: Day Trips

These can all be visited in a day with an early start time.

Red Rock Canyon National Conservation Area
Las Vegas's backyard.

Distance: 20 Miles and 30 Min from The Strip

Why go?

- Stunning Red Rocks and exceptional views of the Las Vegas Strip.
- Home to some of the best bouldering and rock climbing in the U.S.

[Continued on page 14](#)



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.



Southern Nevada
CCIM Chapter

CCIM LUNCHEON • JULY 27, 2022

11:30 AM - 1:00 PM

The Orleans Hotel • 2nd Floor Convention Area

MAKE YOUR VOTE COUNT

with Jon Ralston

The 2022 general elections will take place in November. Will you be going to the polls to cast your vote? Do you know what is at stake? Join



CCIM Southern Nevada as we welcome Jon Ralston, founder and CEO of The Nevada Independent as we discuss the candidates, including who is running for Governor of Nevada, Clark County Sheriff and who will represent Nevada in the Senate and Congress. Jon has been covering politics in Nevada for over thirty years.

Registration Deadline • 5:00 p.m. Friday, July 22, 2022

11:30 a.m. to 12:00 noon • Registration check-in and networking

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

Coaches Corner

by Hayim Mizrahi, CCIM



Last article we talked about business plans. This article I want to talk about a specific part of the business plan. The section titled...

"What Are Your Personal Goals?"

Hear me out. I'm 42. I have 3 kids ages 10, 8 and 5. There are only 13 summers remaining before our last child is 18 and leaves the house. Only 13 summers before I will be 55 and an empty nester.

About 2 years ago my Vistage Chair, Kevin Odor, asked me a question. What kind of memories do you and your wife want to create with your kids, while we have them? We ONLY have 13 summers.

For the last 5 summers one of the things we've done is rent a house in Newport Beach for an entire week. My business partner, Jarrad Katz, CCIM and his family, and my cousin and his family would each rent a house in the same area at the same time. For the last 5 summers our kids would play with their kids digging in the sand, riding bikes or roller blades along the boardwalk, and playing card games at night.

This summer we're all heading to a different location (mostly because the prices to rent the same houses in Newport have skyrocketed), but the same three families are all spending a week together. We're going to try to keep this going as long as our kids are going to let us. When they're older and out of the house, they will keep the memories of summers with the Katz's and Cousins.

At some point my wife and I talked about summer trips with the kids overseas. Europe, Australia, South Africa. Maximizing the remaining 13 summers we have with our kids before they leave for college is one of our personal goals.

Big Hairy Audacious Goals

In the book *Built to Last*, authors Jim Collins and Jerry Porras coined a term BHAG (pronounced bee-hag). The acronym stands for Big Hairy Audacious Goal. A BHAG is a long-term goal that excites and energizes people in a way that quarterly and monthly targets fail to.

Here are some BHAG examples:

President Kennedy - May 25, 1961, declared "This nation should commit itself to achieving the goal, before this decade is out, of landing a man on the moon and returning him safely to earth." At the time America was losing the space race to Russia. Apollo 11 landed on the moon 8 years later.

Amazon - Every book, ever printed, in any language, all available in less than 60 seconds.

Gary Vee - To buy the New York Jets.

Finding your Why

"What are your personal goals?" is not the type of question brokers typically ponder in their business plan. I'm here to tell you that you should. In fact, they

[Continued on page 22](#)



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Legal Corner

Urgh. I No Longer Want to Own Property With That Person. What Do I Do?

by Dominique Bosa-Edwards, Esq..

If title to real property is held with another person, and any owner no longer wishes to jointly own that property, there are various ways to proceed to legally divide ownership of that property. Of course, the owners can agree to a division or sale of the property so long as the applicable laws and ordinances are followed. If the owners cannot agree, a partition action may be necessary and a court will decide the division.

A partition involves the division of real property between two or more co-owners. Partition is "the division of real property held jointly or in common by two or more persons into individually owned interests. – Also termed partition in kind." PARTITION, Black's Law Dictionary (11th ed. 2019). Here, the property is physically divided and each co-owner ends up with sole ownership over a specific share, relative to the same estate owned before the division. In addition, partition may be by sale of the property.

For example, if two owners jointly own land and they no longer want to co-own the land, the co-owners can agree to purchase the interests of the other or the court will 1) either give each owner their own separate interests, or 2) direct the sale of the land and the division of proceeds among the co-owners.

Of course, a partition action must be filed with the court pursuant to Chapter 39 of the Nevada Revised Statutes (NRS) which is the pertinent law on partitions in Nevada. The court must follow NRS 39 to divide the property according to the shares to which each party is entitled in law. The court's general obligation is to decide a partition "to do the least possible injury to the several owners." NRS 39.010-39.490; Kent v. Kent, 108 Nev. 398, 835 P.2d 8 (1992).

To begin a partition of real property, a person may file an action for partition when they hold property with at least one other person as a joint tenant, or tenant in common, in which at least one person has an estate of inheritance. NRS 39.010. "Generally, an adult tenant in common has an absolute right to partition." Terrible v. Terrible, 91 Nev. 279, 282, 534 P.2d 919, 921 (1975).

Plaintiff petitioner is required to name all parties, to the best of their knowledge, that may have an interest in the property. NRS 39.020. Additionally, Plaintiff must record notice of the pending litigation and describe the property in the county where the property is located. Recording serves as notice to all persons who may have an interest in the property. NRS 39.020.

After a partition deed is executed, each co-owner becomes the absolute owner of their share of the property and may dispose, sell, transfer, or gift the property to anyone they want.

If a partition cannot be made without prejudicing owners, because an equitable in-kind division of the

[Continued on page 13](#)

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Calendar of Events

Luncheon Programs

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

August 24, 2022 - Supply Chain Panel

Education

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

Sept. 21, 2022 - CALV Educational Symposium
with Frank Abagnale

Community Events

July to Sept. - Collecting Trick or Treat Items for
John S. Park Students

August 1, 2022 - Project Marilyn

August 15, 2022 - Project Marilyn

Social Events

July 15, 2022 - Summer Social Aviators Game
Family Night

Oct. 27, 2022 - Designee and Sponsor Appreciation

Sep. 28, 2022 - Boots & Barrels Wine Soiree

PRO

Tip

This is a relationship business, being easy and fun to work with is as important as being knowledgeable, and able to negotiate. How you make people feel should never be underestimated and always prioritized.



Angelica Clemmer, CCIM

SAVE THE DATE

The poster features a light blue textured background. At the top left is a cowboy hat. In the center is a wooden barrel with the words 'Boots & Barrels' in red cursive script. To the left of the barrel is a glass of red wine. To the right are two tan cowboy boots. At the bottom are two more tan cowboy boots. The text '25TH ANNUAL SO. NEVADA CCIM WINE SOIREE' is in bold black capital letters. Below that is the date and time: 'Wednesday, September 28th, 2022 • 5:30pm - 8:30pm'. At the bottom is the logo for 'Stoney's ROCKIN' COUNTRY' and the address '6611 Las Vegas Blvd. South • Town Square'. Logos for 'CCIM' and 'Sponsored By Commercial Alliance' are also present.

CCIM

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Boots & Barrels

25TH ANNUAL SO. NEVADA CCIM WINE SOIREE

Wednesday, September 28th, 2022 • 5:30pm - 8:30pm

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6611 Las Vegas Blvd. South • Town Square

Welcome!

NEW MEMBERS

CCIM Southern Nevada

- Robert Arnal - *US Bank*
- Antonio Calva GBHR - *Bank of George*
- Alton Dixon - *UNLV - Student*
- Deirdre Felgar CCIM - *Go Global Realty*
- Daniel Stehle - *CommCap Advisors*
- Joanna Zirbes - *Logic Commercial Real Estate*
- Adrienne Angelo - *Dragonfly Portrait Design*
- Monique Hutton REALTOR - *Wardley Real Estate*
- Nick Till - *NAI Vegas*
- Frankie Valle - *eXp Commercial*

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- ▶ **NEW SERIES ALERT:**
Two Regional Webinars | Escrow & Settlement Statements
August 2022
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 - ◆ East
- ▶ **Title Camp 5 | Advanced Commercial Real Estate Transactions**
September 2022, 11 am PT / 2 pm ET
- ▶ **Title Camp 6 | Distressed Transactions**
October 2022, 11 am PT / 2 pm ET
- ▶ **Lecture Series | CRE Economic Update**
November 16, 2022, time is TBD

CONTACT US TO REGISTER FOR ANY OF OUR 2022 EVENTS.

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Path to the Pin

by Edward Lehnardt, CCIM



I learned about the CCIM designation earlier in my career in Kansas City. During that time, I was still learning about commercial real estate as an industry. I did not pursue the pin because I did not understand how it could benefit me.

After 10 years in the industry, I realized that taking the CCIM classes would help me better my professional career so I decided I would earn the designation one day. Unfortunately, there were constant distractions with both work and my personal life that I put off starting the classes every year. Finally, with constant encouragement from Jennifer Ott, Robin Civish and support from my broker, Dan Adamson, I signed up for a class. Over the next four years, I finished and passed all the classes and committed to taking the final exam and passed earlier this year!

The classes, instructors, and other attendees were enjoyable and fun to be around. I don't remember ever sleeping well during any of the weeks I attended the classes, or in the days leading up to the final exam. It was also difficult keeping up with work while I was taking the classes, but I decided to keep pushing forward, excuses never help or feel good. Passing the final was amazing and a big relief. All the work, stress, money spent on classes, travel and sleepless nights were well worth it.

I am so grateful to be a part of the CCIM community and for the consistent friendly encouragement from Jen, Robin, Dan, Brian and the other CCIM's at ROI, others in Las Vegas and friends I made in the classes along the way. Thank you!



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

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- ▶ **Title Camp 1 | Ethics webinar**
April 20, 2022, 11 am PT / 2 pm ET
- ▶ **Lecture Series | CRE Market & Economic Update**
May 18, 2022, time is TBD
- ▶ **Title Camp 2 | New ALTA Forms & CRE Endorsements**
June 2022, 11 am PT / 2 pm ET
- ▶ **Title Camp 3 | Surveys 2022**
July 13, 2022, 11 am PT / 2 pm ET
- ▶ **Title Camp 4 | Title 101**
August 2022, 11 am PT / 2 pm ET

CONTACT US TO REGISTER FOR ANY OF OUR 2022 EVENTS.

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Legal Corner - Cont. from page 7

property is not possible, the court may order or the owners may agree to sell the property. NRS 39.120.

Pursuant NRS 39.270, a sale "of real property under this chapter must be made by public auction or by private sale," but the actual sale must be made to the highest bidder. Proceeds of the sale are distributed to those entitled parties whose estate has been sold. NRS 39.300.

There are, however, instances where parties' interests are inconsistent with partition. The court may lean away from granting a partition whenever interests are inconsistent with partition: Equity will not award partition at the suit of one in violation of his own agreement. . . or where partition would be contrary to equitable principles. Partition will not be awarded in a court of equity, where there has been an agreement either not to partition, or where the agreement is such that it is necessary to secure the fulfillment of the agreement that there should not be a partition. *Terrible v. Terrible*, 91 Nev. 279, 282-83, 534 P.2d 919, 921 (1975)

The division of property by co-owners does not always

have to end in litigation. Often a resolution can be reached between the parties. Should litigation be necessary, the property may end up being sold if physical partition is prejudicial to the co-owners.



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

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www.mdlgroup.com



Las Vegas - Cont. from page 3

Tips & Tricks:

- Since 2020 the park now requires a reservation, book in advance here: <https://www.redrockcan-yonlv.org/fees/>
- Calico Basin is the turn off to the east of entering the the park. Equally beautiful and less trafficked.
- Pack a lunch/picnic. My favorite local place to pick up sandwiches The Butcher Block & Proper Sandwich and Co.
- Really looking for fun - book a Pink Jeep Off Road Tour



Lake Mead National Recreation Area

Home of the Hoover Dam.

Distance: 30 Miles | 40 Minutes

Why go?

- Largest freshwater reservoir in the country.
- Hoover Dam-if you haven't seen it, you must. Hard to believe it was built in the 1930's.
- The Colorado River-best river in the country...I may be biased.

Tips & Tricks:

- Book a canoe or kayak trip for a day-long paddle down the Colorado River <https://www.kayaklasvegas.com/>. They drop you at the base of the dam and give you a map filled with stops at natural hot springs and pick you up 12 miles down river at Willow Beach, AZ.
- Hoover Dam Tour <https://www.usbr.gov/lc/hooverdam/service/>. The history of this man-made wonder is worth learning about, and exploring.
- Lake Mead Marina-has a strong, tasty Bloody Mary to get you started for a day of boating (as a passenger).
- Boulder City, NV-check out the city that built the Hoover Dam. This quaint town is the only city in all of Nevada where gambling is illegal. While you're walking around, grab a cold beer and burger at The Dillinger, or if you too have a fry sauce obsession, head to The Pit Stop, the sauce is unmatched.

Valley of Fire State Park

Incredible hiking, with sensational views, and lots of petroglyphs.




Distance: 50 Miles | 1 hour drive

[Continued next page](#)

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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.



Why go?

- Sunrises and sunsets make the whole area look like it's on fire, hence the name.
- 46,000 acres of Aztec Red Sandstone, blended with gray and white limestone.
- Petroglyphs from 2,500 years ago.

Tips & Tricks:

- If travelling in Summer get there early, it's HOT!
- Bring Cash, \$10.00 day pass.
- Pack lots of water and food, there are few services in this area.
- Drive the long way back to Vegas through the Lake Mead National Recreation Area (bring your national park pass or be prepared to pay a fee), but it's a lot prettier than the I-15.

Honorable Mentions:

- Mt. Charleston
- Dumont Dunes
- Little Jamaica – Mesquite, NV



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Southern Nevada CCIM DEALMAKERS



Cathy Jones, CPA, SIOR, CCIM



Chris Lane, SIOR, CCIM



Dave Bauman, CCIM



Devin Lee, CCIM

SALES

Cathy Jones, CPA, SIOR, CCIM, of Sun Commercial Real Estate represented Falcon Crest Properties in the sale of 7.01 acres of land; 125-24-302-005 and 125-24-203-022 in Las Vegas with a value of \$1,704,000.

...represented Lake View Management in the sale of 2.75 acres of land; 179-08-412-005, 006 and 007 in Henderson with a value of \$1,225,000.

Chris Lane, SIOR, CCIM, of Colliers represented Ickes Family Trust in the sale of 10,636 SF of industrial space at 1174 Center Point, Henderson, with a value of \$2,521,000.

...represented Dalfen Industrial in the sale of 17.58 acres of land; 140-08-202-004 and 140-08-301-004 in Las Vegas with a value of \$8,440,000.

...represented Link Logistics in the sale of 433,270 SF of industrial space at 3940 E. Craig Rd., 4420-4440 Mitchell St., 4500-4501 Mitchell St., 4401 McGuire St. in North Las Vegas with a value of \$96,000,000.

David Bauman, CCIM, of Logic Commercial Real Estate represented DCM Properties, LLC in the sale of 4,768 SF of industrial space at 208 W Wyoming Ave., Las Vegas, with a value of \$1,100,000.

...represented Pro-Motion Properties, LLC | Eugene Inose in the sale of a 5,740 SF office building at 375 N Stephanie St. Bldg 17, Henderson with a value of \$1,800,000.

SALES

...represented Patrick S. Oaks in the sale of a 36,045 SF office/industrial building at 6625 Badura Ave., Las Vegas with a value of \$11,000,000.

...represented C&A Holdings, LLC in the sale of a 7,268 SF office building at 8675 S Eastern Ave., Las Vegas with a value of \$2,000,000.

...represented JSAAT, LLC in the sale of a 1.30 acres of commercial land at Jones & Rancho, Las Vegas with a value of \$950,000.

Devin Lee, CCIM, of Northcap Commercial represented Sackley Family Trust in the sale of 18 Units of multi-family space at 3828 Hazelwood St., Las Vegas with a value of \$1,730,000.

...represented Boulevard Motel Group LLC in the sale of 30 units of multi-family space at 1873 N. Las Vegas Blvd., North Las Vegas with a value of \$1,750,000.

Nolen Julseth-White, CCIM, of SVN | The Equity Group represented the Seller in the sale of 16,746 SF of office space at 2500 Anthem Village Dr., Henderson with a value of \$4,025,000.

...represented they Buyer in the sale of 2,700 SF of retail space at 3866 W. Sahara Ave., Las Vegas with a value of \$2,900,000.

...represented they Seller in the sale of a 10,000 SF mobile home park at 4541 E. Owens Ave., Las Vegas with a value of \$1,240,000.



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Southern Nevada CCIM DEALMAKERS



Brian Sorrentino, CCIM



Angelica Clemmer, CCIM



Isabella Sorrentino, CCIM



Nolan Julseth-White, CCIM



Mark Magliarditi, SIOR, CCIM

SALES

Nolan Julseth-White, CCIM, of SVN | The Equity Group represented they Seller in the sale of a 48,492 SF retail center at 1110-1190 E. Silverado Ranch Blvd., Las Vegas with a value of \$24,400,000.

Brian Sorrentino, CCIM, Angelica Clemmer, CCIM, and Isabella Sorrentino, CCIM, of ROI Commercial Real Estate represented Nel-lis Valley Plaza, LLC in the sale of 950 SF of investment property at 2830 S. Nellis Blvd., in Las Vegas with a value of \$3,125,000.

...represented PRE Craig & Clayton, LLC in the sale of 1.56 acres of land; 139-04-201-026 in North Las Vegas with a value of \$1,850,000.

LEASE

Chris Lane, SIOR, CCIM, of Colliers represented EBS Realty Partners in the lease of 86,051 SF of industrial space at 500 N. Gibson, Henderson, with a value of \$7,717,632.

...represented SunCap Property Group in the lease of 138,246 SF of industrial space at 2125 W. Cheyenne Ave., North Las Vegas with a value of \$7,943,060.

LEASE

...represented Link Logistics in the lease of 133,400 SF of industrial space at 3200 Gowan Rd., North Las Vegas with a value of \$8,262,932.

...represented CapRock Partners in the lease of 101,332 SF of industrial space at 3921 E. Cheyenne Ave., Las Vegas with a value of \$8,411,358.

David Bauman, CCIM, of Logic Commercial Real Estate represented 1701 Charleston, LLC in the lease of 10,077 SF of office space at 1701 W. Charleston Blvd., Las Vegas, with a value of \$1,228,384.

Marc Magliarditi, SIOR, CCIM, of CBRE represented B L M Acquisitions, LLC in the lease of ±2,275 SF of office space at 9488 W. Flamingo Rd., Las Vegas, with a value of \$268,905.

...represented Prospect Street Capital, LLC in the lease of ±5,380 SF of office space at 10801 W. Charleston, Las Vegas with a value of \$974,003.

Brian Sorrentino, CCIM, Angelica Clemmer, CCIM, and Isabella Sorrentino, CCIM, of ROI Commercial Real Estate represented JGB Vegas Retail Lessee LLC in the sale of 863 SF of retail space at Las Vegas Blvd. & Flamingo SEC., Las Vegas with a value of \$3,384,000.

...represented Foothills Plaza, LLC in the sale of 2,400 SF of retail space at 1450 W Horizon Ridge Pkwy B314-315., Henderson with a value of \$825,399.

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AUGUST 15, 2022 • 4:00 PM - 6:00 PM

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https://smile.amazon.com/hz/charitylist/lz/2SDHPU3OCMLD/ref=smi_ext_lnk_lcl_cl

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Alice Higbee, Phil Aurbach, Terry Moore, Scott Marquis, Jordan Peel
(David Allemen and Lance Earl - not pictured)

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July 15, 2022 • 6:30 PM

Doors Open at 6:05 PM - Game Time 7:05 PM

Join us for some family fun under the lights at the Las Vegas Ballpark! Bring up to three additional family members to the event at no additional cost.

Reserve your spot by Wed., July 13 at 5 p.m.

Tickets - \$50 Includes up to 4 Tickets

Coaches Corner - Cont. from page 5

should be the first set goals you write down before your professional goals.

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Ideally, you should have 2-3 personal goals that are achievable within the calendar year. Things like, take a vacation to Seattle, read 15 books, and play 20 rounds of golf. These goals are replenishing and good rewards to keep you slogging through your pipeline.

In addition to these rewarding achievable goals, it's terrific to have a BHAG. Things like, complete a marathon, earn more from passive income than commissions annually, or buy a house in Newport Beach on the inside of Balboa Ave. between 28th and 45th Street.

The last one will likely take longer than it took America to get to the moon. 🌕



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