
NAI Excel
NAI Vegas
SALT LAKE CITY
UTAH
NEVADA
ST. GEORGE
LAS VEGAS
LOS ANGELES

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Recent Transactions

SOLD
T.J.maxx
Offered at $15,650,000
88,000 SF
Retail

SOLD
FR FARM & RANCH GROUP
Price undisclosed
490,000 ACRES
Farm & Ranch

SOLD
TURANO
Offered at $6,000,000
150,000 SF
Industrial

SOLD
Rio Plaza
Offered at $4,200,000
33,000 SF
Retail

LEASE
RENAISSANCE VILLAS apartment homes
Offered at $74,750,000
840 Units
Multifamily

LEASE
Premium Waters, Inc.
163,790 SF
Industrial

SOLD
SPECTRUM APARTMENT HOMES
Offered at $38,350,000
252 Units
Multifamily

SOLD
Holiday Inn Express
Offered at $6,000,000
Hospitality

SOLD
ROCKY VISTA UNIVERSITY
Offered at $10,400,000
23,000 SF – 34 AC
Land Development

SOLD
exhibit options
Offered at $1,963,000
20,028 SF
Industrial

SOLD
Comfort INN
Offered at $6,000,000
Hospitality

SOLD
verizon wireless
DICKEY'S BARBECUE PIT
Offered at $1,400,000
Net Leased Investment
Investment

SOLD
Monster Storage
10± ACRES
I-15 Frontage
Land Development

SOLD
Hairitage
Offered at $3,000,000
Net Leased Investment
Investment

SOLD
SIERRA POINTE
Offered at $9,850,000
123,000 SF–168 UNITS
Multifamily

SOLD
CHASE
Offered at $1,400,000
11,000 SF
Office

SOLD
TSC TRACTOR SUPPLY CO
Offered at $4,950,000
22,000 SF
Retail

SOLD
PEBBLE COVE Apartments
Offered at $9,500,000
90 Units
Multifamily

SOLD
Canyonlands APARTMENTS
Offered at $8,500,000
59,000 SF
Multifamily

SOLD
EVEN STEVENS SANDWICHES
Offered at $1,300,000
Net Leased Investment
Investment

SOLD
Toscana
Offered at $9,700,000
128 Units
Multifamily

LEASE
AGR LasVegas
12,212 SF
Industrial

SOLD
Pulmonary SOLUTIONS
Offered at $1,187,000
6,348 SF
Office

SOLD
SCANNELL PROPERTIES
Offered at $2,545,000
300,000 SF
Industrial

SOLD
CSN COLLEGE OF SOUTHERN NEVADA
Offered at $1,800,000
26,165 SF
Industrial

SOLD
LivOn
Offered at $1,261,000
Office

LEASE
4 WHEEL PARTS Your Truck & Jeep Accessory Superstore
18,765 SF
Industrial

LEASE
SEI
148,635 SF
Industrial

LEASE
vm INNOVATIONS
42,457 SF
Industrial

SOLD
Pine Hills Lodge & Sonoma Shadow
Offered at $45,496,000
752 Units
Multifamily

*Logos are intellectual property of the owners or tenants represented above.



About Us

NAI Vegas and NAI Excel are leading providers of commercial Real Estate Services in the West. Operating as NAI Vegas in Nevada, and NAI Excel in Utah and Idaho, we are part of the NAI Global network of over 400 offices and 7,000 professionals covering nearly every major market nationally and across the globe. Serving both urban and rural markets, we leverage our resources to help you excel in your real estate goals. When you work with one of our team, you get the benefit of working with all of us.

Our offices are invested heavily in technology, research, and marketing. Our proprietary ARTI system delivers a marketing process, mapping solution, and property research capability to which no other real estate brokerage has access. Clients receive broader marketing exposure and a higher level of presentation enhanced by our graphic design and photography team. Through professional designations, affiliations, market research and stronger relationships, we deliver better results.

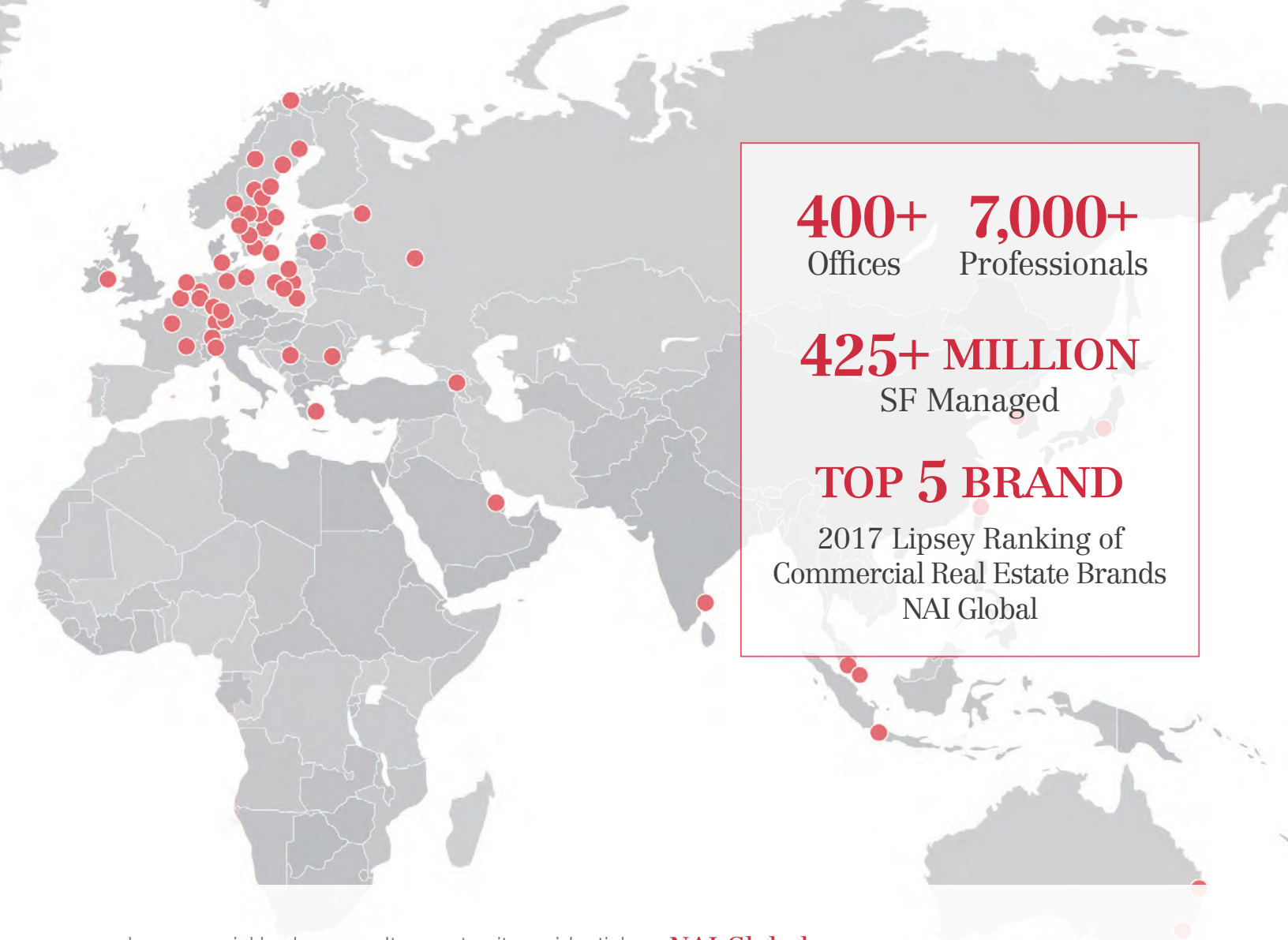
We have built and maintained a comprehensive commercial property database comprised of data collected from some of the largest appraisal firms in the region, NAI transactions, and other public and private data. We provide our clients with the information needed to make knowledgeable real estate decisions. We look forward to meeting and providing you with competent, friendly and professional service.

NAI Excel

NAI Excel was formed in 2001 from a joint venture between Southern Utah's oldest commercial team and largest commercial brokerage firm, ERA Brokers Consolidated Commercial Division, and the premier commercial brokerage in Salt Lake City, NAI Utah. Originally NAI Utah Southern Region, we became NAI Excel better reflecting our commitment to helping clients excel in real estate across the intermountain West.

NAI Excel is a subsidiary of Brokers Holdings, LLC. Brokers Holdings owns and operates both residential

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400+ Offices

7,000+ Professionals

425+ MILLION SF Managed

TOP 5 BRAND

2017 Lipsey Ranking of Commercial Real Estate Brands NAI Global

and commercial brokerages. It operates its residential brokerages under the ERA Brokers Consolidated brand and is licensed in Utah, Nevada, and Arizona. It operates its commercial brokerages under the NAI brand and is licensed in Utah, Nevada, and Idaho. With over 300 agents and staff, Brokers Holdings closes over 3,000 transactions worth nearly $1 billion in value each year and manages over $250 million in assets.

NAI Vegas

Joining the NAI Global network of owners in 2011 gives us greater capacity to assist you both locally and across the world. Within NAI Vegas, The Sauter Multifamily Group continues to dominate its specialty practice while other broker teams lead the industrial, office, retail, and land sectors. Our global services platform provides an expansive and responsive structure enabling us to deliver superior results for owners, investors, and businesses.

NAI Global

NAI Global is the single largest, most powerful global network of owner-operated commercial real estate brokerage firms. NAI Global member firms, leaders in their local markets, are actively managed to work in unison and provide you with exceptional solutions to your commercial real estate needs.

NAI Global member firms span worldwide, with 400 offices and more than 7,000 local market experts on the ground. Supported by the NAI Global organization, member firms deliver market-leading services locally, and combine their in-market strengths to form a powerful bond of insights and execution for clients with multi-market challenges in the U.S. and/or globally.

Whether you need to buy, sell, lease, finance, or manage commercial property in your town, across the U.S. or in Asia, Europe, Latin America, and beyond, we are your local point of entry into a world of creative solutions in commercial real estate.

Our Marketing Process

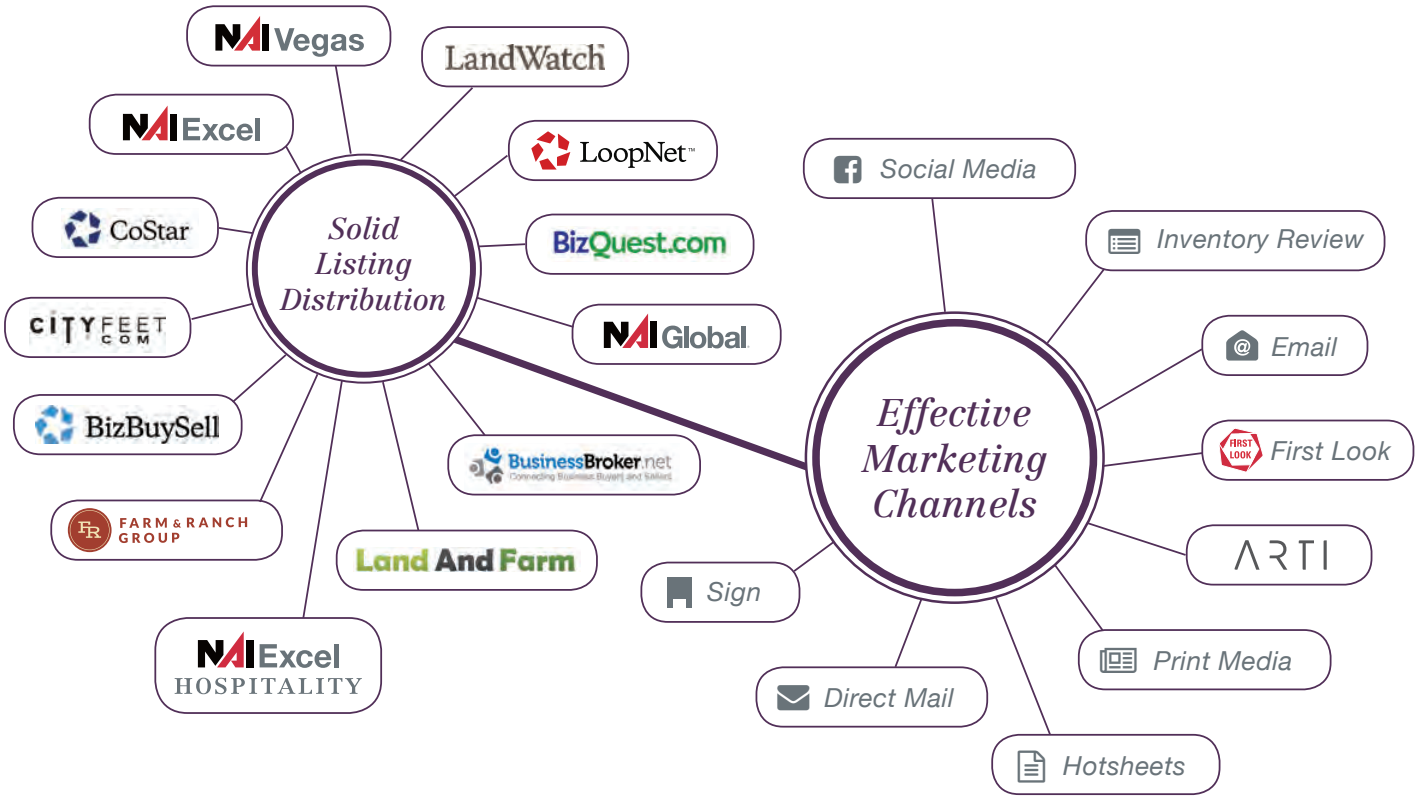
We don't outsource the most important part of selling your property.

Design *(page 6)*

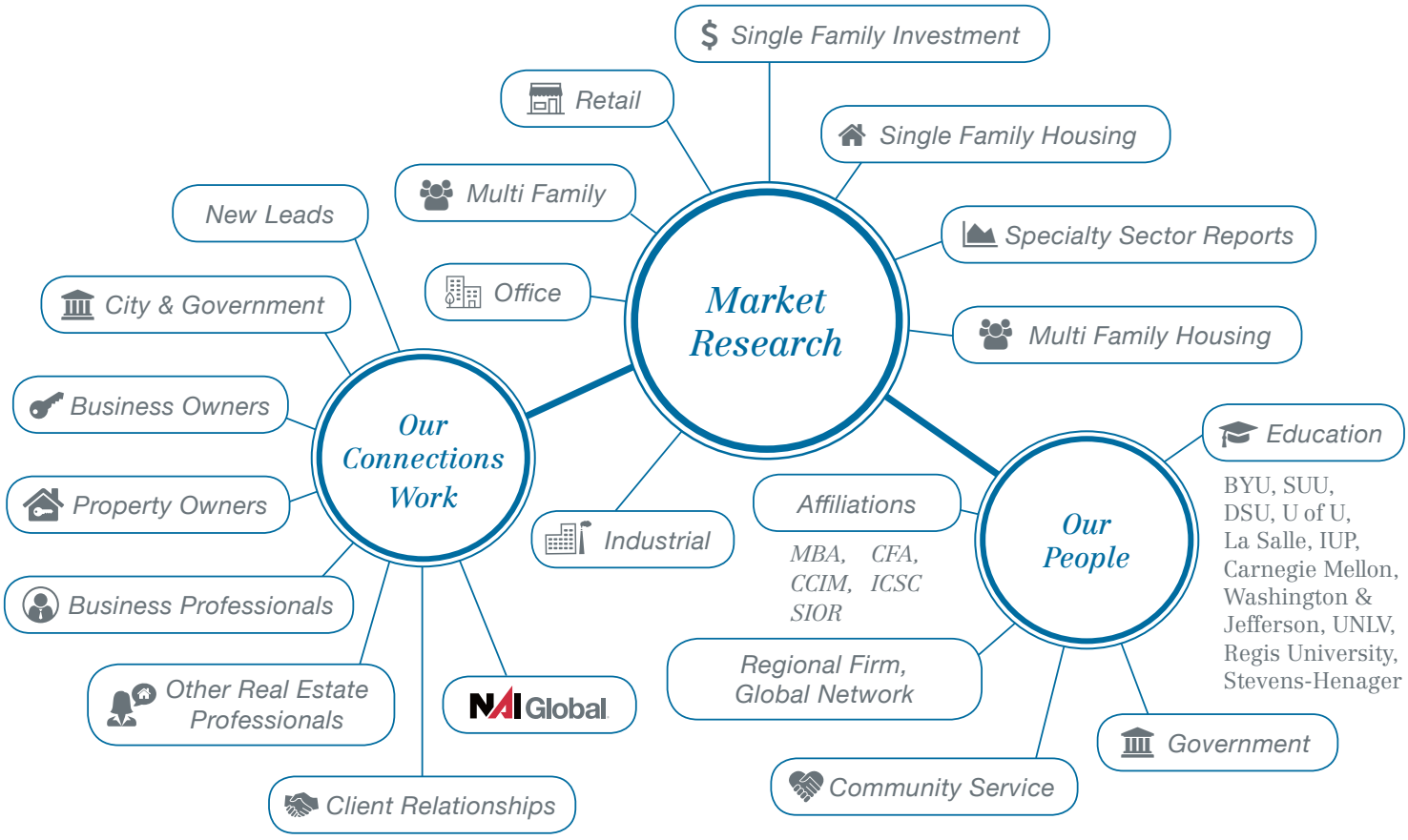


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Distribute *(page 7)*



Stronger Relationships *(page 8)*



Design

Photography

When a picture says a thousand words, you shouldn't trust an amateur to paint the picture for your property. Design starts with our professional staff photographer who's job is to capturing your property in the very best light. In addition to expert photography, our drone pilot can capture expert aerial views and our Matterport technician can create a 3D walkthrough of your property. We offer the best and latest technology in visually capturing your real estate.

Graphic Design

Our Graphic Design Department is receiving information simultaneously from our photographer, your real estate consultant, our GIS Mapping Department, and other staff. They have a trained eye for design and presentation. They will prepare a professional marketing package and build a custom website for your specific property. After reviews with your agent, these marketing products are approved and sent to market.

Smart Signs

A sign was just a sign until we infused it with technology and our graphic design capabilities. Once your sign is customized by our design team, it is SMS enabled so that day or night customers can obtain instant information about your offering. They receive instant access to your mobile enabled property website as well as your property marketing package. Your real estate agent is instantly notified of leads so that they can follow up with customers. Our smart signs capture more interest and give customers 24/7 access to your property information.

3D WALK-THROUGH

TAKE A TOUR OF ANY SPACE





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Distribute

Marketing Channels & Distribution

Our focus is on maintaining broad exposure for your property. This includes distribution to past and current clients through email, marketing to website visitors through social media, and frequent communication in print and direct mail channels. Our marketing saturates local, regional, and national audiences.

The New Standard in Real Estate Technology

Leveraging our own proprietary technology, we customize and individualize a website unique to your property. This makes delivering video, research, and listing information easy in a seamless platform that delivers true value to the client.

Commit to Mobile

We provide the worlds most advanced mobile marketing platform, unique to commercial real estate. This allows prospective buyers to request information on your property through text messaging. This framework is engineered and built around the needs of our clients by providing buyers the information they need to make educated decisions in a format that provides the highest amount of consumer enagagement.

Industry Leading Analytics

Providing deep data on activity relating to your property ensures that you and your agent have the needed information to make smart decisions.

Email and Social Media

Facebook and Instagram are our friends and we use them effectively to promote your property. Additionally, your offering will be emailed to thousands of prospective buyers and real estate brokers across the region.

Listing Distribution

We have vetted many listing websites and give your property premium exposure on the best of them including 3rd party listing services, NAI Global sites, and our company owned sites. Traditional sites such as LoopNet, Costar, and Property Line are effective; specialty business sites and land sites can provide an additional level of exposure. Our marketing drives a significant amount of traffic to our company owned sites naiexcel.com, naivegas.com , naihospitality.com, and intermountainranches.com.



Stronger Relationships

The people we surround ourselves with are our greatest assets. While other forms of marketing are critical, relationships are what produce results. The relationships we have built have resulted in many thousands of transactions. The minute you list your property with us, you begin to leverage our relationships.

Direct Relationships

NAI completes more transactions because we are directly connected with more buyers and tenants transacting in our market. Knowing prospects personally, and presenting your property directly to them is much more effective than trying to gather prospects through traditional marketing alone. We know who to contact, and will present your property to them.

Professional Relationships

NAI continually works with and provides information for title companies, accountants, appraisers, lenders, attorneys, engineers, government representatives, and many other business professionals. Not only are many of these professionals our clients, but they continually put us in front of their clients to assist with real estate needs.

Broker Relationships

NAI reaches out to real estate brokers of all firms locally, regionally, and nationally that may have clients with interest in our Market. We are anxious to work with them and their clients to sell or lease your property.



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Print & Direct Mail Marketing

A marketing strategy that omits print and direct mail is much cheaper, but would not deliver the highest level of results for our clients. Powerful real estate marketing integrates both print and digital media with a strong sales force to connect buyers and sellers. Print and direct mail has a prominent place in our comprehensive marketing strategy.

Not only will we provide a printed offering package, your property will be included in our company Hotsheets. Hotsheets are reviewed in our company sales meetings, are picked up daily in our office and are distributed to agents and customers. Our company research is direct mailed to over 6,000 investors, developers, business professionals, local and state leaders and clients in the region. Postcard campaigns or other direct mail campaigns can be tailored to your specific offering, based on conversations with your agent.

These print marketing materials are also integrated with our technology and online marketing platform making it easy for buyers and tenants to fully consider your property offering.



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Partial Client List



*Logos are intellectual property of the owners or tenants represented above.

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With agents licensed in Utah, Nevada, Idaho, and a Global Network at our fingertips, we have capabilities wherever you need real estate.



SOLD – Tonaquint Office Park

Office

Are you looking to buy, sell, or lease office space? Whether it is Class A, B, or C, downtown, suburban or urban, our office brokers are well skilled to assist you. We know what size and configurations have the most market demand, if the load factor is appropriate for the asset, and what locations yield the strongest rents. If you are considering repurposing your building or preparing it for sale, our consultants can help you achieve the most out of your investment. If you are looking for a building that fits your business or investment goals, our brokers know the market and can broaden your vision in securing a location.



Retail

In Retail, location can mean the difference between success and failure. What determines a good location can frequently be pinpointed by a broker with firsthand experience in a given business area or type of business. By accessing our demographics, drive times, traffic counts and other market data our agents can empower you to make the right choice for your business or investment.

Most importantly, we have relationships with retailers actively pursuing locations. From local restaurant operators to national retailers, we know who the players are and who may be a fit for your location. Let us know what you are seeking to achieve and see how we can help you maximize your retail investment.

SOLD – Anchored Center

Industrial

Are you in distribution, manufacturing, or construction? We get your business. We can help you with a location that accommodates your pallet racks, utility needs, loading requirements, or yard space. Having completed hundreds of industrial transactions, we are familiar with the industrial parks and availability. Understanding what industries drive demand for industrial buildings helps us create the best transaction for buyers and sellers.



SOLD – Industrial Building



Investment

SOLD – Net Leased Investment

Investment sales clients benefit from the depth of our broker's skills in financial analysis, valuation, market knowledge, creativity and flexibility needed to respond to often fluid market conditions. In our market, we represent the leading buyers and sellers of commercial real estate, including institutional investors, REITs, and well-known entrepreneurial owner and investors. For those clients with investment capital for real estate, we will help them source, analyze and negotiate real estate transactions. Our knowledge and access to a variety of lenders enables us to direct the client to the appropriate financing source.

In marketing and selling commercial real estate, we position assets for sale and prepare the marketing material to ensure that the property is exposed to the greatest number of prospective buyers. Our brokers understand that success relies on a thorough knowledge of a property's standing in its particular market and the property's upside potential. NAI maintains a comprehensive database of buyers with specific information as to each buyer's investment product preferences.

Multifamily

SOLD – Canyon Pointe, 670 Units



SOLD – Sonoma Shadows / Pine Hills, 752 Units

Multifamily transactions are a class of their own. Our experts have transacted over two billion dollars in multifamily assets. Our success in multifamily comes from our ability to see the property from the perspective of a tenant, management firm, and investor. Our clients appreciate our approach in providing valuation services and showing how long term income can be improved through cost savings, increased occupancy, and better rates. Our marketing approach provides the broadest exposure and best presentation directed to multifamily investment buyers.



Hospitality

A deep focus on hotel transactions gives you the edge in buying or selling. NAI Excel Hospitality is one of only a few hotel specialty practices in the west and we take hotel marketing to a new level. Our hospitality division combines hotel management experience with brokerage marketing knowledge to deliver a higher level of consulting through the transaction process. We have spent a decade building a database of clients in the hospitality business and are continually networking with them on hotel opportunities. When you leverage NAI Excel Hospitality, you leverage our experience, marketing capabilities, and network.

SOLD – Comfort Inn

Land Development



SOLD – Rocky Vista University
Under Construction

Our land development team has transacted many thousands of acres of commercial and residential development land. Their rich experience makes a valued consultant when you are ready to improve, subdivide, or sell your land. In some cases, obtaining the right entitlements or zone change is enough to boost the value of your property. For clients desiring to retain the property, we consult through the process of development, construction, and leasing. We see each project from the perspective of an artist and an economist and take pride in delivering a product that is aesthetically pleasing while delivering a sound return.



Red Rock Commons

Landlord & Tenant Representation

Landlords want great tenants and tenants want space that makes their customers and employees happy. Understanding landlord and tenant needs has made NAI one of the most successful landlord and tenant representation firm in the region. Our goal is to treat every leasing assignment as if it were our own business or building. Doing the right thing for the long term value of the investment and for the business owner has brought clients back again and again. NAI represents many local entrepreneurs and national franchises as their key real estate representative in multistate transactions.

For landlords, finding tenants that complement the building and have sound financial condition is paramount. While lease rate, term, and escalations are important, many other factors can be more easily overlooked. Considering if the tenants use will create higher wear on the building improvement or mechanical systems, or what kind of tenant mix a tenant will create are key considerations. Our marketing is designed to create the highest interest in our clients' property so they can appropriately select the best fit for their buildings.

Tenants want to have access to unparalleled market information, technology solutions, and representation from a broker who will not just work with them, but for them. We understand how space decisions impact our clients' balance sheets, capital requirements, and ability to attract and retain the labor they need to achieve their goals for future growth. Our respected team of professionals is equipped to handle any size transaction using sophisticated negotiation strategies, in-depth research, and analysis.



Mergers & Acquisitions

SOLD – Business & Real Estate

Business transactions take a specific kind of expertise, and in some states even an additional license to broker M&A transactions. Most real estate brokers are unsure how to fully assist clients looking to buy or sell their business and many other agents refer their clients to us. Each business is extremely different and the valuation metrics vary widely depending on business size, business type, growth potential and which assets are included. Our depth of experience comes from completing mergers and acquisitions as principals as well as on behalf of our clients for nearly two decades. We understand the sensitive nature of your business and what is truly involved in marketing and completing a business transition. We look forward to reviewing your business opportunity in confidence with you.

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Our depth of
experience comes from
completing mergers
and acquisitions as
principals on behalf
of our clients.



Farm & Ranch

About the Farm & Ranch Group

The Farm and Ranch Specialty Group is a joint venture among qualified agents at ERA Brokers Consolidated and NAI commercial real estate, with experience in farm, ranch, recreation, and other large land properties. Instead of using a single channel for property marketing, the Farm and Ranch Specialty Group utilizes commercial real estate, residential real estate, and land and farm marketing distribution channels to achieve maximum exposure for clients. This joint marketing effort is unique among brokers of large land tracts.

Because of the unique arrangement, the Farm and Ranch Specialty Group has tools that add value for our clients that are uncommon in the industry. We have a full service Geographic Information Systems Department that builds custom maps with layers like topography, property boundaries, federal and state land ownership and water features. Projects can then be printed on our advanced 42" plotter. Analysis can also be performed to calculate irrigated acreage, crop production, and best land use practices. Using our mobile app, we can identify and walk property boundaries with clients using GPS technology. Our three in-house graphic designers help build custom marketing packages for the property, and our electronic listing distribution provides access both nationally and internationally.

What We Do

We help bring buyers and sellers of farm, ranch, and recreation properties together. We use multiple marketing relationships to reach prospective buyers. We have experience with large properties as well as ranchettes, with or without improvements. Our agents are licensed in Utah, Idaho, and Nevada.

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Because of the unique arrangement, the Farm and Ranch Specialty Group has tools that add value for our clients that are uncommon in the industry.



Rio Plaza Managed Since 2013

Asset Services

With over $250 million in assets under management, our companies are trusted managers of several hundred commercial and residential properties from Las Vegas to Salt Lake City. With eight affiliated property management locations in Utah and Nevada, our managers are focused on improving asset value and giving owners their valuable time back.

What We Offer:

- *We care about your real estate*
- *We know your time is valuable*
- *Serving you and your tenants is our priority*

Asset Services Team:



Jon Vandermyde
Senior Asset Manager
435.627.5727



Tim Stroshine
Asset Manager
435.627.5704



Adam Corley
Accountant
435.627.5713

Access our full asset services plan at excelcres.com

$250 MILLION IN ASSETS MANAGED

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How refreshing it is to have the confidence that we now have a manager who shows knowledge and professionalism in his work!

– Owner of 100,000 SF Managed by NAI

Research

Our offices publish commercial and residential market research across Utah and Nevada. NAI has been known for its deep and rich data in Washington and Iron Counties for well over a decade. Lending institutions, appraisers, and business consultants look to our data as the authority on commercial real estate market trends. Our proprietary ARTI system delivers a marketing process, mapping solution, and property research capability to which no other real estate brokerage has access. We have built and maintained a comprehensive database comprised of data collected from some of the largest appraisal firms in the region, NAI transactions, and other public and private data. NAI publishes quarterly statistics for the office, retail, industrial, and multifamily markets.

Arti is not artificial intelligence or a robot, he has no interest in taking over the world, but he is here to make real estate easier for everyone. He brings all the parties together in the transaction, helps moves the process along, and keeps you informed of your progress. He may not be a person, but once you get to know him, you won't be able to imagine real estate without him.

Arti is a better way to transact real estate.

Additionally, single family housing reports are published for every major market from Las Vegas to Salt Lake City.



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Geographic Information Systems

GIS allows for integration of a wide variety of data into one common format—a map. We present customers with a visual representation of the information affecting the desirability and value of a property suitable to their needs.

Do you need to overlay a site-plan on your commercial property? Would you like to see the topography of your property, or know at what point your property is in line of site in 3D? GIS technology gives us the tools to evaluate and analyze key factors when signing restaurants, stores, warehouses, and corporate offices such as:

Proximity to suitable customers
Locations of potential competitors
Transportation infrastructure
Regional labor pool characteristics
Environmental risks

What We Offer

- A highly trained GIS analyst with years of experience using mapping software
- Up-to-date data on traffic counts, zip codes, zoning, topography, and land ownership
- 3D site imagery, site overlay, data representation by modeling, and spatial analysis
- Highly detailed demographic & market information reports give you up-to-date facts about your site
- Flood Plain
- Drive Time Analysis
- Historical Imagery
- Property Boundaries
- Wide Format Printing
- Crop Production (Farm & Ranch)
- Acreage Calculation (Farm & Ranch)

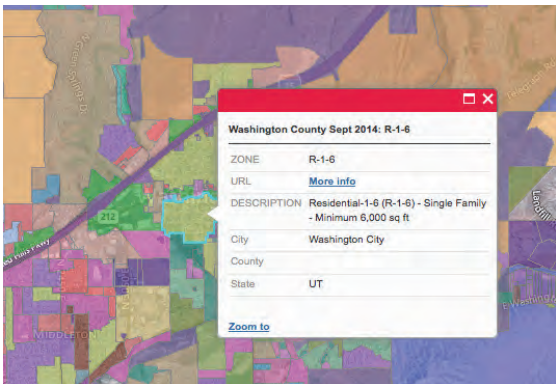
PARCEL DATA
STATEWIDE PARCEL SEARCH



FLOOD ZONES
100 YEAR FLOODPLAINS



ZONING
GET ZONING DATA FAST



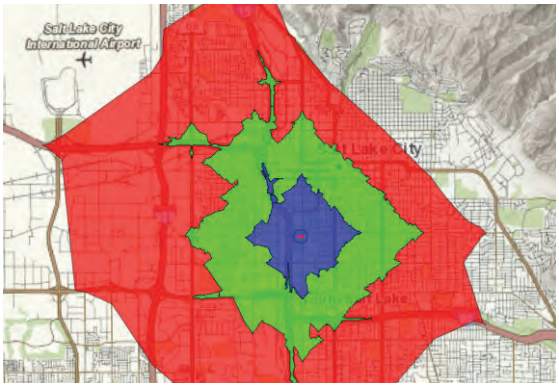
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Demographics & Market Information

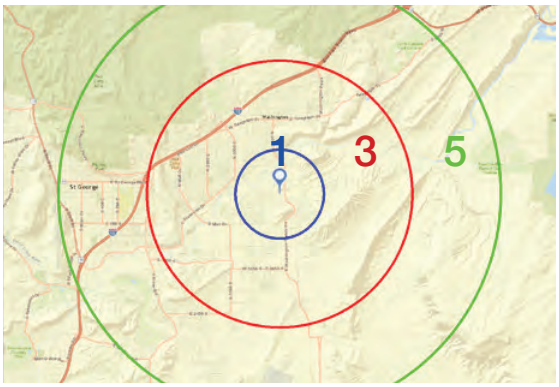
NAI provides a demographic and map generation service at no cost to clients. We can create presentation quality maps and demographic reports on trade areas (radius, drive time, or custom trade areas). Find your sites using one of six methods: address, street intersection, city, zip code, latitude/longitude or using the map.

Another service NAI provides is a comprehensive resource of commercial real estate trends, analytics, market research and news for office, industrial, retail, and multifamily properties throughout the U.S. Based on trusted proprietary research, their products supply crucial market information for real estate investors and practitioners, with both local and national coverage on the top 82 U.S. metropolitan areas and four property types (office, retail, apartment and industrial).

DRIVE TIME ANALYSIS
YOU PICK THE DISTANCE



DEMOGRAPHICS
YOU PICK THE AREA



HISTORICAL IMAGERY
FROM 1990 TO 2014





Lead Locally, Act Globally

At NAI Global, we believe that global leadership in commercial real estate begins at home. We are the world's largest, most powerful network of local market-leading commercial real estate firms all actively managed to work wherever you do.

NAI firms are deeply rooted in their communities with uncommon insight and long-standing relationships. As independent firms each are free to think creatively and act quickly on your behalf. In essence, NAI firms have the freedom to lead locally, fortified by best practices shared by fellow, leading NAI firms around the world and enabled by a common platform.

Whether you're an owner, tenant, developer or investor with local or cross-market needs, call your nearby NAI Global firm. You'll receive custom solutions from a local-market leader with deep experience and relationships; and access to a world of market-leading NAI firms working in seamless partnership with a singular focus: You.

www.naiglobal.com

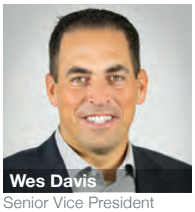
NAI Global

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Our People

NAI Excel


R. Mark Walter
Managing Partner


Wes Davis
Senior Vice President


Jason Griffith
Senior Vice President


Curren Christensen
Senior Vice President


Jon Walter
Chief Operating Officer


Neil Walter
Chief Executive Officer


Brandon Vandermyde
Senior Sales Associate


Meeja McAllister
Vice President


Mat Chappell
Vice President


Pat Chappell
Vice President


Roger Stratford
Associate Broker


Tydon Oler
Senior Sales Associate


Stan Perkins
Associate Broker


Gregg McArthur
Director of Hospitality


Greg Whitehead
Director of Hospitality

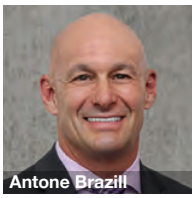

Jon Vandermyde
Senior Asset Manager


Tim Stroshine
Asset Manager

NAI Vegas


Patrick Sauter
Managing Partner


Arthur Carll-Tangora
Senior Multifamily Partner


Antone Brazill
Senior VP Multifamily


Eric Larkin
Industrial Partner


Michael Kenny
Industrial Associate


Mark Musser
Office Partner


Phillip Keuch
Industrial Specialist


Lloyd Sauter
Founding Partner


Jon Walter
Chief Operating Officer


Curren Christensen
Senior Vice President


Neil Walter
Chief Executive Officer


Tim Stroshine
Asset Manager

Utah & Nevada Support Team

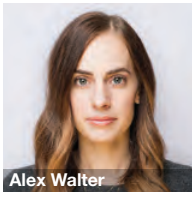

Allene England
Office Manager

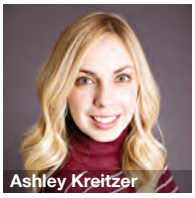

Cassidy Fehr
Office Manager

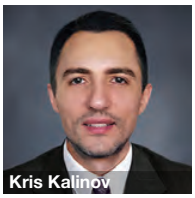

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Accountant


Sam Losee
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