



Southern Nevada CCIM Chapter

# PERSPECTIVE

MAY-JUNE 2019 EDITION

## HIGHLIGHTS FROM INSIDE:

### PRESIDENT'S MESSAGE

**The Good News:** Southern Nevada was Number 1 in Job Growth Last Year  
**The Bad News:** There is a Very Limited Supply of Skilled Workers Seeking Jobs



By JENNIFER F. OTT, CCIM  
2019 SOUTHERN NEVADA  
CCIM CHAPTER PRESIDENT

... Page 3 ...

### LEGAL BRIEFS

**Commercial Associations are Common-Interest Communities Too**



By WILLIAM PAUL WRIGHT, ESQ.  
MARQUIS AURBACH COFFING

... Page 4 ...

### DEALMAKERS! ... Page 8

### OUR PROFESSIONALS MAKE THE DIFFERENCE

## BONUS CONTENT:

### CHAPTER MEMBER SPOTLIGHT

... Page 13 ...



BRIDGET RICHARDS, CCIM

### CHAPTER SPONSOR SPOTLIGHT

... Page 15 ...



DOUGLAS C. BAILIN  
BEADO ENTERPRISES LLC

## LEGISLATIVE UPDATE

### 2019 Legislation and the Impact on those Involved with Commercial Real Estate Evictions, Licensing, Taxes, Lending and More

The 2019 legislative session is now over and the Governor has signed many new laws. Below is a summary of some of the new laws or changes that impact developers, owners, managers, brokers, agents, bankers, attorneys and other professionals concerning commercial real estate.

**EVICTIONS:** Owners of commercial real estate have a couple of options to evict a tenant for nonpayment of rent depending on the language of the particular lease involved. First, there is the lock out method under NRS 118C which only requires the service of a notice and a change of the locks and puts the onus on the tenant to pursue restitution of the commercial premises. Second, Senate Bill 151 creates a new statute for summary evictions involving a commercial premises. The existing statute only applies to tenants in the residential setting and was modified to lengthen the time for notices for the payment of rent, limit the amount of late fees and establish a procedure for a tenant to retrieve personal effects. The changes to the summary eviction process for a commercial premises are minor except that now a landlord of a commercial premises has the right to evict a short term tenant. The landlord may serve a 4-day notice when the rent is for less than a 1 week and the tenancy has not continued for more than 45 days. If delivery of the notice cannot be made in person, posting and mailing is required and then the notice must be delivered to the sheriff or constable along with written evidence of the date of possession by the tenant and evidence that the tenant was informed of the provisions of the statute.



By AVECE M. HIGBEE, ESQ.

**LICENSING REQUIREMENTS:** Senate Bill 230 changes provisions of NRS 645 including the following:

CONT'D ON PAGE 9

# 2019 PLATINUM SPONSOR



**First American Title™**

NATIONAL COMMERCIAL SERVICES

## 2019 GOLD SPONSORS



## 2019 SILVER SPONSORS



## 2019 BRONZE SPONSORS



## 2019 COPPER SPONSORS



## 2019 Southern Nevada CCIM Board of Directors

### Officers:

- Jennifer Ott, CCIM**  
President
- Ryan Martin, CCIM, SIOR**  
President Elect  
Programs
- Adam Gregory, CCIM**  
Secretary/Treasurer  
Designation Promotion
- Christopher McGarey, CCIM, CPM®**  
Immediate Past President  
Legislative Affairs

### Directors:

- 2018–2019:**
- Andy Crawford, CCIM**  
Education
- Phillip Dunning, CCIM**  
Newsletter
- Jakke Farley, CCIM**  
Membership
- Devin Lee, CCIM**  
Sponsorship
- Jeffrey Mitchell, CCIM**  
UNLV Outreach
- Lauren TabEEK, CCIM**  
Social/Networking

### 2019 - 2020:

- Jeff Chain, CCIM**  
Wine Tasting
- Robin Civish, CCIM**  
Candidate Guidance  
Communications/Marketing  
Education
- Carol Cline-Ong, CCIM, RPA**  
Scholarships
- Phillip Dunning, CCIM**  
Newsletter
- Salina Ramirez, CCIM**  
Community Outreach

### 2019 Unelected Chairs:

- Angelina Scarcelli**  
Wine Tasting Co-Chair
- Bobbi Miracle, CCIM, SIOR**  
Candidate Guidance Co-Chair
- Roy Fritz, CCIM**  
Programs Co-Chair

### Chapter Address

Southern Nevada CCIM  
P.O. Box 97653  
Las Vegas, NV 89193-7653  
www.snccim.org

### Management Company

Alternative Management  
1880 E. Warm Springs Rd., Ste. 100  
Las Vegas, NV 89119  
Phone: (702) 798-5156  
Fax: (702) 798-8653  
Katrina Bruce  
katrina@amnevada.com

### CCIM Institute

430 N. Michigan Ave., Ste. 800  
Chicago, IL 60611  
Phone: (312) 321-4460  
Fax: (312) 321-4530  
www.ccim.com

# PRESIDENT'S MESSAGE

BY JENNIFER F. OTT, CCIM  
2019 SOUTHERN NEVADA  
CCIM CHAPTER PRESIDENT



## The Good News: Southern Nevada was Number 1 in Job Growth Last Year

## The Bad News: There is a Very Limited Supply of Skilled Workers Seeking Jobs

I am a bit of an information junkie and crave learning everything about our industry and market. This is one of the many reasons I originally chose to invest in myself by becoming a part of the Southern Nevada CCIM Chapter and a CCIM Designee – our terrific lunch programs always give me good information to take away for my clients (no pressure Programs Committee).

I am very bullish on Southern Nevada and the market as a whole. There are many reasons to live, work and invest here. One thing that stands out to me in all of this is the current unemployment rate. The unemployment rate is defined as the percentage of workers who are unemployed and actively looking for a job. When one stops and thinks about it, the low unemployment rate is a good news/bad news story.

The good news: Southern Nevada was number one in job growth last year and outperformed the national economy by double. According to Las Vegas Perspective and Applied Analysis, the initial unemployment claims for 2018 in Nevada was the lowest in our state's history! According to the Nevada Department of Employment and Rehabilitation, the state's unemployment rate dropped to 4 percent in April. This sounds like great news and is great news in many ways.

The bad news: I am no expert in economics, but I do understand a bit about supply and demand from Econ 101 back at UNLV (go Rebels!) With unemployment so low,

there is a very limited supply of workers seeking jobs. How does this effect local businesses in retaining employees? How does this effect companies seeking to expand or grow? How does this effect new development? How does this effect construction costs?

I have seen examples in our industry with my clients and colleagues on the real estate and development front. They have felt the effects of the limited workforce population on some of their construction projects. I have heard stories about crews walking off of jobs because another project offered them more money. The lack of skilled workers in the construction industry has caused project delays. The increased cost of labor due to the shortage of labor has caused projects to go over budget.

I did say I am bullish on Southern Nevada. I may be naïve, but I see so many economic drivers that have the potential to continue growing our population AND create more jobs. Last year, Las Vegas' population rose to more than 2,280,000 and growing. Hopefully that translates to a larger workforce population that can continue to fuel our economic growth. For now, I am going to continue to absorb information that I can share with my clients and tread forward with cautious optimism.

What do you think? Share your thoughts with our members at <https://www.facebook.com/SNCCIM/> or on <https://www.linkedin.com/groups/2673831/>. 

### SOUTHERN NEVADA CCIM CHAPTER MISSION STATEMENT

“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 and educational excellence.”

### ABOUT THE CCIM PERSPECTIVE

The CCIM Perspective is a bimonthly publication, (excluding November), of the Southern Nevada CCIM Chapter. To submit an article, please contact Eric Tischler, Editor at [erictisch@yahoo.com](mailto:erictisch@yahoo.com) or 702-688-3056.

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.



# Commercial Associations are Common-Interest Communities Too

The attorneys in our office who practice common-interest community law are occasionally asked whether commercial associations or professional owners associations operate in the same manner as general “homeowners associations.” The answer is: “it depends.”

The question often stems from the fact that the primary statute controlling most common-interest communities in the State of Nevada, colloquially known as “homeowners associations,” is the Common-Interest Ownership (Uniform Act) Nevada Revised Statutes (“NRS”) Chapter 116 (“Act”).

And while commercial associations or professional owners associations (hereinafter “commercial associations”) are, by definition, common-interest communities (communities whereby units’ owners are obligated to pay a share of common expenses pursuant to a declaration (“CC&Rs”)), NRS Chapter 116 *excludes* many commercial associations from its applicability.

Under the statute, a planned community in which all units are restricted exclusively to nonresidential use is not subject to NRS Chapter 116 unless the declaration provides otherwise,

meaning that a commercial association can be subject to all of NRS Chapter 116, or portions thereof, if the CC&Rs so provide. (NRS 116.1201(2)(b)). Additionally, in a mixed-use planned community (a common-interest community that is not a condominium or cooperative) consisting of both exclusively nonresidential units, and real estate not so restricted, NRS Chapter 116 applies if the CC&Rs do not exclude applicability, or if the real estate that may be used for residential purposes would be a planned community without the nonresidential units.

CONT'D ON PAGE 5



A one-to-one relationship with your banker – a banker who truly understands your business – is how Bank of Nevada delivers on accountability.

### Bank on Accountability

bankofnevada.com

WA Top 10 – Forbes Best Banks



Bank of Nevada, a division of Western Alliance Bank, Member FDIC, ranks top ten on Forbes’ Best Banks in America list, four years in a row.

It’s not just about understanding the numbers.

It’s about a banker who understands your business.



Even if NRS Chapter 116 does not apply, the operation of residential and nonresidential common-interest communities, from an association corporate governance standpoint, is very similar. Each type of association board has to deal with the same issues of common area maintenance, units' owner maintenance, architectural approvals, water leaks and other utility issues, compliance enforcement, assessment collection, budgeting, elections, meeting requirements, insurance claims and coverage, litigation (both plaintiff and defense) and other similar issues.

The primary difference being that NRS Chapter 116 exists to fill in the gaps where the governing documents of a common-interest community need enhancement, or supersede the governing documents in an area of concern for the Nevada Legislature. Additionally, communities that are subject to NRS Chapter 116 are also

subject to oversight and enforcement by the Nevada Real Estate Division's Office of the Ombudsman, and the Commission for Common-Interest Communities and Condominium Hotels, whereas a commercial association not subject to NRS Chapter 116 is not.

There are also legal entity similarities. Generally both commercial associations, and common-interest communities subject to NRS Chapter 116, are subject to NRS Chapter 82 as non-profit corporations, and file Articles of Incorporation to form the corporation entity. Both have corporate Bylaws which include provisions regarding the voting and other rights of members, election of directors and officers and their powers and duties, meeting requirements, an enforcement process and procedure and other corporate governance aspects of the entity. Both record CC&Rs which create the association aspect of the entity. Most

develop Rules and Regulations to enhance the other governing documents. Overall, both commercial associations, and common-interest communities subject to NRS Chapter 116, are governed by documents that are very similar in content and interpretation, although commercial associations are not bound by the additional requirements of NRS Chapter 116 unless the CC&Rs so provide.

And the trend is towards applying NRS Chapter 116 to more commercial associations in the future. NRS 116.1201(2)(b) is one of the subjects of Senate Bill 382 ("SB 382"), proposed this 2019 Legislative Session. SB 382, in its current form, would eliminate NRS 116.1201(2)(b) and include far more expansive language regarding the applicability of NRS Chapter 116 to commercial associations. If passed, SB 382 would

CONT'D ON PAGE 11



**Commercial Alliance**  
Uniting the Southern Nevada Commercial Real Estate Industry

## One of Nevada's Largest Commercial Real Estate Organizations



CALV 2019 Board of Directors

- Collective Voice for Commercial Real Estate in Southern Nevada
- Representing the Industry's Interests with Governments
- Leading Source of Commercial Education and Forms
- Don't need to be a REALTOR® to Join CALV

Join the Commercial Alliance Las Vegas  
Visit [CALV.ORG](http://CALV.ORG)

PARTICIPATING ORGANIZATIONS












Follow us on






**YOUR  
DEALS:  
IN PRINT**

N E V A D A  
**RED**  
REPORT  
REAL ESTATE & DEVELOPMENT

RED REPORT,  
A SPECIAL SECTION WITHIN  
*NEVADA BUSINESS MAGAZINE*,  
FEATURES THE DEALS YOU'RE DOING.

To get your sales, leases,  
projects and loans featured  
email [ReDReport@NevadaBusiness.com](mailto:ReDReport@NevadaBusiness.com).

Nevada  
**Business**  
THE DECISION MAKER'S MAGAZINE  
[NevadaBusiness.com](http://NevadaBusiness.com)

**DO YOUR  
SPLITS  
LOOK LIKE THIS?**

**NORTHCAP**   
COMMERCIAL

[www.northcapcommercial.com](http://www.northcapcommercial.com)

# HELLO BEAUTIFUL!



**WE MAKE BUILDINGS MORE ATTRACTIVE**

Interiors | Exteriors | Drone Services

 **cashman photo**  
a full service multimedia company

CashmanPhoto.com | 702.871.8300 | 

# NEW LEAF

Collaboration  
Strategy

Innovation

**A business plan is like a tea bag -  
you never know how strong it is until  
you get it in hot water.**

Colliers International | Las Vegas has the perfect blend of professionals to offer business solutions for every palate. If you're looking for a refreshing perspective on the future of your business, a calming consultation or an overview of opportunities to invigorate your team; Colliers International is your cup of tea.

[colliers.com/lasvegas](http://colliers.com/lasvegas)



Accelerating success.

**WELLS  
FARGO**

## We measure our success by your success

Wells Fargo makes it our business to know your business. We take the time to listen and learn about your business and its growth opportunities, challenges, and operations, so we can offer relevant and informed options.

Learn more at [wellsfargo.com](http://wellsfargo.com).

Mindy Kermes  
Business Banking  
Vice President  
Senior Business Relationship Manager  
702-247-5351  
[mindy.kermes@wellsfargo.com](mailto:mindy.kermes@wellsfargo.com)

Paula M. Browne  
Regional Commercial Banking  
Senior Vice President  
Business Development  
702-791-6283  
[brownep@wellsfargo.com](mailto:brownep@wellsfargo.com)

© 2018 Wells Fargo Bank, N.A. All rights reserved. Member FDIC. PDS-1035936



# SOUTHERN NEVADA CCIM DEALMAKERS!



**Antone J. Brazill, CCIM**



**Robin Civish, CCIM**



**Soozi Jones Walker, CCIM, SIOR**



**Chris Lane, CCIM**



**Devin Lee, CCIM**

## LEASES:

**Soozi Jones Walker, CCIM, SIOR & Bobbi Miracle, CCIM, SIOR of Commercial Executives Real Estate Services**, represented Petland in a lease of an 8,295 square foot retail property located at 8800 W. Charleston Blvd., Ste. 3, Las Vegas, NV with a value of \$2,058,000.00.

**Soozi Jones Walker, CCIM, SIOR & Bobbi Miracle, CCIM, SIOR of Commercial Executives Real Estate Services**, represented Allen-Milan, LLC in a lease of a 10,368 square foot office property located at 7895 W. Sunset Rd., Ste. 110, Las Vegas, NV with a value of \$1,189,000.00.

**Jennifer F. Ott, CCIM & Brian Sorrentino, CCIM of ROI Commercial Real Estate**, represented Area 15 in a lease of a 10,000 square foot retail property located at 3120 W. Desert Inn Rd., Las Vegas, NV with a value of \$2,134,414.00.

**Jennifer F. Ott, CCIM & Brian Sorrentino, CCIM of ROI Commercial Real Estate**, represented Twisted Egg in a lease of a 2,500 square foot retail property located at the northwest corner of W. Russell Rd. & S. Fort Apache Rd., Las Vegas, NV with a value of \$992,200.00.

## SALES:

**Antone J. Brazill, CCIM of Brazill Team Real Estate**, represented Billypril Holdings, LLC in a sale of 9.18 acres of land located at APN: 124-32-402-004 with a value of \$1,600,000.00.

**Robin Civish, CCIM of ROI Commercial**, represented the buyer in a sale of a 5,299 square foot industrial property located at 4475 W. Sunset Rd., Las Vegas, NV with a value of \$940,000.00.

**Soozi Jones Walker, CCIM, SIOR & Bobbi Miracle, CCIM, SIOR of Commercial Executives Real Estate Services**, represented Paula H Andert 1990 Trust in a sale of a 4,800 square foot office/warehouse property located at 1427 Gragson Ave., Las Vegas, NV with a value of \$575,000.00.

**Chris Lane, CCIM of Colliers International**, represented 4870 W Oquendo Rd, LLC in a sale of a 10,000 square foot industrial property located at 4870 W. Oquendo Rd., Las Vegas, NV with a value of \$1,800,000.00.

**\*Publications are limited to designees who are Chapter and Institute members in good standing.**

**Announcements are for publication in The Perspective, but submissions may also appear on the website. All parties are aware that space is limited and are accepted at a minimum value of \$500,000.00 and published by largest dollar volume within each submission section. Please contact Eric Tischler, Perspective Editor for the submission form at [erictisch@yahoo.com](mailto:erictisch@yahoo.com).**

**Chris Lane, CCIM of Colliers International**, represented MCA Wigwam, LLC in a sale of a 7,182 square foot industrial property located at 5945-2 W. Wigwam Ave., Las Vegas, NV with a value of \$1,075,000.00.

**Devin Lee, CCIM of Northcap Commercial**, represented A5 Investments, LLC in a sale of a 36-unit multifamily property located at 1075, 1089, 1107 & 1121 E. Desert Inn Rd., Las Vegas, NV with a value of \$2,020,000.00.

**Devin Lee, CCIM of Northcap Commercial**, represented Anthony Marinaccio in a sale of a 12-unit multifamily property located at 3990 E. Carey Ave., Las Vegas, NV with a value of \$975,000.00.

**Marc Magliarditi, CCIM of Logic CRE**, represented Ivan & Michelle Loochkartt in a sale of a 7,182 square foot industrial property located at 5945-2 W. Wigwam Ave., Las Vegas, NV with a value of \$1,075,000.00.

**Jennifer F. Ott, CCIM & Brian Sorrentino, CCIM of ROI Commercial Real Estate**, represented BOOS Development in a sale of .57 acres of vacant land located at 4590 W. Cactus Ave., Las Vegas, NV with a value of \$3,052,072.00.

**Jennifer F. Ott, CCIM & Brian Sorrentino, CCIM of ROI Commercial Real Estate**, represented Bowin Associates in a sale of a 49,237 square foot owner/user property located at 724 S. Boulder Hwy., Henderson, NV with a value of \$2,595,000.00.

**Jennifer F. Ott, CCIM & Brian Sorrentino, CCIM of ROI Commercial Real Estate**, represented BOOS Development in a sale of .94 acres of vacant land located at 4570 W. Cactus Ave., Las Vegas, NV with a value of \$2,280,000.00.

**Robert Reel, CCIM of Reel Investment Group**, represented the seller, Dean Ventures, in a sale of .49 acres of retail property located at 1312-1322 S. Main St., Las Vegas, NV with a value of \$2,500,000.00.

**Robert Reel, CCIM of Reel Investment Group**, represented the seller, Krummel Family Trust, in a sale of .36 acres of industrial property located at 1225 S. Commerce St. & 50 W. Colorado Ave., Las Vegas, NV with a value of \$1,425,000.00.

**Robert Reel, CCIM of Reel Investment Group**, represented the seller, Shawn LeWinter, in a sale of .34 acres of vacant land located at 1326 S. Main St., Las Vegas, NV with a value of \$958,000.00.



**Marc Magliarditi, CCIM**



**Bobbi Miracle, CCIM, SIOR**



**Jennifer F. Ott, CCIM**



**Robert Reel, CCIM**



**Brian Sorrentino, CCIM**

- *The Commission shall establish regulations regarding the use of nicknames.*
- *An applicant for a real estate salesperson's license must complete 120 hours of instruction including 15 hours on contract preparation and 15 hours on agency.*
- *Licenses may be maintained rather than "prominently displayed" but must be kept in a secure manner and available for inspection by the public.*
- *Thirty six hours of continuing education is required.*
- *The Commission shall adopt regulations concerning continuing education including the authorization of persons 65 years and older to apply for exemption from education requirements so long as the person has been licensed in good standing for 30 years or longer.*

**PROPERTY TAXES:** Senate Bill 199 as initially proposed impacted licensees by requiring notices to buyers for the amount of taxes. The Bill was revised to simply provide that the Clark County Assessor must provide a report to the Clark County Treasurer identifying the change in ownership of residential property.

Assembly Bill 73 initially included a tax on the conveyance of property to provide services and housing for homeless persons. The Bill was amended to provide for the creation of a temporary working group to consider methods to reduce homelessness and identify funding sources. A report is required to be prepared and public hearings may be held.

Assembly Bill 79 establishes a procedure for the County Treasurer to determine if a property is abandoned where taxes have not been paid. If abandoned, the County Treasurer may use an expedited process to sell the property.

**COMMERCIAL LENDING:** The purpose of Assembly Bill 398 was to bring more commercial lending money into the State for large projects, \$10 million and above according to the minutes of the Senate Committee on Commerce and Labor. Accordingly, Assembly Bill 398 provides that the licensing requirements of NRS 645B do not apply to a "wholesale lender" that only funds or purchase commercial mortgage loans. A wholesale lender does not directly take or receive an application from a borrower or does not negotiate terms of a loan with a borrower.

**TENANT IMPROVEMENTS:** Pursuant to NRS 108, a tenant may not construct, alter or repair an improvement to leased property unless a notice of posted security is recorded and a construction disbursement account is established or a surety bond is recorded. One exception exists where all owners of the property record a written notice of waiver. Senate Bill 382 provides that the notice of waiver may apply to one or more improvements as described in the notice. Further, service of the notice of waiver must be upon any prime contractor and all other

lien claimants who give the owner notice of the right to lien.

**COMMERCIAL DEVELOPMENT:** Senate Bill 382 also contains amendments to NRS 116 which is the law governing common interest communities. The Bill provides that NRS 116 does not apply to a planned community where all of the units are restricted to nonresidential use unless the declaration (CC&Rs) provides for such application. The declaration may provide for all or part of the statutes to apply. The declaration may also provide for the application of all or part of NRS 116 in mixed use developments. If all of NRS 116 applies to the commercial development, added protections exist for the developer. The declaration may provide that certain contracts between the professional owners association and the developer continue in force even after the control has been turned over from the developer to the owners.

The Bills addressed above been approved by the Governor. Each Bill becomes effective at various times including July 1<sup>st</sup> and October 1<sup>st</sup> and some Bills are already in effect. 

*Avece M. Higbee is a shareholder with the law firm of Marquis Aurbach Coffing. She is an AV rated attorney with Martindale-Hubbell. She is listed in Mountain States Super Lawyers (2015-2019), the Top 50 Women Attorney List (2017-2019), named to the Best Lawyers® list (2016-2019) and listed in MYVEGAS Top 100 Lawyers in Las Vegas (2018).*





# COMMERCIAL REAL ESTATE FINANCING

- Construction Financing
- Investor Owned Lending
- Value Add CRE Financing



*For a common sense approach to financing, contact us today!*

**ROBERT SANDHU**  
702-323-7610

Robert.Sandhu@firstsavingsbanks.com

**THOMAS GODBOUT**  
702-323-7611

Thomas.Godbout@firstsavingsbanks.com

WWW.FIRSTSAVINGSBANKS.COM  
Member FDIC



## YOUR LOCAL EXPERTS FOR Commercial Title and Escrow Services



**FIDELITY NATIONAL TITLE GROUP**



National Commercial Services  
Las Vegas

Fidelity National Title • Chicago Title • Commonwealth Land Title Company • Ticor Title

8363 W. Sunset Road, Ste. 100 • Las Vegas, NV 89113  
(702) 932-0779 • www.fntg.com

© National Commercial Services Las Vegas  
STUDIO

CHASE



SO YOU CAN

Michelle B. Lance  
Vice President  
Commercial Banking  
702-733-2607

Guy Chaffee  
SBA Finance Consultant  
Business Banking  
702-733-2610

Michael Woodfield  
Executive Director  
Nevada Commercial Banking  
702-733-2625

© 2019 JPMorgan Chase Bank, N.A. Member FDIC



Specializing in the Management and Leasing of Income Producing Properties since 1988.

NEVADA | CALIFORNIA | ARIZONA



Commercial & Residential Property Management & Leasing | Tenant Representation  
Shopping Centers | Vacation Rentals | Storage Facilities | Office Buildings | Industrial Parks  
Manufactured Homes | Condos | High-Rise | Single & Multi-Family Residences



Continually Ranked as One of the Most Productive Teams Locally & Nationwide  
Ranked #1 Team in USA 2013, 2014, 2015 & 2016  
Ranked #1 Team in Nevada 2009-2016

Berkshire Hathaway HomeServices - Commercial Production (BICP)

Contact us today to see how we can serve your needs and start increasing the return on your investments.



**Christopher McGarey**

CCIM, CPM®

Founder/Team Leader

(702)267-6991

cmcgarey@mcgareypartners.com

www.McGareyPartners.com

add explicit language to NRS Chapter 116 which clarifies that the CC&R's for a commercial association may provide (a) that all of NRS Chapter 116 applies, (b) that only Article 1, Part 1 *Definitions and other General Provisions* and Part 2 *Applicability*, and Article 2 *Creation, Alteration and Termination of Common-Interest Communities*, provisions NRS 116.001 to 116.2122 inclusive, and the non-judicial foreclosure provisions of NRS 116.3116 to 116.31168 apply, or (c) just the non-judicial foreclosure provisions apply. Therefore, the trend is for commercial associations to have greater ability to opt into the provisions of NRS Chapter 116 that are desired.

Should a developer or board want to consider the application of NRS Chapter 116 to a few provisions or even subject the association to the entire chapter, an attorney should be consulted. There are numerous requirements under NRS Chapter 116 that can be cumbersome and could create liability for the association if not followed. 

*William Paul Wright is Of Counsel with the law firm of Marquis Aurbach Coffing. He can be reached at (702) 207-6085 or [wwright@maclaw.com](mailto:wwright@maclaw.com). For more information visit the firm's website at [www.maclaw.com](http://www.maclaw.com)*

**DEDICATION IN REPRESENTATION**



Avece Higbee, Terry Coffing, David Alleman, Phillip Aurbach & Terry Moore

**NEVADA PREMIER COMMERCIAL REAL ESTATE LAWYERS**



MARQUIS AURBACH  
COFFING  
ATTORNEYS

10001 PARK RUN DRIVE, LAS VEGAS, NV 89145  
MACLAW.COM | 702.382.0711



## WE KNOW COMMERCIAL REAL ESTATE

Whether it's retail, office, industrial, or multi-family, our commercial real estate team knows the ins and outs of the local market — so you can expect to get the job done right.

From competitive rates to quick decisions, call us today and put our experience and local know-how on your side.

NEVADA STATE BANK   
THE DOOR TO YOUR FUTURE

[nsbank.com](http://nsbank.com) | 866.451.5018



Loans subject to credit approval. Terms and conditions apply.  
A division of Zions Bancorporation, N.A. Member FDIC  Equal Housing Lender



# DELIVERING EXCEPTIONAL RESULTS

- ◆ **GROWING**  
The Platform
- ◆ **INCREASING**  
Market Share
- ◆ **RECRUITING**  
Top Talent
- ◆ **CLOSING**  
Large Assignments

Serving Las Vegas in Capital Markets, Landlord and Tenant Advisory, Property Management, and Valuation & Advisory.

702.733.7500 [ngkf.com](http://ngkf.com)

**OLD FASHIONED.  
IN A GOOD WAY.**

**R&O CONSTRUCTION**

702.895.9322 *Big Enough* randoco.com

**SAVE THE DATE**  
October 13-14

# SAN DIEGO 2019

**CCIM GLOBAL  
CONFERENCE**

**ACCESS  
COMMERCIAL  
MORTGAGE**

**Low Rates | Long Terms | Low Fees**

**Rob Henley**  
Vice President  
rh@accesscm.com  
702.444.0821

**Montana Giesbrecht**  
VP Business Development  
mg@accesscm.com  
702.209.4355

www.accesscm.com

**SUN HITS THE MARK!**

**Full Service Brokerage**  
Sales | Leasing | Investments  
Retail | Office | Industrial  
Land | Multi-Family | Hospitality

**Sun**  
Commercial Real Estate, Inc.  
www.SunCommercialRE.com

in | | f | |

**OPEN**

**U.S. Bank is an SBA Preferred lender.**

At U.S. Bank, we are committed to supporting local businesses in our community.

For more information on our SBA financing options, or our suite of business banking products and services, talk to a business development officer today.

Francis Dulnuan  
702.251.1647

Stephanie Carlisle  
702.251.1747

Credit products are offered by U.S. Bank National Association. Certain restrictions apply to refinancing options and are subject to program terms. Refinances of existing SBA loans are excluded. SBA loans are subject to SBA eligibility guidelines. See a banker for details. Deposit products offered by U.S. Bank National Association. Member FDIC. ©2019 U.S. Bank. 01903e 5/19

# CHAPTER MEMBER SPOTLIGHT

## How long in the industry and tenure at current firm?

15 years this year! Dual licensed Broker in State of Nevada. I am a principal in Perry Guest Companies NV with Jason Lesley and I also own a specialty brokerage and development company called BRAND Real Estate.

## Tell us about the most important accomplishments of your career and how that has shaped you into the professional you are today.

My most important accomplishment has been to form the friendships with my colleagues in the industry. Both life and commercial real estate can be tumultuous and unpredictable, it's very special to have strong friendships to enjoy the good times and weather the storms. The best satisfaction in brokerage is seeing my clients flourish as a result of a good acquisition or disposition, securing the perfect location for a tenant or winning a competitive assignment.

## How would you describe your work style?

I really enjoy teamwork, sometimes transactional real estate can be solitary but I enjoy our business most when its done as a team sport. My favorite transaction was 730 Pilot Road that we co-brokered with Dan's Doherty's team (Chris Lane, Jerry Doty and Paul Sweetland).



**Bridget Richards, CCIM**  
Principal | Perry Guest Companies NV  
BRAND Real Estate

## How do you handle stress and pressure?

I have a basset hound and a 3-year-old toddler so laughter is the key. We make up games involving throwing Starburst candy into a jar, it's like indoor corn hole but with candy. It's also water balloon season so we do that almost every day.

CONT'D ON PAGE 14

Bank of America Merrill Lynch is proud to support The Southern Nevada CCIM Chapter. We salute your commitment to taking your business and profession to new heights.

Darrin Hansen, Vice President  
702.515.8791  
darrin.hansen@baml.com

BANK OF GEORGE  
FOUNDED 2007

Supporting CCIM with innovative commercial lending programs that deliver  
*Your Best Banking Experience — Ever!*

49 YEARS OF PERFORMANCE NOT PROMISES

Bobbi Miracle  
CCIM, SIOR  
Senior Vice President  
Bobbi@CEVegas.com

Soozi Jones Walker  
CCIM, SIOR  
Broker/President  
Soozi@CEVegas.com

Specializing in the Sale of Commercial Investment Property and the Sales and Leasing of Office, Industrial and Retail

CCIM SIOR  
(702) 316-4500  
7219 W. Sahara, Suite #100, Las Vegas, NV 89117

**WHAT'S NEXT IN LAS VEGAS**

Our clients benefit from insight that comes from the perspective of a trusted global leader. Explore what's next at [cushmanwakefield.com](http://cushmanwakefield.com).

**What was the most embarrassing moment in your career?**

An embarrassing thing happens to me almost weekly. Wardrobe malfunctions, tripping over my own shoes, misplacing keys, snagging clothing on fences while trying to get property photos, close calls with spiders...a lot of physical comedy going on.

**Tell me about someone who is better than you in an area that really matters to you.**

I could use a semester at a finishing school. I've probably offended some people's sensibilities in a public setting. Too much hugging and laughing at my own jokes. PS. Don't ever tell any woman in commercial real estate that she looks like the actress from Nashville.

**What is the hardest you've ever worked on something in your life?**

Potty training.

**What do you like to do when you're not working?**

Indoor gardening. Did you know that there are 6 million new gardeners? Apparently, Millennials really enjoy it. I've always had a house full of plants. Cooking

Blue Apron, I've cooked at least 500 of them. Watch hockey, drink beer.

**Did you work hard when you were a teenager?**

I did work hard as a teenager, I worked at a restaurant at Sahara and Maryland Pkwy. and I walked to and from there. Uphill both ways.

**What would your advice be to someone new to CRE?**

I would say to learn humility and to "go first". No one is going to hand you anything. You must study the market, learn about finance and construction (no matter how awful it is!), get involved with our groups, make friends, do the right thing – most importantly you must care about the people who have hired you above all else. I believe it's important for women in senior positions to clear the path for new ones coming in. My personal message to tenured women brokers. It's not enough to talk it, you have to walk it. Share your experience boldly with women who are just starting out.

**What is your favorite book to recommend?**

Brian Tracy's "EAT THAT FROG" never goes out of style. 



**GCGARCIA**  
Planning & Development Services Corporation  
THE RED TAPE SHERPA

**YOUR PROJECT APPROVAL IS OUR PRIORITY**

A firm with nearly 21 years of local government planning experience in Nevada, G.C. Garcia, Inc. is an expert at navigating the maze of government zoning, licensing and permitting. This land planning and development services firm has clients locally, nationally and internationally and is a leader in the field.

Entitlements | Permit Expediting | Licensing | Expert Witness  
Retail | Office | Multi-Family | Residential | Mixed-Use | Master Plans  
Gaming | Redevelopment | Commercial | Industrial

Call G.C. Garcia today and find out how their experts can help your projects!

1055 Whitney Ranch Dr., Suite 210, Henderson, NV 89014  
702.435.9909 | ggarcia@gcgarciainc.com



**LM CONSTRUCTION CO.**

**Building From Your Point Of View**

5075 Cameron St., Suite H  
Las Vegas, Nevada 89118  
702-262-6032  
702-262-6150 (fax) [www.lmconstructionco.com](http://www.lmconstructionco.com)

NV Lic. B20042596A  
NV Lic. C40047156  
AZ Lic. ROC234591  
UT Lic. 6132191-5501  
ID Lic. RCE 25716



**LOGIC COMMERCIAL REAL ESTATE**

BROKERAGE  
CAPITAL MARKETS  
DEVELOPMENT SERVICES  
PROPERTY MANAGEMENT

**702.888.3500**  
[www.logicCRE.com](http://www.logicCRE.com)



**MARNELL PROPERTIES**

[www.marnellproperties.com](http://www.marnellproperties.com) | 702.739.2000

# CHAPTER SPONSOR SPOTLIGHT

**Tenure at current firm and how long in the industry**  
15 Years, 25 Years

**Tell us about the most important accomplishments of your career and how that has shaped you into the professional you are today.**

“Current initiative” Making the world a safer place to live. Team Leader: Develop and the Deployment of the National Congressional “First Responder Program” with a group of “Strategic Partners”. Specializing in complete system analysis, design and deployment of DAS for RF and DAS for Wi-Fi. All new and existing Commercial/ Public Buildings in Nevada and Florida.

**Career Accomplishments:**

I have had the opportunity for over 25 years to be a part of building the hospitality corridor here in Las Vegas providing owners and developers oversight and assistance on their behalf: Strategic Project Design and Development, ground up, including, Interior/Exterior elements, Multi-use Commercial, Owner and Tenant space, Lease negotiations, space and concept planning. Skill sets include Conceptual Estimating, Pre-construction, Land and Civil Planning, Entitlements, Budgeting, Scheduling / Permitting, Bidding, Project



**Douglas C. Bailin**  
Beado Enterprises LLC

Construction Management, Operations, Turnover and Closeout.

**How would you describe your work style?**

Self-motivated and in constant support of others.

**How do you handle stress and pressure?**

I thrive on stress and pressure! It makes life a bit more challenging and in most cases very rewarding!

CONT'D ON PAGE 16

**MDL Group**  
Brokerage | Property Management

Service You Deserve. People You Trust.  
702.388.1800 | www.mdlgroup.com

5960 South Jones Boulevard  
Las Vegas, NV 89118

**RANKED #1 IN SBA 7(A) AND 504 LENDING\***

**MEADOWSBANK**  
Eric Colvin | 702.471.2045 Office | 702.528.3742 Cell  
MeadowsBank.bank

\*Meadows Bank finished the U.S. Small Business Administration fiscal year ending 9/30/18 as the #1 lender in SBA 7(a) and 504 loans in Nevada (ranked by dollar volume). All deposits FDIC insured to the maximum limits. We are an SBA Preferred Lender.

We Believe In Nevada!

**NSDC**  
Nevada State Development Corporation

Visit us online at nsdc.com

**new market**  
COMMERCIAL REAL ESTATE ADVISORS

Tenant Representation • NNN Investment Sales  
Acquisition & Disposition

Terry L. Hamilton, CCIM  
O: 702.954.3901  
C: 702.340.9597  
thamilton@newmarketadvisors.com

Melissa Campanella, CCIM  
O: 702.954.3904  
C: 702.743.1967  
mcampanella@newmarketadvisors.com

**CHAINLINKS**  
RETAIL ADVISORS

**Describe the best and worst leaders you've ever worked with.**

As I am the senior principal of our company and make most of the business decisions, our team provides services of design management and project management of hospitality projects "on behalf of the owner/developer" from project inception to project completion. Occasionally over the past 30 years, serving the Las Vegas market, we have had a few instances that some client senior staff members do not all agree amongst themselves on design and or concept issues, thus creating what becomes slight difficulties with project progress. We being their advisors and working on their behalf are able to bring the issues to light with options and resolutions keeping the project on track. We have not had any leadership issues that would be rated best or worse!

**What was the most embarrassing moment in your career?**

One of the issues in our industry is working with unknown conditions. Such conditions usually require exploration and due diligence to seek any and all impeding possibilities. We have managed a few very large projects that have contained hidden conditions that even

with the latest 3D scanning technology leaves them undetectable. We had one instance that a main feed for power and gas on Las Vegas Boulevard was in the wrong location based on county engineered plans. Due to this issue the utilities were damaged during underground construction that we were managing. The incident put four major business operations out of commission for 14 hours. The public firms that owned the utilities and "performed their own due diligence" were Nevada Power and Southwest Gas. It was an embarrassing issue due to the time spent and planning spent to circumvent the damage and the outage. The guarantees and assurances made by the utilities managers prior to the work were well documented. We did not perform the work, however the result was assessed as our responsibility as managers of the project. Being associated created some embarrassing results. The lesson learned is to deploy a group of third party forensic companies to double and triple check policy that the multiple public agencies can ensure a better more predictable outcome.

**What do you like to do when you're not working?**

Fishing and diving. 



**Insurance Brokerage – Property & Casualty Insurance**

**Jill DiFabbio, Client Advisor**  
Property & Casualty

3140 S. Rainbow #400 | Las Vegas, NV 89146  
P: 702-368-4217 | F: 702.368.4219  
jill.difabbio@nfp.com | NFP.com



**OLD REPUBLIC TITLE**

**YOUR COMMERCIAL TEAM!**

Protecting Your Property Rights

	<b>BOB STEWART</b> 702.523.9963		<b>MICHELLE ROBBINS</b> 702.804.7720
--	------------------------------------	---	---

visit us online at [oldrepublictitle.com](http://oldrepublictitle.com)



**ROI Commercial Real Estate**

- Brokerage
- Landlord Representation
- Tenant Representation
- Investment

9121 W Russell Rd Suite 111  
Las Vegas, NV 89148  
P: 702.363.3100  
www.roicre.com

  



**Continuing Education Seminar**  
**Tenant Improvements Made Easy**  
**Thursday, Sept. 19, 9 - Noon**

**3 Hours of CE Credit for:**  
General Real Estate |  
Property Management  
CE-5821001

**Registration Call:**  
**702-784-5000**



**Location: GLVAR | 6360 S. Rainbow Blvd., LVNV 89118**





**First American Title™**  
NATIONAL COMMERCIAL SERVICES

## Your most powerful Nevada team ever — in a new location!

Your First American Title National Commercial Services team in Nevada has moved – bringing all our team members into one convenient location. Formerly of Nevada Title, our newest colleagues complement the skill and expertise you’ve come to expect from us.

With one-stop service for deals of any size, scope or location, you can rest assured your transaction is in Nevada’s most experienced hands.

### *Partnership you can trust.*

**Gregg Corlyn**

gcorlyn@firstam.com | 702.219.5434

**Marco Antonio Walton**

mwalton@firstam.com | 702.305.6967

**Robert Kolesar Jr.**

rkolesar@firstam.com | 702.595.5017

**Travis Nelson**

tnelson@firstam.com | 702.596.9046

## We are now serving you from

CENTRA POINT  
8311 W. SUNSET ROAD, SUITE 100  
LAS VEGAS, NV 89113  
702.266.8999

First American Title Insurance Company, and the operating divisions thereof, make no express or implied warranty respecting the information presented and assume no responsibility for errors or omissions. First American, the eagle logo, First American Title, and firstam.com are registered trademarks or trademarks of First American Financial Corporation and/or its affiliates.

©2019 First American Financial Corporation and/or its affiliates. All rights reserved.

Southern Nevada  
CCIM Chapter  
P.O. Box 97653  
Las Vegas, NV 89193

Ready to Start the  
Journey Towards Your  
CCIM Designation?



Please contact your Candidate  
Guidance Chair, Robin Civish, CCIM  
with any questions: 702-550-4977

**CCIM Education** MARK YOUR CALENDARS ...

September 23-26, 2019  
CI 103 User Decision  
Analysis for Commercial  
Investment Real Estate

**Class Location**  
Greater Las Vegas Association of Realtors (GLVAR)  
6360 South Rainbow Blvd.  
Las Vegas, NV 89118

Questions?  
Robin Civish, CCIM | 702.550.4977  
Andy Crawford, CCIM | 702.792.7552

**CCIM** ARE YOU A MEMBER OF THE SOUTHERN NEVADA CCIM CHAPTER?

**Your Annual Membership Includes:**

- ☞ Substantial discounts on Chapter sponsored CCIM Classes and Program Luncheons
- ☞ Tickets to Annual Holiday Luncheon
- ☞ Great Networking Opportunities
- ☞ Bimonthly Chapter Newsletter, *The Perspective*

**With Your Membership, You May Also:**

- ☞ Apply for a Course Scholarship
- ☞ Volunteer on a Committee

**[www.snccim.org](http://www.snccim.org)**