COMPANY OVERVIEW



TECHNOLOGY

RELATIONSHIPS

RESEARCH

EDUCATION

About NAI Excel

NAI Excel is a leading provider of commercial real estate services across the U.S. with offices in Nevada, Texas, and Utah. The company is part of the NAI Global network comprising more than 325 offices across 65 countries.

NAI Excel offices are led by highly experienced local professionals who are dedicated to helping our clients achieve exceptional results. Serving both urban and rural real estate markets, we leverage our global resources to help you excel in your real estate objectives. When you work with a member of our team, you get the benefit of working with our entire network.

NAI Excel is a subsidiary of Brokers Holdings, LLC, which operates commercial and residential real estate brokerages across multiple states across the U.S. The company was founded in 1982 when several real estate brokerages decided to come together and form a single brokerage company. That company has since grown to encompass more than 25 offices and 800 real estate professionals who are managing \$1 billion in assets and closing more than 5,000 transactions annually with a combined value of over \$2 billion.

About NAI Global

NAI Global is a leading global commercial real estate brokerage firm. NAI Global offices are leaders in their local markets and work in unison to provide clients with exceptional solutions to their commercial real estate needs. NAI Global has more than 325 offices strategically located throughout North America, Latin America, Europe, Africa and Asia Pacific, with over 5,800 local market professionals, managing in excess of 1.1 billion square feet of property and facilities. Annually, NAI Global completes in excess of \$20 billion in commercial real estate transactions throughout the world.



naiglobal.com | naiexcel.com

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



325+

1.1 BIL SF MANAGED 5,800+

TOP 5 2022 LIPSEY RANKING

- Better Photography. -

RESEARCH

When a picture says a thousand words, you shouldn't trust an amateur to paint the picture of your property. Design starts with our professional staff who capture your property in the very best light. In addition to architectural photography, our drone pilot capture expert aerial views and our 3D virtual reality tours offer an on demand walk through of your property. We offer the best and latest technology in visually capturing your real estate.



PROFESSIONAL PHOTOGRAPHER



360° VIRTUAL TOUR



AERIAL PHOTOGRAPHY

Better Listing Websites. -

We create an individual property website for you and direct traffic to it from all across the globe. We not only use our email and social media channels to get traffic here, but we also advertise your property on the largest commercial real estate listing display sites in the world. Interested parties are directed back to your property website where customers can obtain more information and take the next steps toward making a deal.



Your Property Website https://helloarti.com/view/65402

Better 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.



SITE ANALYSIS

SIS TRAF

TRAFFIC COUNTS

PROPERTY DEMOGRAPHICS

PROPERTY WEBSITE



PROPERTY BROCHURES



FLOORPLAN



MAPS/GIS

Better E-mail Marketing.

Our focus is to maintain broad exposure for your property. This includes targeted email distribution to past and current clients, new prospects, and real estate brokers. Recipients are selected from a wide variety of sources in database made possible through our powerful technology platform. Email campaigns are determined by property type, prospect interest, and purpose to ensure recipients receive information most pertinent to them. Our marketing saturates local, regional, and national audiences.



Better 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.



Better Results.

Better photography, email marketing, listing websites, signs, and graphic design, support our sales team in delivering to you better results.



RESEARCH

A R T I[®] Transact

ARTI® is custom designed for NAI Excel. No other system does what ARTI® can do, and no other commercial real estate brokerage has access to it. ARTI® is your marketing system and transaction file delivering you 100% transparency and unrivaled results...

ARTI® is a better way to transact real estate.



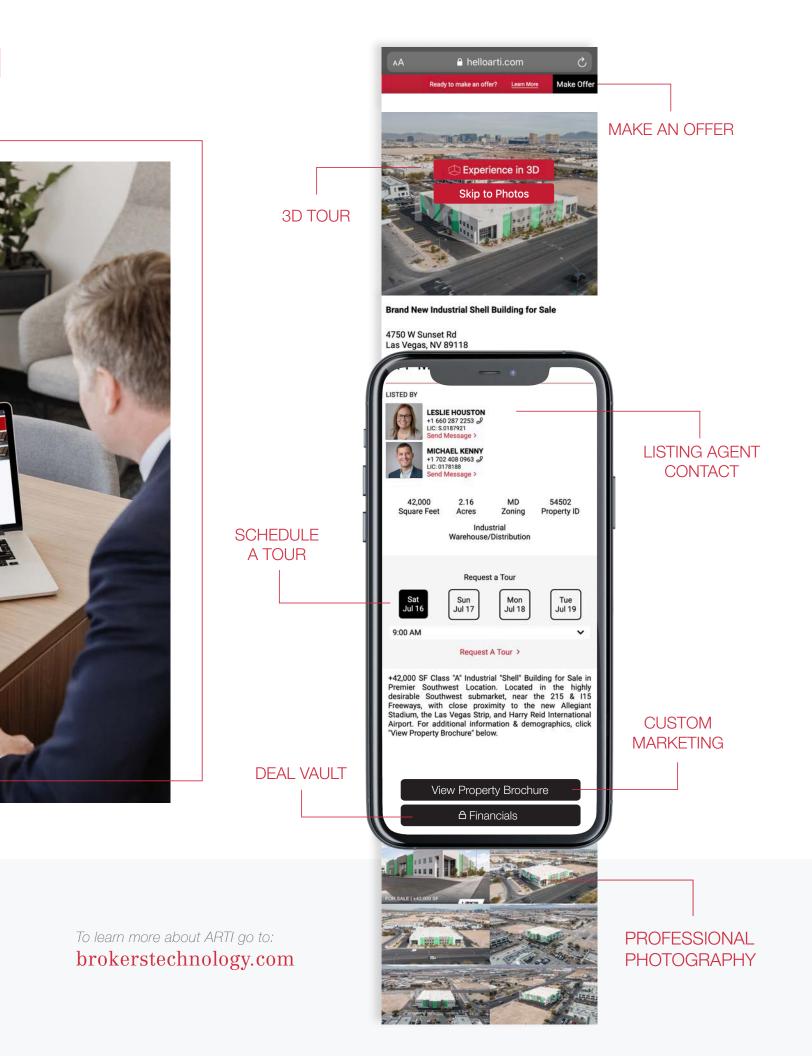
15,000 DEALS MANAGED

100K VIRTUAL SHOWINGS PER MONTH





The more a client knows, the more efficient the transaction. ARTI® is a transaction oversight tool that puts agents and clients on the same playing field.



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.

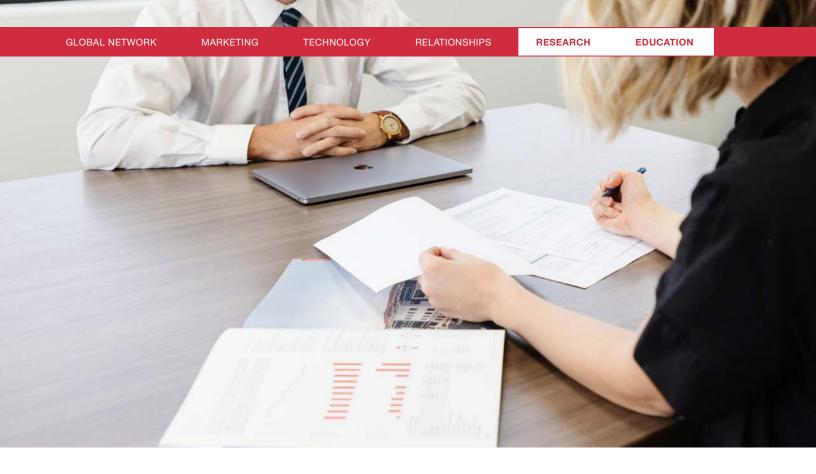
NAI reaches out to local, regional and national firms that may have clients with interest in our offerings. We are anxious to work with them and their clients to sell or lease your property.



The people we surround ourselves with are our greatest assets. While other forms of marketing are critical, relationships are what produce results.







Asking Lease Rates

Average Vacancy Rate

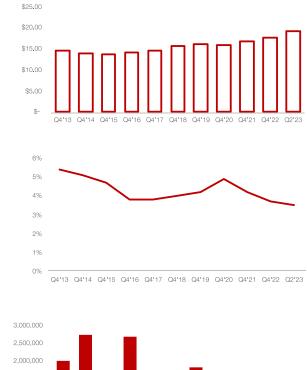
Completion in SF

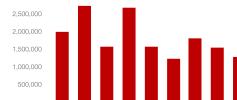
5-7% CAP RATE

Research.

Our offices publish commercial and residential market research across Utah and Nevada. NAI Excel is known for their deep and rich data. Lending institutions, appraisers, and business consultants look to our market reports as the authority on commercial real estate market trends. 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 data. NAI publishes statistics for the office, retail, industrial, and multifamily markets. Additionally, single family housing reports are published for every major market from Las Vegas to Salt Lake City, through our affiliate.

✓ 3.5% ^{\$}19.13 ^{VACANCY} ^S19.13 SAMPLE CHARTS





Q4'13 Q4'14 Q4'15 Q4'16 Q4'17 Q4'18 Q4'19 Q4'20 Q4'21 Q4'22 Q2'23



Education.

Our foundation as your commercial real estate advisor comes from education and experience. Our continual quest for learning is demonstrated by dozens of university degrees and professional real estate designations. Completing several hundred transactions a year and decades of experience allows us to help you navigate complex transactions.



NAIOP DESIGNATION



ICSC DESIGNATION

SIOR

SIOR DESIGNATION



CCIM DESIGNATION

15 YEARS OF RESEARCH

100,000+ ON DISTRIBUTION LIST 20 SEGMENTS COVERED

Our research and education keep you in the front of a changing real estate market.



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