

2017

MID-YEAR

NAI Excel
NAI Vegas

CONTENT

01 2017 YTD Recent Transactions

05 Market Research

06 Office

07 Industrial

09 Retail

11 Iron County

12 Multifamily

13 Area Activity Map

15 Area Activity

16 Hospitality

17 NAI Asset Management Services

19 Single Family Investment

22 Residential

23 Property For Sale or Lease

25 Farm & Ranch

28 Our People

Rocky Vista University

NAI Welcomes Rocky Vista University and its inaugural class of 125 students. NAI represented Rocky Vista in the acquisition of the land for its campus site for osteopathic medicine, representing the first medical school to open in Utah in over 100 years.



Welcome to NAI Vegas

Relationships are everything in real estate. Our clients are expanding their services and geographic footprint and we are following suit. This spring, we entered into a partnership with NAI Vegas that connected us with the premier team of commercial real estate brokers in Las Vegas.

Pat Sauter, Managing Partner in Las Vegas, is one of the most respected brokers in the industry who, along with Art Carll-Tangora and Antone Brazill, dominate in the multifamily space. Our industrial team lead by Eric Larkin and our office/investment team lead by Mark Musser are bright, hard working, and market leaders in their respective specialties.

As your investment or business plans expand, let us demonstrate how a regional firm connected to a worldwide network of brokers can make moving between markets a seamless experience with local professionals.

In addition to our geographic expansion, we have launched Arti, a proprietary real estate marketing and transaction management platform. With integrated listing websites, real time lead capture, client notifications, and a first in the industry transaction window, our clients can transact with more transparency, better organizational structure, and more speed.

We expect the balance of 2017 to remain a strong, active market. We look forward to our next real estate assignment with you.

Sincerely,

Jon Walter,
Chief Operating Officer

Mark Walter,
Managing Partner Utah

Pat Sauter,
Managing Partner Nevada

Neil Walter,
Chief Executive Officer



2017

YTD RECENT TRANSACTIONS

Office, Retail, Industrial, Land
Investment & Special Use Properties
Leasing & Asset Management
Commercial & Residential Development
Farm, Ranch, & Recreation

Recent Transactions

LEHI DEVELOPMENT PROPERTY

Offered at **\$3,400,000**
14± ACRES

AGENT:
Neil Walter

Sold Q1 2017

Rio Plaza

Washington, Utah
33,000 SF

AGENT:
Jason Griffith

Sold Q1 2017

FT PIERCE MANUFACTURING BUILDING

Offered at **\$1,499,000**
9,000 SF

AGENT:
Curren Christensen

Sold Q2 2017



10 Year Federally
Backed Lease

AGENTS:
Greg Whitehead • Gregg McArthur
Jason Griffith

Leased Q2 2017

VEYO-POOL

Offered at **\$1,300,000**
46.31 ACRES

AGENTS:
Jon Walter • Wes Davis

Sold Q2 2017



Offered at **\$1,500,000**
13,440 SF

AGENT:
Brandon Vandermyde

Sold Q1 2017



Offered at **\$1,475,000**
Net Leased Investment

AGENTS:
Curren Christensen
Brandon Vandermyde

Sold Q2 2017

SHOPPES AT SANTA CLARA

10 Year Lease

AGENT:
Meeja McAllister

Leased Q2 2017

NAI Excel HOSPITALITY

Offered at **\$4,100,000**
National Franchise Hotel

AGENTS:
Greg Whitehead • Gregg McArthur

Sold Q2 2017

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



2016 Transaction Volume:
\$125,000,000

Transaction Sides: **430**

Recreation & Development Land: **OVER 3,000 AC**

Buildings Leased or Sold: **1,000,000 SF**

**435 E TABERNACLE
OFFICE BUILDING**

Offered at **\$995,000**
15,000 SF

AGENT:
Jon Walter

Sold Q2 2017



Offered at **\$675,000**
5,000 SF

AGENT:
Brandon Vandermyde

Sold Q2 2017

**475 W BUENA
VISTA CHURCH**

Offered at **\$1,050,000**
18,000 SF

AGENT:
Jason Griffith

Sold Q2 2017

**CANYON CREEK
RANCH**

Offered at **\$1,300,000**
31 ACRES

AGENT:
Mark Walter

Sold Q1 2017



Washington, Utah
12,000 SF

AGENT:
Meeja McAllister

Leased Q2 2017

**GREEN SPRINGS
SHOPPING CENTER**

Washington, Utah
58,700 SF

AGENT:
Jason Griffith

Sold Q2 2017

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



The Premier Managed Commercial Real Estate Network

Entrepreneurial Spirit Actively Harnessed and Managed to the Benefit of Clients

400+ **7,000+**
Offices Professionals

425+ MILLION
SF Managed

TOP 5 BRAND

2017 Lipsey Ranking of
Commercial Real Estate Brands
NAI Global

MARKET RESEARCH

We provide data and market insights
that inform decision makers.

Office - Washington County

Review

Business owners are absorbing more office space across the county as availability declines and asking lease rates are on the rise. The total office market vacancy declined to 4.4% from 5.5% at year end. Class A vacancies increased for a few prominent central business district assets.

Medical office is undergoing significant development. The \$300 Million Dixie Regional Medical Center expansion is moving along adding some 400,000 sf to the hospital. Rocky Vista University finished its 104,000 sf facility in Ivins. Riverside Medical is under construction on a 57,000 sf complex next to Heritage Elementary and a 17 acre complex is proposed on Mall Drive across from Lin's. Other medical projects include the Riverside Drive Skilled Nursing Facility, The Haven assisted living and Solacium Sunrise.

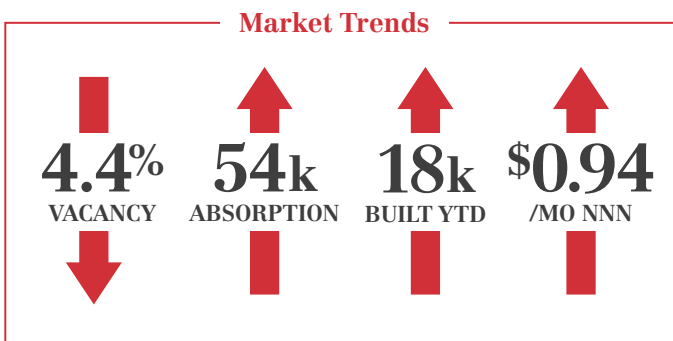
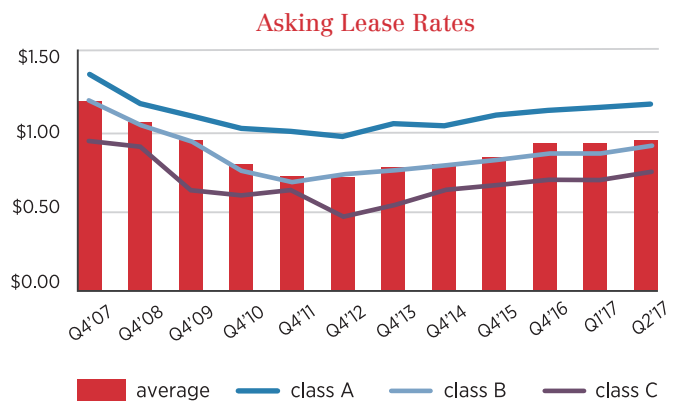
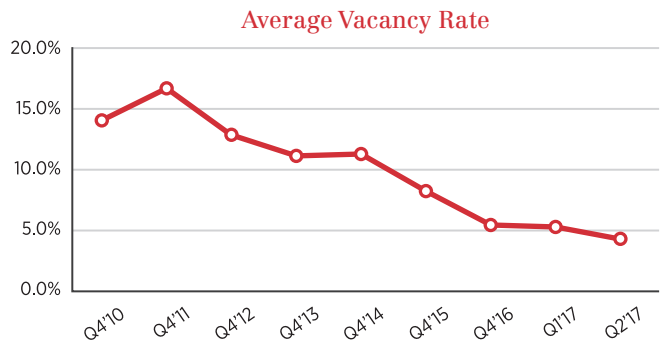
Dixie Power completed a building on River Road and reconstructed its Bloomington location. First Colony Mortgage and Stevens-Henager are proposed on South River Road as well as a dentist office off South Mall Drive and a law office in front of the Hurricane Wal-Mart. Dixie State University, Dixie ATC, and the Washington County School District have construction projects going across the county.

Outlook

Demand in the office market will drive increased construction. Healthcare and education will be long term drivers for the office market drawing additional retirees and young talent to the area. St. George City is seeking to draw technology companies to the area at the Ridgetop Complex. Investment in the office market is surrounding the downtown area which will continue to be desirable.

ASKING LEASE RATES (NNN)	CLASS A	CLASS B	CLASS C
low	\$0.95	\$0.75	\$0.65
high	\$1.40	\$1.15	\$0.90
average	\$1.17	\$0.92	\$0.76
vacancy	7.6%	5.0%	3.0%

total vacancy	4.4%
2016 year end inventory	3,396,000
built year to date	18,000
2017 year to date inventory	3,414,000
land value per sf	\$8-14
CAP rates	6-8%
under construction	57,000
absorption year to date	54,000



	Q4'10	CHART	Q2'17
Office	13.9%		4.4%
A	12.6%		7.6%
B	16.4%		5.0%
C	11.5%		3.0%
CBD	12.9%		8.7%
Downtown	13.7%		3.0%
Suburban	23.0%		3.8%
Medical	0.2%		1.8%

Industrial - Washington County

Review

The Industrial sector continues to tighten as prices and very few buildings are available for lease or for sale. Business owners seeking space over 20,000 sf face an especially difficult task. While the reported vacancy rate of 2.7% already reflects an unusually low vacancy rate, more than one half of the vacant space is comprised in a single building recently vacated in the St George Industrial Park. Adjusting for the American Recreation Products building, the total market vacancy rate is 1.1%. While there has been significant absorption to date in 2017, vacating this building resulted in negative net absorption.

Construction is finally ramping up. Holbrook Asphalt and Blackridge Coating recently completed new facilities. Approximately 254,000 sf of space is under construction including Marine United, Ram Company, Martin Trucking, Ft Pierce Storage, Ellis Island Brewery, and White Sage Industrial. Several RV and storage facilities are also being built including PM Storage in Ft Pierce and Monster RV Storage near Sun River.

Outlook

Industrial expansion is finally underway. Where only 30,000 sf of space was finished year to date, several hundred thousand sf will be added in coming months. Proposed projects include the 150,000 sf Beehive Industrial, Litehouse Foods' 180,000 sf addition, and Kenworth on Exit 2.

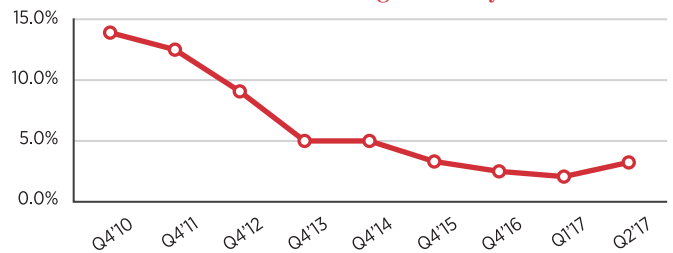
*Adjusting for the American Recreation Products Building, total vacancy is 1.1% and absorption year to date is 130,000 square feet.

ASKING LEASE RATES (NNN)

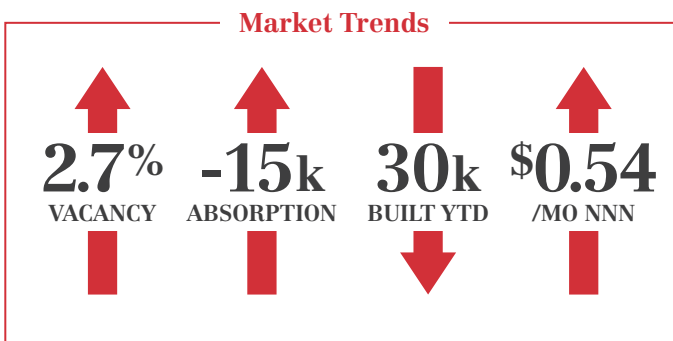
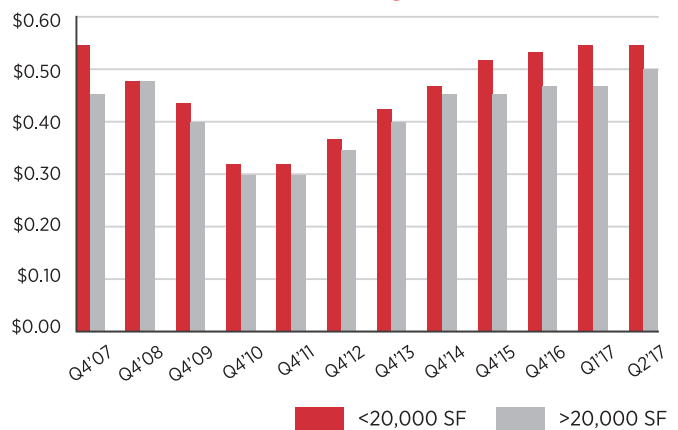
	< 20K SF	> 20K SF
low	\$0.45	\$0.35
high	\$0.78	\$0.60
average	\$0.58	\$0.50
vacancy	1.3%	3.1%

total vacancy	2.7%
2016 year end inventory	9,329,000
built year to date	30,000
2017 year to date inventory	9,359,000
land value per sf	\$2-4
CAP rates	6.5-8%
under construction	254,000
absorption year to date	-15,000

Industrial Average Vacancy Rate



Industrial Asking Lease Rates



	Q4'10	CHART	Q2'17
All	14.0%		2.7%
Ft Pierce	18.8%		<1.0%
Millcreek	24.1%		1.4%
Rio Virgin	32.1%		<1.0%
St George	3.2%		16.1%
Gateway	5.1%		2.0%
Riverside	N/A		<1.0%
Sunset	N/A		2.5%



Riverside Towers

NAI represented the buyer in the purchase of this industrial complex



298 N Industrial Rd

NAI sold this industrial project leased to Winsupply and Baker Distributing

Retail - Washington County

Review

There is a high level of retail expansion across the county. The vacancy rate of 2.6% and new construction activity reflect the short supply and high demand. While many businesses are expanding in high traffic areas, others are seeking more affordable locations by working to balance the economics of expensive land and high construction costs.

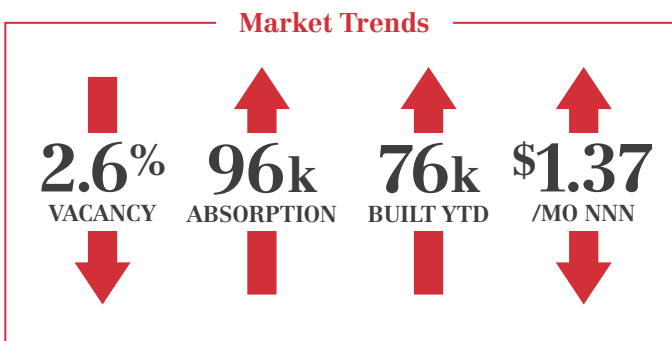
Business owners at the corner of Bluff and St George Boulevard, as well as at the Sunburst Shopping Center have relocated to make way for road expansion and a new development. Online retailers have changed the landscape across the country impacting malls and department stores causing hundreds of closings. Locally, Red Cliffs Mall was acquired and Sears has closed.

Recent building completions include Smith's (Dino Crossing), Starbucks, AT&T, and Sleep Number (Exit 10), Tropical Smoothie Café (Sunset), Foothills Commons and Tagg N Go Car Wash (S. River Road), Brent's Interiors (SG Blvd), Dairy Queen (S. Main), Four Seasons Auto (Highland Dr), St George Auto Gallery (700 S), and Nielson RV (Exit 4).

Retail under construction includes Beans & Brews, Ace Hardware, and Mountain America Credit Union (all at Dino Crossing), Café Rio (Santa Clara), T Mobile and Brent's Pharmacy (Red Cliffs), 24/7 Fitness and Dollar Tree (Hurricane).

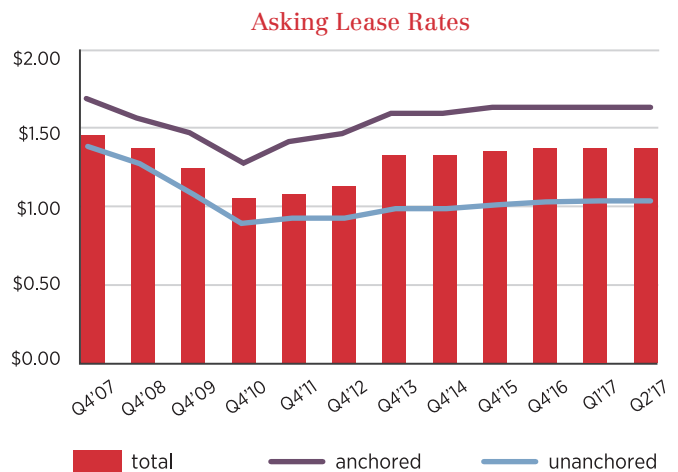
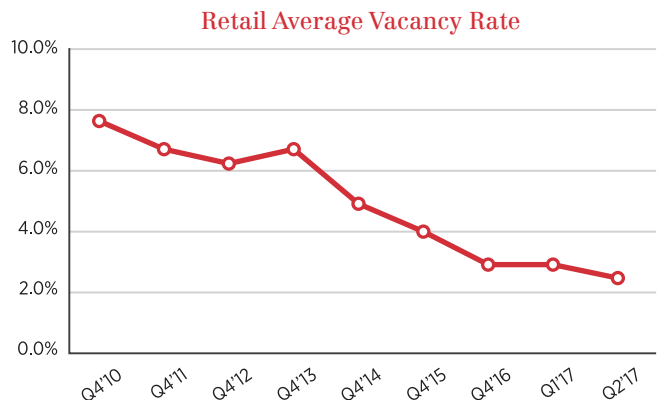
Outlook

Active retail expansion will continue for neighborhood centers, auto services, entertainment, and restaurants. Locations for Kneaders, Taco Bell, Harts Fuel, Popeyes Chicken, Terrible Herbst Gas and Car Wash, Stephen Wade Car Wash, Black Bear Diner, a water park, and many other uses are under way or in negotiation.



ASKING LEASE RATES (NNN)	ANCHOR	NO ANCHOR
low	\$0.95	\$0.75
high	\$3.00	\$1.50
average	\$1.70	\$1.05
vacancy	2.5%	3.0%

total vacancy	2.6%
2016 year end inventory	6,656,000
built year to date	76,000
2017 year to date inventory	6,732,000
land value per sf	\$12-22
CAP rates	6-8%
under construction	210,000
absorption year to date	96,000



	Q4'10	CHART	Q2'17
retail	6.6%		2.6%
anchored	3.5%		2.5%
unanchored	12.1%		3.0%
free standing	9.3%		2.4%



Green Springs Shopping Center

NAI assisted the owner in the sale of this 58,700 sf retail center on Exit 10



Veyo Pool Resort

NAI facilitated the sale of the Veyo Pool Resort on its 90th anniversary

Cedar City

Overview

Festival City continues to see improved market conditions as the economic recovery accelerates. Student housing is rising adjacent to SUU while a \$17mm business building on campus has received funding. One weekend on Cedar Mountain will eliminate all doubt that the area's economy is in high gear.

Industrial

Led by the Charlotte Pipe's 150,000 SF expansion into the former Cerro Flow Products facility, 125 new jobs are coming to Cedar City as production capacity is added. IFA also completed its new industrial facility. Asking lease rates are up and vacancy rates continue to fall. Finding industrial space is becoming increasingly difficult, and more users will be forced to consider new construction.

Office

Lease rates are rising on lower vacancies. What once was a stubbornly oversupplied market has turned. Other than State Bank's new facility on South Main Street, there is little construction in the market. Expect users to build new space, plus a little extra to lease if rents continue to rise.

Retail

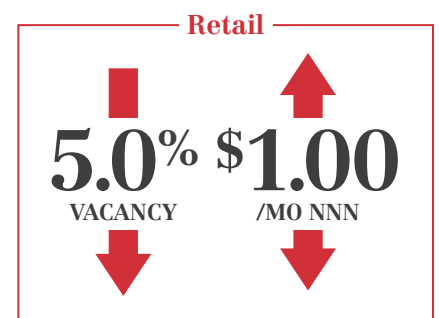
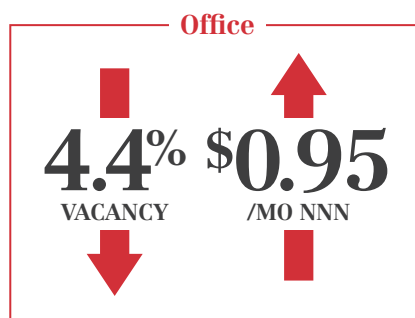
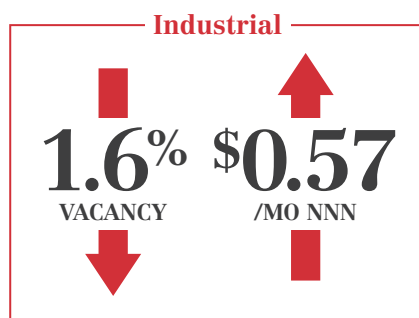
Hotels, restaurants, and mid-box stores are changing the retail landscape. New offerings include TJ Maxx, Tropical Smoothie Café, Jack in the Box, Ross, Deseret Industries, Courtyard Marriott, and Sportsman's Warehouse. Rainbow Sign and Banner is under construction on Main. Smaller expansions include Pork Belly's, Hibbet Sports, Tae's Tea, IG Winery, Palette Creamery and many others. The arrivals are welcome additions in a market with historically limited retail offerings.

ASKING LEASE RATES (NNN)	INDUSTRIAL	OFFICE	RETAIL
low	\$0.35	\$0.75	\$0.70
high	\$0.75	\$1.30	\$1.50
average	\$0.57	\$0.95	\$1.00
vacancy	1.6%	4.4%	5.0%

ASKING LEASE RATES (NNN)	Q4'09	CHART	Q2'17
industrial <20k	\$0.45		\$0.52
industrial >20k	\$0.35		\$0.45
office	\$0.85		\$0.95
retail	\$1.10		\$1.00

VACANCY RATES	Q4'12	CHART	Q2'17
industrial <20k	8.5%		10.3%
industrial >20k	26.7%		<1.0%
office	16.0%		4.4%
retail	7.2%		5.0%

Market Trends



Multifamily

Even Tighter

Just when we thought the Southern Utah multifamily market couldn't get any tighter, it did. Rents rose 5.6% since the end of 2016. Vacancy rates remain under 1%. With increasing demand and no new supply, rising prices are the only feasible outcome.

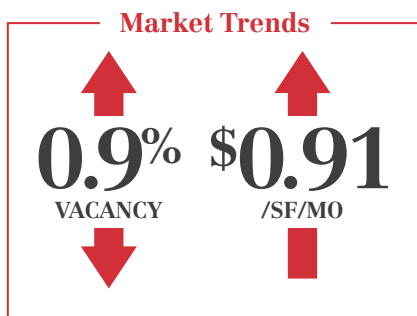
A lack of housing affordability disproportionately affects young families and low income families. The only sustainable solution is more inventory. Other than student housing there have been no significant multifamily construction projects in the St. George area in a decade. Other asset classes have seen substantial increases in supply while multifamily has not.

The Vintage at Dixie State University is near completion and Rocky Vista's on campus housing will be ready for school to open in August. Sunburst Plaza has been vacated to make way for a new project on 700 S. Proposed projects such as Greyhawk, Riverwalk Village, City View, and Joule Plaza have been in discussions for more than two years in some cases.

Outlook

Expect rents to appreciate aggressively while developers seek ways to get their projects out of the ground. Rising rents, proportionally rising construction and land costs are hurting project economics. Cities can have a direct impact on affordable housing supply by allowing increased density and lowering impact fees.

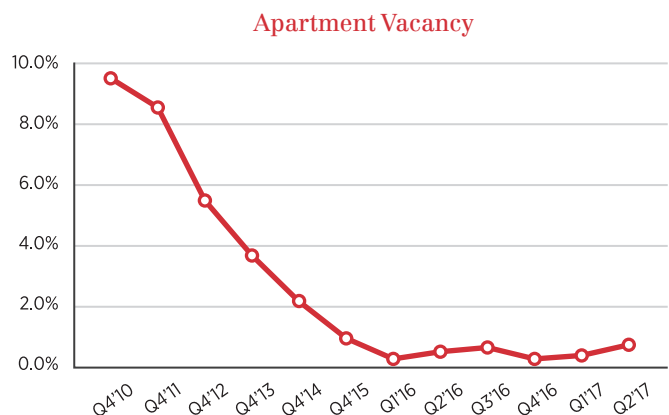
For a more comprehensive look at multifamily project economics and proposed solutions, please download a free whitepaper at www.excelcres.com/affordability.



VACANCY	Q1'11	CHART	Q2'17
1 bed 1 bath	1.6%		<1.0%
2 bed 1 bath	3.4%		0.4%
2 bed 2 bath	15.5%		1.9%
3 bed 2 bath	4.0%		<1.0%
average	8.1%		0.9%

RENT	Q1'11	CHART	Q2'17
1 bed 1 bath	\$558		\$740
2 bed 1 bath	\$633		\$782
2 bed 2 bath	\$690		\$937
3 bed 2 bath	\$838		\$1,174
average	\$661		\$879

RENT/SF	Q1'11	CHART	Q2'17
1 bed 1 bath	\$0.87		\$1.14
2 bed 1 bath	\$0.64		\$0.80
2 bed 2 bath	\$0.68		\$0.92
3 bed 2 bath	\$0.65		\$0.91
average	\$0.69		\$0.91







Cedar City

Hurricane Valley & Springdale

Under Construction

Negotiating or Permitting Process

Area Activity



Rocky Vista University



Smith's - Washington Fields



The Vintage Student Housing



Hampton Inn & Suites



DXATC - Old Airport



Exit 10 Starbucks

- Litehouse Foods is planning a \$40 Million expansion that will add more than 180,000 sf. Expected to be completed March 2018, the plan will triple the size of the current facility and add 165 new jobs.
- Deseret Industries opened its 48,000 sf building near Home Depot in Cedar City on April 20th.
- RAM Company is underway on an 80,000 sf \$11 Million expansion east of its existing site.
- The \$45 Million Dixie Applied Technology College is taking shape at the Ridge Top Complex. The 177,000 sf facility at the former airport site is expected to anchor this new business and technology park.
- Southern Utah University broke ground on a \$16 million business building in May. This 42,000 sf building will be located in the current parking lot of the Sharwan Smith Student Center.
- Splash City Adventure Water Park is seeking city approval for a tropical island themed water park on Middleton Dr.
- Dixie State University is moving forward with projects including Legend Solar Stadium, a new Health and Human Services building, and an innovation center at the former East Elementary.
- Port 15 Industrial Park welcomes Mueller Industries bringing 70 jobs to cedar city while Charlotte Pipe is planning a 150,000 sf expansion adding 30 jobs.
- Medical office expansion is on the horizon with Riverside Medical under construction.
- Rocky Vista University held its grand opening for its 104,000 sf medical school on 32 acres in Ivins. This is the first medical school in Utah in over 100 years and will welcome 125 students into its program this fall.
- Dixie Regional Medical Center is making progress on its \$300 Million hospital expansion including women and newborn services, trauma care, neurosurgery and cardiovascular services in 400,000 additional sf.



Hospitality

Hotel construction is at an all-time high in Southern Utah. The number of rooms completed in the first 6 months of 2017 exceeds any full year in the area's history. Approximately 400 rooms have been added in the first 6 months with more than 450 more expected to be finished by year end.

Travel to the region is driven by warm climate, access to outdoors, sports tournaments, lakes, the arts, and several state and national parks. A record numbers of visitors to Zion National Park have increased traffic and occupancy rates with more than half the new hotels coming in Springdale and the Hurricane Valley.

In addition to construction activity, operators are completing renovations and getting creative about enhancing their property. In Springdale, the Cable Mountain Lodge is converting its Imax Theatre to new suites. Hotel transactions are occurring at strong values with exceptionally high occupancy and room rates. The near-term hotel outlook is looking a lot like the August weather — hot.

www.naihospitality.com

UNDER CONSTRUCTION	CITY	ROOM ESTIMATE
Courtyard by Marriott	Cedar City	112
Clarion Hotel	Hurricane	
Cable Mountain Lodge	Springdale	31
Driftwood Expansion	Springdale	30
Best Western Plus	Springdale	69
Bumbleberry Inn	Springdale	24
Comfort Inn & Suites	St. George	91
Hampton Inn	St. George	115
Fairfield Marriott	Virgin	100

PROPOSED	CITY	ROOM ESTIMATE
Snow House Hotel	St. George	60
Wyndham Garden	La Verkin	
SpringHill Suites	St. George	122
Comfort Inn & Suites	Hurricane	
Staybridge Hotel	St. George	
My Place Hotel	St. George	67
Sentierre	Ivins	105

COMPLETED 2017 YTD	CITY	ROOM ESTIMATE
Wingate by Wyndham	Hurricane	84
La Quinta	La Verkin	93
SpringHill Suites by Marriott	Springdale	114
Hyatt Place	St. George	120
total		411

NAI Asset Management Services

With over \$250 Million in assets under management, NAI Excel and its affiliates are trusted managers of more than 1,000 commercial and residential properties from Las Vegas to Salt Lake City. With eight 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*

“

NAI made it
possible to own
office buildings
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– State Institutional Trust
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Coral Canyon Managed Since 2010



\$250 MILLION IN ASSETS MANAGED

Single Family Investment



Vegas Investment

SINGLE FAMILY	JANUARY 2016	CHART	MARCH 2017
available for rent	2,338		1,431
month supply	1.61		0.83
single family rented	1,453		1,715
average DOM	40		26
median rent price	1,295		1,350
2 bed rented price	1,105		1,150
2 bed price/sf	0.87		0.91
3 bed rented price	1,262		1,295
3 bed price/sf	0.77		0.81
4 bed rented price	1,585		1,525
4 bed price/sf	0.70		0.71
5 bed rented price	1,998		1,900
5 bed price/sf	0.65		0.66

TOWNHOMES	JANUARY 2016	CHART	MARCH 2017
available for rent	1,048		675
month supply	1.77		1.00
condos rented	593		672
average DOM	47		28
median rented price	900		950
1 bed rented price	708		800
1 bed price/sf	0.96		1.11
2 bed rented price	925		945
2 bed price/sf	0.82		0.88
3 bed rented price	1,034		1,100
3 bed price/sf	0.76		0.82



Overview

A trend that has emerged in this real estate cycle is the substantial institutional capital placed in the direct acquisition of single family homes. Investment funds that typically acquired commercial, multifamily, or debt instruments, have now amassed portfolios of thousands of homes across the country as rentals. With low vacancy rates and increasing rental rates, some of our clients have likewise pursued single family rentals as an investment strategy in multiple markets.

The single family investment index tracks actual revenue received against median home prices. This metric does not take into consideration risk based on market size or operating expenses. The single family investment sector includes condos, townhomes, and detached single family homes. It does not include multifamily, lots, or any commercial real estate asset class. Also note that rental rates are actual rents from leases executed over several months as opposed to asking rates.

Owners of rental homes are experiencing strong appreciation in their assets while rents rise and vacancy rates are at historic lows. Home owners that had rented out their underwater homes are now taking the opportunity to sell. With strong population growth and limited rentals in the region, tenants are having a hard time finding a home.

As managers of over one thousand single family residences from Las Vegas to Salt Lake City, our companies are equipped to make your investment in single family homes a passive investment with a solid return. If you are interested in building a single family investment portfolio in one market, or across the region, we have the expertise to get you there.

Single Family Research

	LAS VEGAS	MESQUITE	ST. GEORGE	BEAVER	RICHFIELD
vacancy rate	3.5%	3.1%	2.6%	5.1%	2.0%
revenue index	6.8%	5.3%	5.2%	5.0%	5.9%
2 bed	1089	829	823	558	620
3 bed	1,215	956	1,121	808	752
4 bed	1,452	1,058	1,436	1012	848
5 bed	1,712	NA	1,920	NA	875
average actual rent	1,155	876	1,114	812	743
lease rate/sf	0.77	0.65	0.69	0.49	0.51
average sf	1,494	1,345	1,616	1658	1,444
median price	207,363	209,999	252,281	183,514	150,883

* Statistics as of Q1 2017

Market Trends



www.managerswest.com



Hello Structure. Hello Speed. Hello Transparency.

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 helps move the transaction process along, keeps everyone informed, and provides insight through a proprietary transaction window. Arti brings structure, speed, and transparency to real estate transactions. 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.

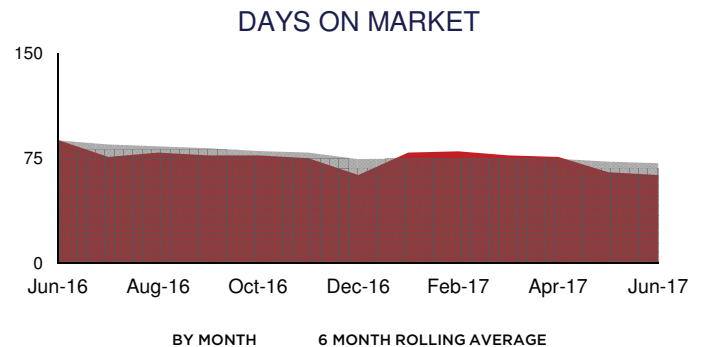
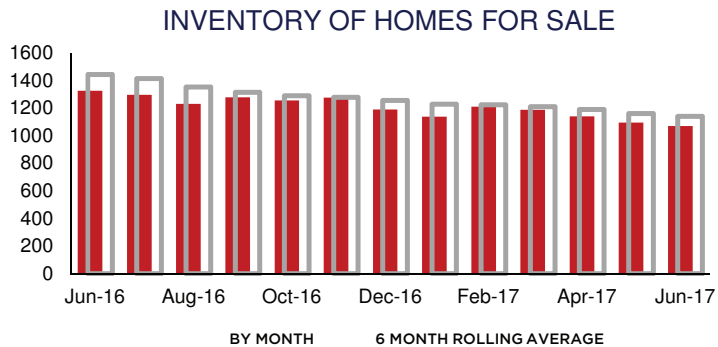
To learn more about Arti go to:
www.brokerstechnology.com











ARTI
your real estate guide

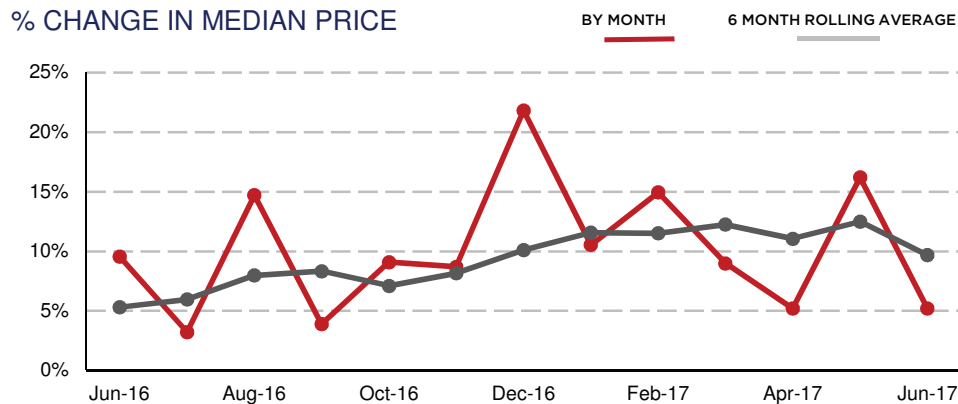
Residential - Washington County

- Inventory continues to tighten with a 19.4% decrease over June 2017.
- Median Sales Price sees a slight bump increasing 5.2% to \$268,250.

Year-Over-Year		
-4.4%	-4.3%	-19.4%
Change in New Listings	Change in Closed Sales	Change in Inventory



	12 MONTH COMPARISON				6 MONTH AVG	
	June 2016		June 2017	+ / -	Last 6 Months	+ / -
New Listings	525		502	-4.4%	523	-3%
Pending Sales	424		443	4.5%	469	12%
Closed Sales	420		402	-4.3%	368	7%
Median Sales Price	\$255,000		\$268,250	5.2%	\$262,698	10%
Average Sales Price	\$294,166		\$293,671	-0.2%	\$302,453	11%
List to Sale Price Ratio	97.1%		97.8%	0.7%	97.7%	-3.4%
Days on Market	88		63	-28.4%	72	-18%
Inventory of Homes for Sale	1327		1070	-19.4%	1141	-21%
Months Supply of Inventory	3.2		2.7	-15.8%	3.0	-32%
Building Permits	127		143	12.6%	144	15%



Over 300 Properties for Sale or Lease in Utah & Nevada

We provide fast, accurate access to information regarding market conditions and the various forms of financing. Our agents have both the experience and the education to help you with your next investment. We represent buyers and sellers from the beginning to the end of each sale transaction.

Brokerage Services:

- *Office*
- *Retail*
- *Industrial*
- *Investment*
- *Multifamily*
- *Hospitality*
- *Land Development*
- *Landlord & Tenant Representation*
- *Mergers & Acquisitions*
- *Farm & Ranch*

Search Our Inventory at:
naiexcel.com or naivegas.com



Netta's Knoll – Development Land for Sale





Canyon Creek Ranch

Veyo, Utah

Upscale Working Horse Ranch



Mat Chappell
Farm & Ranch Specialist

\$895,000

Elk Crossing



Mark Walter
Farm & Ranch Specialist

\$390,000

3 Mile Ranch



Mark Walter
Farm & Ranch Specialist

\$850,000



About the Farm & Ranch Group

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

Because of the unique arrangement, the Farm & Ranch 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. Analysis can also be performed to calculate irrigated acreage, crop production, and best land use practices.

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.

Eagle Mountain Ranch



Mark Walter
Farm & Ranch Specialist

\$7,500,000

Johnson Canyon Ranch



Neil Walter
Farm & Ranch Specialist

\$1,090,000

79 Acre Ranch in Grover, Utah



Mat Chappell
Farm & Ranch Specialist

\$1,250,000

“

NAI Vegas has a solid group of real estate professionals. Collectively our organizations can accomplish much more for our clients than working independently.

– Mark Walter,
Managing Partner, NAI Excel

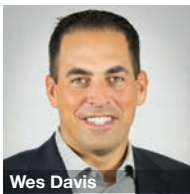
*View complete company information and overview
at naiexcel.com & naivegas.com*



Our People



R. Mark Walter
Managing Partner



Wes Davis
Senior Vice President



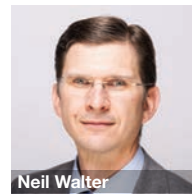
Jason Griffith
Senior Vice President



Curren Christensen
Senior Vice President



Jon Walter
Chief Operating Officer



Neil Walter
Chief Executive Officer



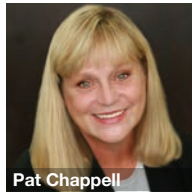
Brandon Vandermyde
Senior Sales Associate



Meeja McAllister
Vice President



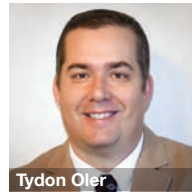
Mat Chappell
Vice President



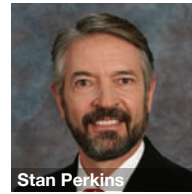
Pat Chappell
Vice President



Roger Stratford
Associate Broker



Tydon Oler
Senior Sales Associate



Stan Perkins
Associate Broker



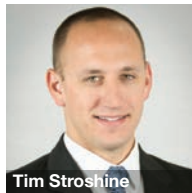
Gregg McArthur
Director of Hospitality



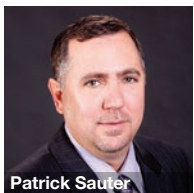
Greg Whitehead
Director of Hospitality



Jon Vandermyde
Senior Asset Manager



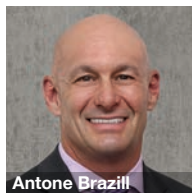
Tim Strohine
Asset Manager



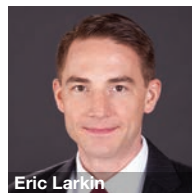
Patrick Sauter
Managing Partner



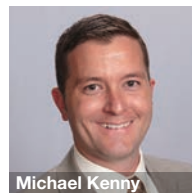
Arthur Carli-Tangora
Senior Multifamily Partner



Antone Brazill
Senior VP Multifamily



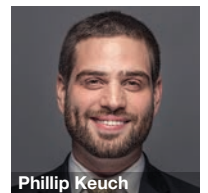
Eric Larkin
Industrial Partner



Michael Kenny
Industrial Associate



Mark Musser
Office Partner



Phillip Keuch
Industrial Specialist



Lloyd Sauter
Founding Partner



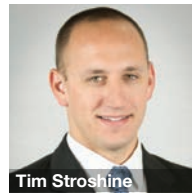
Jon Walter
Chief Operating Officer



Curren Christensen
Senior Vice President

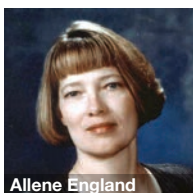


Neil Walter
Chief Executive Officer

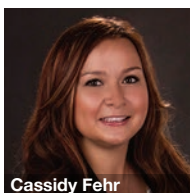


Tim Strohine
Asset Manager

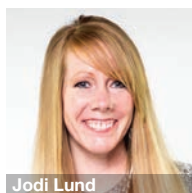
Utah & Nevada Support Team



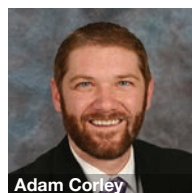
Allene England
Office Manager



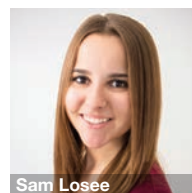
Cassidy Fehr
Office Manager



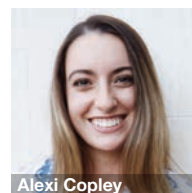
Jodi Lund
Administrative Assistant



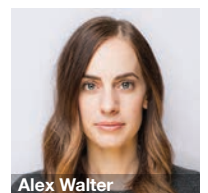
Adam Corley
Accountant



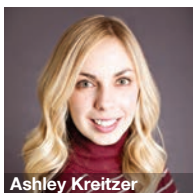
Sam Losee
Staff Photographer



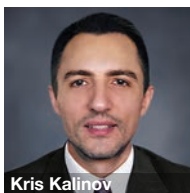
Alexi Copley
Staff Photographer



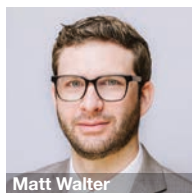
Alex Walter
Creative Director



Ashley Kreitzer
Graphic Designer



Kris Kalinov
Graphic Designer



Matt Walter
Chief Technology Officer



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