

2.67 ACRES IN ART'S DISTRICT

LARGEST QUALIFIED OPPORTUNITY ZONE MULTIFAMILY DEVELOPMENT IN DOWNTOWN LAS VEGAS

FULLY-ENTITLED



NORTHCAP 
COMMERCIAL



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ADVISORY SERVICES

DEVELOPMENT

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Northcap is a real estate company focused on acquisition, brokerage and property management. Founded by John Tippins, the company offers an array of services extending into residential and commercial property management, sales, and advisory roles. As a brokerage, The Northcap team has closed on more than \$1.5 billion in transactions. Northcap is a premier real estate operator.

Northcap is rapidly becoming the best and most dominant “one-stop” commercial real estate and capital markets intermediary. Many company’s tout “teamwork”, but working cooperatively is built into the very structure and concerted culture of Northcap.

The pricing of every real estate asset is directly affected by the nuances of the capital markets. Northcap monitors these subtle shifts through proprietary information, analysis and sharing. We track the activity of players in each market including lenders, buyers, investors, REITs, opportunity funds, mutual funds, hedge funds and advisors throughout the U.S.

You can learn more about Northcap and our service by visiting www.northcap.com.

QUALIFIED OPPORTUNITY ZONE **NEW DEVELOPMENT OPPORTUNITY**

***** THIS PROPERTY IS LOCATED IN A QUALIFIED OPPORTUNITY ZONE *****

TAX CUTS AND JOBS ACT OF 2017

OPPORTUNITY ZONE OVERVIEW

An Opportunity Zone is an economically-distressed community where new investments, under certain conditions, may be eligible for preferential tax treatment. Localities qualify as Opportunity Zones if they have been nominated for that designation by the state and that nomination has been certified by the Secretary of the U.S. Treasury via his delegation of authority to the Internal Revenue Service.

Investments in a QOZ or Qualified Opportunity Fund (QOF) receive preferential tax treatment. Investments in a QOZ or a QOF can retain some of this preferential tax treatment until 2046. An investor who within 180 days reinvests, can defer tax on any prior gains until the earlier of: sale of the investment or December 31, 2026, so long as the gain is invested in a QOZ/QOF. In addition, if the investor holds the investment in the QOZ/QOF for at least ten years, the investor would be eligible for an increase in its basis equal to the fair market value of the investment on the date that it is sold.



2.67 ACRES SWC CHARLESTON & 4TH

KEY INVESTMENT HIGHLIGHTS

1. Qualified Opportunity Zone
2. Entitlements for 501 Apartment Units
3. Largest Land Assemblage in Art's District
4. Strong Demographics & Rental Rate Trends
5. Highly Amenitized and Walkable Art's District
6. Highest Demand Neighborhood with Zero Existing Inventory
7. Close to Large Employment Centers (Downtown and The Strip)
8. Along Charleston Boulevard (35k Cars Per Day)

2.67-ACRES IN DOWNTOWN LAS VEGAS

300, 320, & 330 E. Charleston Blvd, Las Vegas, NV 89104

PROPERTY HIGHLIGHTS

Price: **\$15,950,000**

Address: 300, 320, & 330
E. Charleston Blvd,
Las Vegas, NV 89104

APNs: 162 - 03 - 115 - 001
162 - 03 - 115 - 002

Entitlements: 501 Units

Gross Acreage: 2.67

Zoning: C1
(Downtown Master Plan)

COVERED LAND

Total SF: 43,556 SF

Number of Structures: 3

Parking Stalls: +/- 140

In Place Rents: \$25,764/Mo.

Number of Tenants: 8

*** All leases are short-term and can be fully vacated in 120 days**

PROPERTY OVERVIEW

Rare opportunity to own 2.67-acres in downtown Las Vegas' booming Art's District. The site will be delivered with entitlements for 501 apartment units, 531 parking stalls and 13,813 SF of retail. The site is located in a Qualified Opportunity Zone opening the door to a lot more investors looking to maximize the benefits of the program. The City of Las Vegas recently amended their building code to allow mid-rise developments to go up to 75' allowing maximum density with minimal costs.

- Qualified Opportunity Zone Development meets all timeline requirements.
- Property will be delivered with entitlements allowing construction to begin rapidly.
- High-density, urban in-fill development in booming Art's District.
- One of only a couple truly walkable neighborhoods in the valley.
- High demand neighborhood for housing with zero existing inventory.
- Directly between valley's largest employment centers (Downtown and The Strip)
- City of Las Vegas has poured millions into the district improving streets and walkways.
- Across the street from City's new 3rd Street Linear Park (under construction)

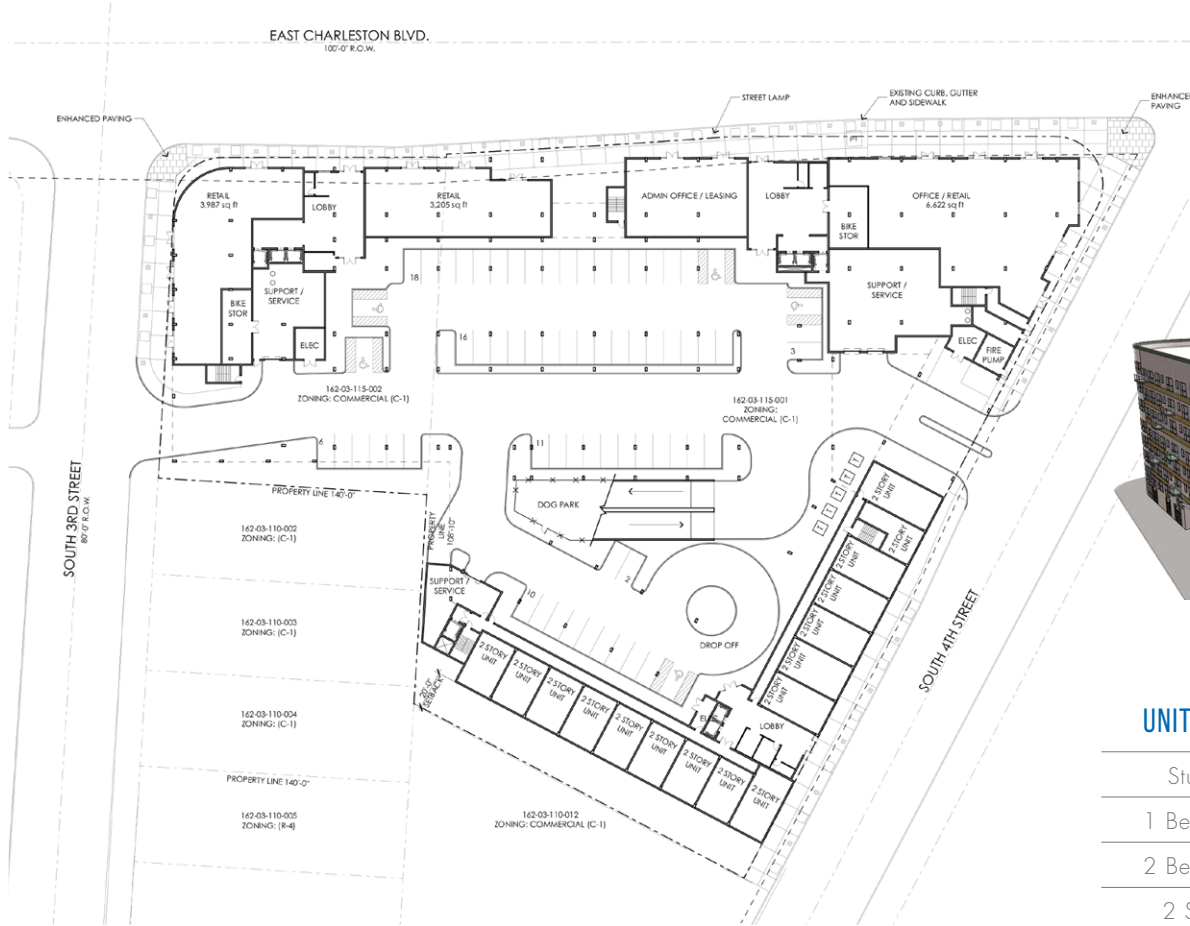
FULLY-ENTITLED MID-RISE MULTIFAMILY DEVELOPMENT



VIEW LOOKING SOUTHWEST



VIEW LOOKING NORTHEAST



GROUND FLOOR PLAN

UNIT TYPE	UNITS	# OF UNITS	UNIT MIX	NSF
Studio	OBR/1BA	255	51%	125,145
1 Bedroom	1BR/1BA	209	42%	160,862
2 Bedroom	2BR/2BA	21	4%	26,740
2 Story	2BR/2BA	16	3%	21,120
<i>Total</i>		<i>501</i>	<i>100%</i>	<i>333,867</i>

RETAIL SPACE: 13,813 SF

PARKING SPACES: 531

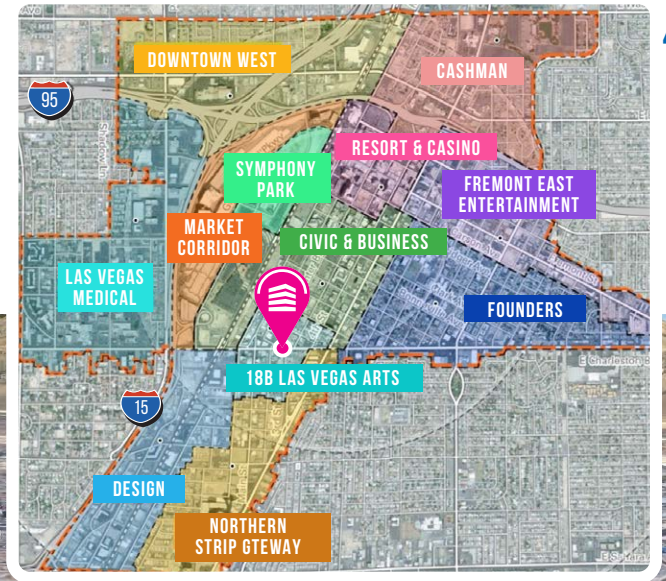
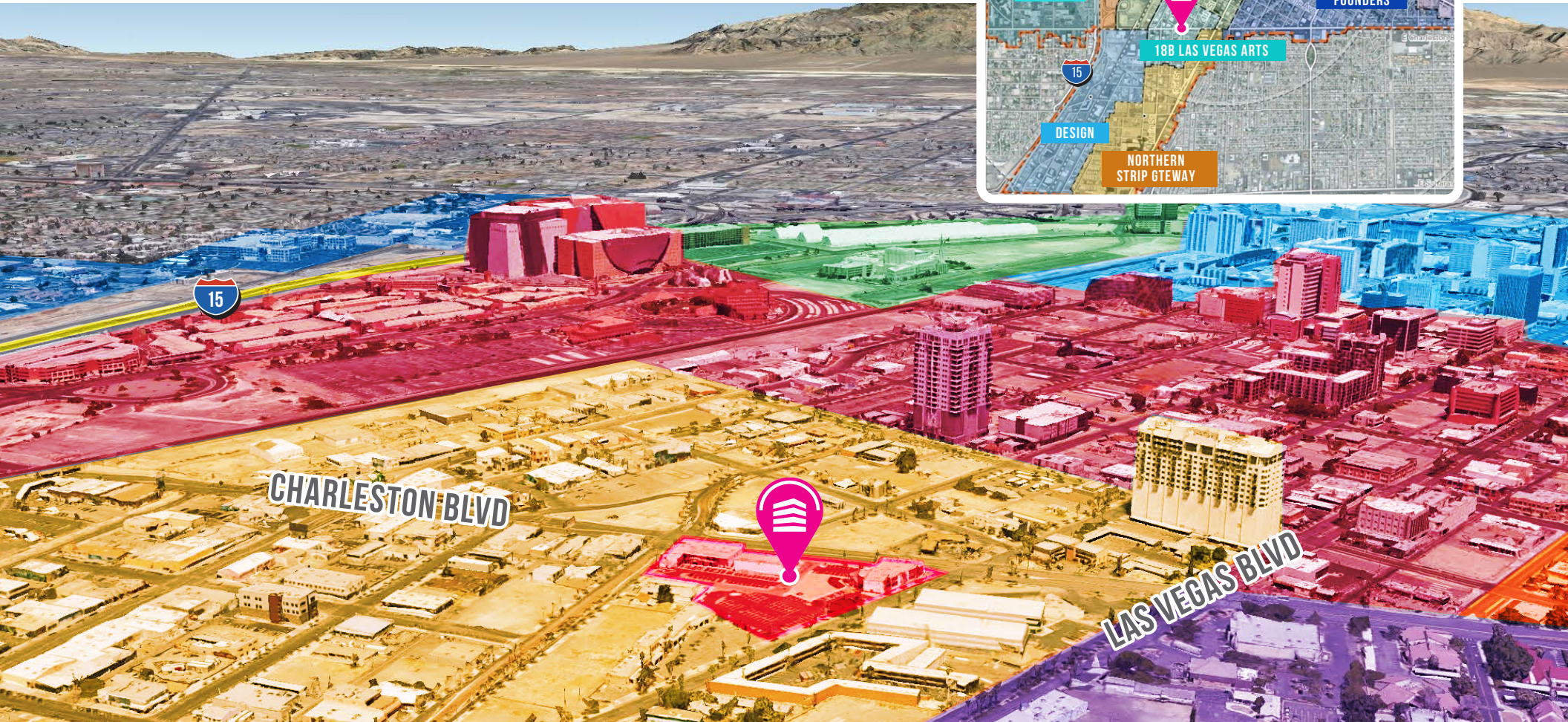
AREA OVERVIEW

EXISTING & NEW DEVELOPMENTS



AREA OVERVIEW

THE DISTRICTS

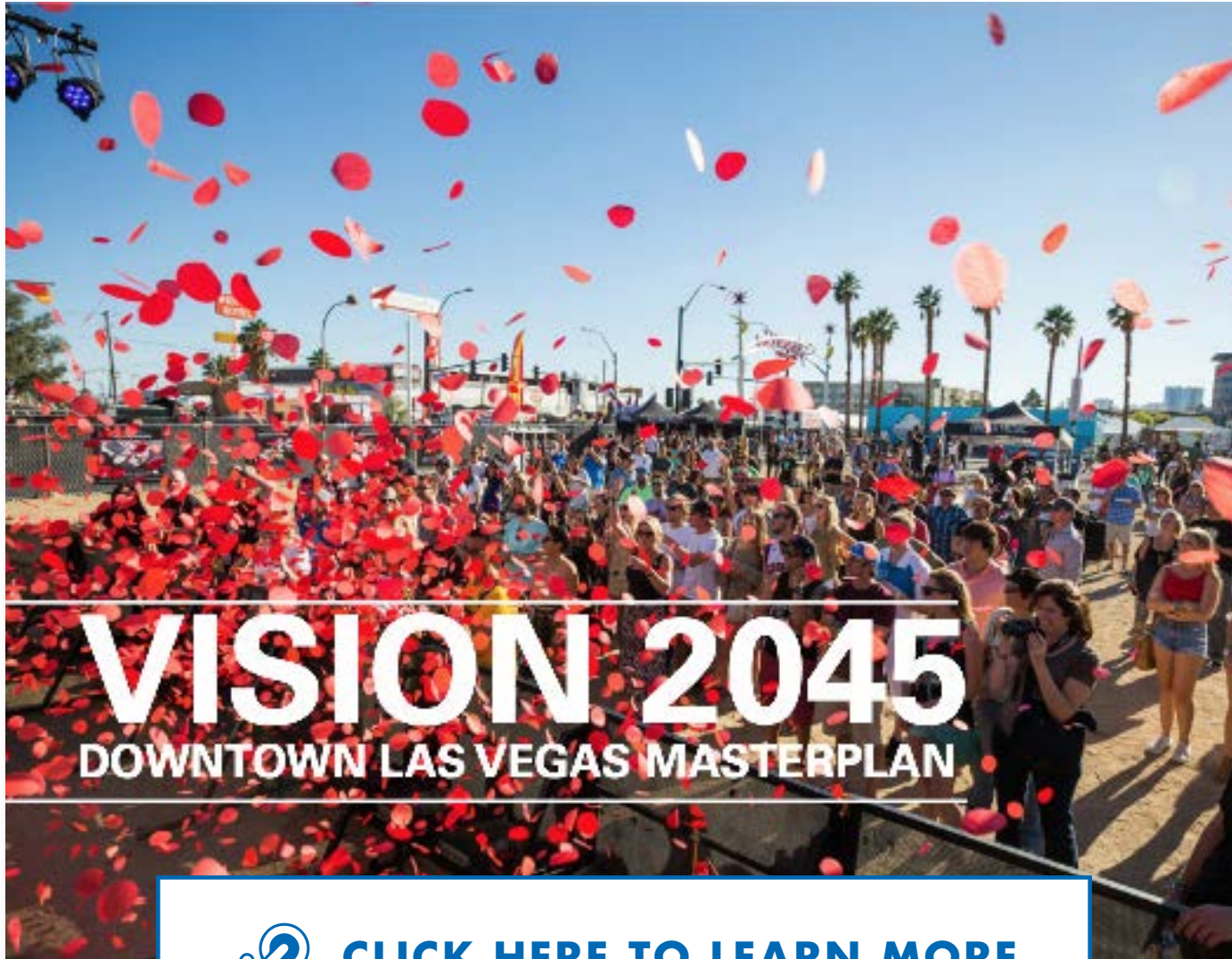


- ART'S DISTRICT
- CIVIC & BUSINESS DISTRICT
- GATEWAY DISTRICT
- FOUNDER'S DISTRICT
- SYMPONY PARK
- RESORT DISTRICT
- MEDICAL DISTRICT



LAS VEGAS MARKET





VISION 2045

DOWNTOWN LAS VEGAS MASTERPLAN



[CLICK HERE TO LEARN MORE](#)



LAS VEGAS MUNICIPAL COURTHOUSE

The Las Vegas City Council on Wednesday approved a \$59.3 million contract to build a four-story municipal courthouse.

The contract with developer the Malasky Group of Cos. includes a \$3 million construction contingency the city hopes to receive back in full. Malasky estimates it can also cut another \$1.1 million in costs.

Construction on the almost 140,000-square-foot courthouse should begin in May and conclude before January 2021, City Manager Scott Adams said. The courthouse will be built on a one-acre downtown property southeast of Las Vegas City Hall, at Clark Avenue and South 1st Street.

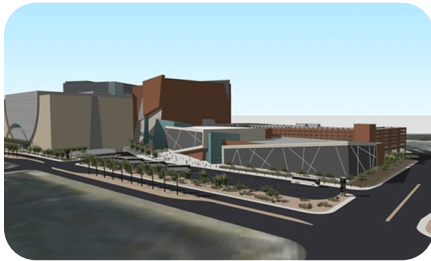
Malasky estimates the project will create 150 construction jobs.

"I think if anyone can bring it in on time and under budget it will be a company like Malasky," Adams said.

The courthouse will have seven courtrooms upon opening and three more can be created by converting space used as classrooms for court-ordered education such as driving school. Another four could be created by relocating staff into another municipal building.

"We think this building will accommodate a doubling of our (city's) population," Adams said. "We'll be building another city hall before we are even worried about courthouses." ...

Excerpt from reviewjournal.com
By Michael Scott Davidson | October 2018



INTERNATIONAL MARKET EXPO CENTER

The city of Las Vegas and International Market Centers are poised to ink a deal to bring a multi-million dollar expo center to downtown Las Vegas.

International Market Centers plans to build a 350,000-square-foot expo center next to its World Market Center, which would be the largest new construction project in downtown Las Vegas in the last few years.

The \$76 million project would be funded in part by \$30 million in tax increment financing from the city of Las Vegas — reinvesting new taxes the development generates, back into the project.

"It's a big investment, but we really think this investment is going to be a catalyst and generate private investment downtown," the city's Economic and Urban Development Director Bill Arent said.

The redevelopment agency is slated to vote Wednesday on a term sheet, which is nonbinding, laying out the project plans and the financing.

The city mothballed the Cashman Center exhibition space at the end of last year, leaving some trade show operators who had used the space for years scrambling to find a new venue...."

Excerpt from reviewjournal.com
By Jamie Munks | March 2018



SYMPHONY PARK APARTMENTS

Southern Land Company and Northcap are developing 322 units in the vibrant, mixed-use Symphony Park district in downtown Las Vegas. The project is slated to break ground in May 2019. High-end amenities include a resort-style pool, upscale resident lounge, fitness center, dog grooming room, bike storage, and co-working space.

"This luxury, mid-rise apartment community will be Southern Land Company's first project the Las Vegas market. The 6-acre site was purchased by SLC in May of 2018 and plans are to break ground in early 2019. The site offers numerous benefits including proximity to the heart of Las Vegas which is home to hundreds of restaurants and small businesses, and is adjacent to the Las Vegas North Premium Outlets, a 540,000 square foot mall containing over 175 name brand stores.

The plan for this community is to offer 324 studio, 1-bedroom and 2-bedroom apartments, approximately 14,500 square feet of retail and restaurants, and over 400 parking spaces that will be available to both residents and visitors of Symphony Park"

Excerpt from southernland.com
By Southern Land Company | August 2018



CIRCA HOTEL & CASINO

A brand-new hotel and casino is expected to arrive in Downtown Las Vegas in 2020. Derek Stevens and his brother Greg, the owners of “The D” in Las Vegas revealed their plans to build a 777-room hotel called Circa. The hotel is set to include a two-story casino and a three-story sportsbook, which will be the biggest sportsbook in Las Vegas.

The 1.25 million square-foot property will be the tallest hotel north of the strip standing approximately 44 stories. The property will also have the longest outdoor bar on Fremont Street. In addition, the parking garage will have 1,201 parking spaces, designed specifically for ride-hailing drivers and their customer pickups and drop-offs. The pools at the hotel will have a view of a 125 foot high resolution screen for pool events and sports watch parties

Ter Builders has been hired as construction manager and McCarthy Building Companies Inc. will be the general contractor. This is the same team that is collaborating for the 65,000 seat Las Vegas Stadium...”

Excerpt from reviewjournal.com
By Richard N. Velotta | January 2019



ZLIFE BOUTIQUE HOTEL

ZLife Hotel is an approved, four-story, boutique hotel that will have 76 rooms. The property will not have a casino and will serve the highly underserved Art’s District. The hotel will also include a 125+ seat restaurant and pool.

“When Brett Robillard sees the vacant lots in the Arts District, he says, he sees a canvas.

“I think there is a huge amount of opportunity here to create an environment that is great for locals, and visitors,” he said. “In the heart of downtown, to have such vacancy is an opportunity but also an unusual circumstance.”

The second project is called ZLife Hotel. Robillard describes it as a four-story, boutique hotel with 76 rooms, that will also be home to a 125+ seat restaurant featuring a widely known chef. The property will not have a casino...”

Excerpt from news3lv.com
By Max Darrow | February 2019



TREEHOUSE ENTERTAINMENT COMPLEX

Treehouse Las Vegas is an under-construction, 22,000 SF entertainment complex promising to bring to mind Australia’s Gold Coast and California beaches.

The complex will include a 300-seat restaurant featuring Australian cuisine, indoor and outdoor lounges, a sports bar, nightclub, dayclub with pool, rooftop bar and poker machine room.

The project is expected to be completed in mid to late 2019.

Excerpt from reviewjournal.com
By Wade Tyler Millward | August 2018



Excerpt from lasvegassun.com
By Mick Akers | August 2018

FREMONT LED DISPLAY

A \$32 million upgrade of the Fremont Street Experience will make one of downtown Las Vegas' biggest attractions brighter than ever. The upgrade will make the Viva Vision video canopy seven times brighter and allow the LED display to operate 24 hours a day.

Spanning four blocks, the electronic canopy is one of the largest video screens in the world. It includes 12.5 million LED lights and a 550,000-watt, concert-quality sound system.

The project is a partnership between the Fremont Street Experience, the city of Las Vegas and the Las Vegas Conventions and Visitors Authority. It will begin in February and is scheduled for completion before New Year's Eve 2019.

"With Fremont Street Experience attracting more than 23 million visitors a year, we're really looking forward to seeing the new energy this brings to downtown Las Vegas and the positive impact it will have on the entire community," said Patrick Hughes, president and chief executive officer of the Fremont Street Experience. The canopy will also be incorporating new digital content and interactive elements, such as The Key, an app that will enable visitors to post personalized messages on the screen and vote for the next song or video to be played..."



Excerpt from reviewjournal.com
By Shea Johnson | March 2019

3RD STREET LINEAR PARK

The City of Las Vegas is currently under construction on a \$25 million Third Street Linear Park in downtown Las Vegas. The park will stretch from Charleston Boulevard all the way up to Stewart Avenue. This 1.1 mile stretch of 3rd Street will be transformed into a complete street adding new sidewalks, updated traffic signals, and improved architectural and landscaping.

"The \$19.6 million Third Street Project is planned between Charleston Boulevard and Bonneville Avenue over 13 months. A \$5.5 million project on Sixth Street between Bridger and Stewart avenues is expected to last nine months.

Both projects will transform the stretch of Third and Sixth into complete streets, city officials say, by rehabilitating the roadway, adding new sidewalks, updating traffic signals and improving architectural and landscaping.

During the course of construction, alternate routes include Main and Commerce streets, Las Vegas Boulevard and Seventh Street.

The two projects, built by contractor Las Vegas Paving, are part of ongoing pedestrian and bicycle improvements underway in downtown. They are being paid for by fuel revenue indexing taxes and the city, officials say. The Las Vegas Valley Water District is also pitching in for a portion of the Sixth Street Project..."



Excerpt from lasvegassun.com
| April 2018

UNLV SCHOOL OF MEDICINE

Today, the UNLV School of Medicine will welcome prospective students for one of the most meaningful, commendable and inspirational events on the school's calendar.

The event is a conference that focuses on bringing in students from lower-income families and ethnic groups who are underrepresented in the nation's med schools, and encouraging them to follow their dreams. Staff will be on hand to answer questions about costs, academic entrance requirements, financial aid and the application timeline, while faculty physicians will share their stories about why they entered the medical field and current students will discuss their experiences.

This is exactly what an urban, public university should be doing: welcoming talented students from all backgrounds inside, and showing them that the drive and determination to excel — not academic pedigree or socioeconomic status — is their ticket to success. More than 100 students are expected to attend this year.

From afar, we'll add our voice to those offering encouragement to these students today.

Some may be feeling anxiety over what's happening with the school at the moment, with UNLV President Len Jessup leaving and with donors upset about the circumstances surrounding his departure..."

RAIDERS HEADQUARTERS

Excerpt from [news3lv.com](https://www.news3lv.com)

By Matthew Seeman & Max Darrow | January 2019

The Las Vegas Raiders have planned to break ground on the team's headquarters in Henderson, NV in late January of 2019. The headquarters will be located off St. Rose Parkway near Henderson Executive Airport.

The team is planning to have a three-story office building for all of the team's employees, along with a 130,000 square foot field house, which will facilitate one and a half indoor practice fields. There will also be a workout facility with a gym attached to the field house and an outdoor pool. In addition to the indoor practice fields, the facility will also have three outdoor fields with bleachers on both sides. Parking includes room for about 400 people between members of the team and the fans.

Henderson's Director of Economic Development and Tourism Barbra Coffee mentioned that the new facility will "bring economic impact that will ripple outward, again and again." Other businesses have also chosen to head west into Henderson, as the new facility is viewed as a catalyst for economic development in the area.

It is expected that the Raiders coming to Vegas will bring more than 250 highly paid and skilled jobs to the area. In addition, it is expected that the project will generate \$13.8 million in property tax revenue over 30 years, which will be used to improve city needs.

NFL STADIUM

Excerpt from [reviewjournal.com](https://www.reviewjournal.com)

By Eli Segall | December 2018

The stadium is approximately 30 percent complete as of December 2018, which is right on schedule. There are about 900 workers on site daily and another 100 administrators are located in temporary trailers just south of the stadium.

The land surrounding the new Las Vegas Raiders stadium is now selling at a premium. If things go according to plan, it will be a mixed-use entertainment spot. The founder of Osprey Real Estate Capital Sean Dalesandro confirmed that he has partnered with Huntington Hotel Group to acquire 2 acres of industrial property just west of the stadium. The property was bought for \$6.5 million on November 26.

Dalesandro mentioned his group is planning a 300-room hotel and approximately 50,000 square feet of retail space. The plans involve restaurants, bars, and entertainment venues that would attract people before and after events at the stadium. He plans to start construction in late 2019..."





Excerpt from lasvegassun.com
By Miranda Willson | April 2019

MARYLAND PARKWAY AND DOWNTOWN LAS VEGAS BUS RAPID TRANSIT (BRT)

The Regional Transportation Commission board voted unanimously today on the \$335 million project to upgrade the existing Route 109 bus services to a bus rapid transit line. The new bus line will have dedicated lanes that will extend from McCarran International Airport to downtown Las Vegas, passing UNLV and the Las Vegas Medical District. Construction is planned to begin in 2022 with expected completion in late 2024.

"The RTC board opted for bus rapid transit over two other options: enhancements to the 109 bus line, including increasing and improving bus service, or the creation of a light rail system.

Cost was the biggest factor in the board's decision, said David Swallow, chief engineering and technology officer for the RTC. Compared to current 109 bus services, bus rapid transit will cost an estimated \$200,000 more per year, whereas light rail would have cost an estimated \$4.4 million more per year.

In total, bus rapid transit will cost \$335 million in capital costs and \$7.2 million in operating and maintenance costs..."



Excerpt from ktvn.com
By Joyce Lupiani | August 2018

SUMMERLIN BALLPARK

The Las Vegas 51's will get a new home in 2019. The 10,000-seat stadium is expected to cost approximately \$150 million. It is an open-air concept located just east of Downtown Summerlin and south of City National Arena.

The stadium will feature 22 suites, club seats, berm seating, party zones and decks, picnic tables, kids zones, bars and even a pool beyond the outfield wall.

LVCVA President and CEO Rossi Ralenkotter mentioned it is important that Las Vegas keeps a professional baseball team in the city as there may be an opportunity in the future to attract a Major League baseball team to Las Vegas.

The construction is set to take around 14 months to complete, however, if steel does not get delivered on time, the ballpark may only be ready by 2020.

The deal will not encumber taxpayer dollars and will announce naming rights to the stadium in the months to come..."



Excerpt from reviewjournal.com
By Eli Segall | December 2018

HOTEL NEAR LAS VEGAS BALLPARK (SUMMERLIN HOTEL — HOWARD HUGHES)

Las Vegas' new baseball stadium is still under construction, but a next-door neighbor is already in the works.

Summerlin developer Howard Hughes Corp. has laid out plans for a 14-story, 267-room hotel just south of the ballpark. The 4.3-acre project, on Pavilion Center Drive across from the company's open-air Downtown Summerlin mall, would include a restaurant, rooftop bar and spa, county documents show.

Clark County commissioners are scheduled to vote on the plans Wednesday.

The hotel would offer travelers a place to stay in the Las Vegas suburbs that is walking distance from Red Rock Resort, shops and eateries at Downtown Summerlin, the City National Arena ice rink, and Las Vegas Ballpark. It is also part of Howard Hughes executives' goal to develop a 200-acre stretch of land next to the mall, off Sahara Avenue and the 215 Beltway..."



Excerpt from reviewjournal.com
By Eli Segall | February 2018

THE DREW (FONTAINBLEAU)

New York developer Steve Witkoff unveiled a plan and a new name for the unfinished strip resort formerly called "Fontainbleu" is now called "The Drew Las Vegas." The Associated Press reported that Witkoff said a bridge would connect The Drew to the expanded Las Vegas Convention center nearby.

Witkoff said "We will create approximately 11,000 jobs in Nevada. That's 3,500 construction jobs and 7,000 permanent jobs." It is believed that both The Drew and Resorts World will bring new life to the north end of the strip.

One of the big things about the project originally is that it had a lot of convention space, and guessing that since it's three-quarters done, they would be keeping a lot of that," UNLV Gaming Research Professor David Schwartz pointed out.

Schwartz says the original plan also called for a couple dozen restaurants and lounges and those will also be needed to draw customers, he says. Construction on The Drew is expected to begin in July of 2019 with completion expected in 2020..."



Excerpt from reviewjournal.com
By Michael Scott Davidson | August 2018

MSG SPHERE LAS VEGAS

Developers are another step closer to the start of construction on the MSG Sphere Las Vegas...

... Madison Square Garden is partnering with Las Vegas Sands Corp. to build the 18,000-seat entertainment venue, which will be a 360-foot-tall sphere 500 feet wide at its widest point. Scheduled for a 2020 completion date, the facility will be located on a 63-acre lot east of the Sands Expo & Convention Center.

The venue's exterior will be fully programmable, housing a 170,000-square-foot spherical digital indoor display plane.

Madison Square Garden and Sands have not yet disclosed the cost of the performance venue, which will debut technology that will allow guests to feel the music.

An "infrasound haptic" flooring system will carry bass sounds through the floor, allowing guests to experience the music under their feet.

A "beamformed" sound system will deliver remarkably clear acoustics, thanks to thousands of tiny speakers embedded in the building's walls....."



Excerpt from lasvegasnow.com
By Brittany Edney | March 2018

RESORTS WORLD

There's been a lot of movement on the north end of the Strip lately because construction at Resorts World is in full swing. But that's not it.

Resorts World is just one of many new projects bringing even more people to the City of Las Vegas.

"Been probably seven or eight times at least, just I don't know, the excitement, people watching; stuff to do, it's just insane here," said Craig Lyons, visitor. "It's a lot of fun for us."

The Las Vegas Convention and Visitor's Authority says its reinvestment into the community that attracts guests. The LVCVA estimates reinvestment from 2017 through 2019 to be more than \$1.5 billion, bringing 14,000 hotel rooms.

"Las Vegas is the only city that evolved to host people so that's what we do better than anybody else and we have great customer service and deliver on that brand promise," said Rossi Ralenkotter, president of LVCVA.

Resorts World is expected to open in 2020, and it's expected to have 3,000 rooms, which gives visitors even more options

"We usually spend a lot of time down at Fremont, so we prefer this side of the Strip," Craig Lyons said. "Circus Circus is fine; it's cheap, so I guess we don't spend too much time in a hotel...."



GOOGLE DATA CENTER

Henderson is slated to be home to a new Google data center in December 2020.

The Governor's Office of Economic Development approved \$25.2 million in tax abatements Thursday for Design LLC, a wholly-owned subsidiary of Google. The company plans to build the data center on 64 acres of land on Warm Springs Road west of Boulder Highway. The subsidiary plans to build and own the facility, while Google would handle operations and hiring.

Mountain View, California-based Google has a market value of \$743.7 billion, according to Yahoo Finance, and employed more than 89,000 full-time workers as of June.

Google projects that it would bring in more than \$94.3 million in tax revenue to Nevada over the next 20 years, and hire 50 employees within the next five years at an average salary of \$65,000. The company expects to invest at least \$600 million over the next 20 years...."

Excerpt from reviewjournal.com
By Bailey Schulz | November 2018



LAS VEGAS CHINA TOWN

Las Vegas' Chinatown area is slated to get a new retail center.

Developer Jenny Chang Au plans to hold a ceremonial groundbreaking Dec. 7 for her 32,450-square-foot project at the southwest corner of Spring Mountain Road and Duneville Street, according to listing brokerage Total Real Estate of Nevada.

The center, Golden Spring Plaza, is expected to open in the fourth quarter of 2019.

The Chinatown area, west of Interstate 15 along Spring Mountain, is packed with retail centers that are filled with restaurants and other businesses. Developer Jonathan Fore recently built a 295-unit luxury apartment complex, Lotus, in the area, and at least one other retail project got underway in the past year or so.

Developer Wai Tak Ng, CEO of Shanghai Huide Real Estate, broke ground in summer 2017 on Shanghai Plaza, an 80,000-square-foot project on Spring Mountain at Arville Street...."

Excerpt from reviewjournal.com
By Michael Eli Segall | November 2018



LAS VEGAS CONVENTION CENTER

The last puzzle pieces for the Las Vegas Convention and Visitors Authority's \$935.1 million expansion fell into place Tuesday and construction equipment should begin moving into place on the site within days.

The LVCVA's board of directors approved a guaranteed maximum price of \$758.1 million on a 1.4 million-square-foot building that will include 600,000 square feet of new exhibition space at the northwest corner of Paradise Road and Convention Center Drive.

The guaranteed maximum price is a part of a \$792.1 million construction-manager-at-risk contract the LVCVA has with a joint venture of New York-based Turner Construction and Martin-Harris Construction of Las Vegas.

Under a construction-manager-at-risk development method, the manager provides a maximum price and must deliver the building by a set deadline with failure resulting in a series of financial penalties. The LVCVA is counting on a completion of the new exhibition hall by December 1, 2020, in order to prepare for the arrival of CES 2021. The contract with Turner Martin-Harris includes \$34 million in contingencies...."

Excerpt from reviewjournal.com
By Richard N. Velotta | September 2018



JOHN TIPPINS

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John Tippins is the founder and Chief Executive Officer of Northcap. He began his real estate career in 2000 as a commercial agent for Insight Holdings, where he quickly achieved success, closing roughly \$200 million in transactions. Following a brief period as President of Mark L. Fine and Associates, a commercial real estate company, John branched out and started his own company, Northcap, in 2006. Between 2000 and 2017 John closed on a total of more than \$1.5 billion in transactions as either a broker or principal, and in 2009 he was named "Top 40 Under 40 by In Business Las Vegas. In 2014 John was named Entrepreneur of the Year by the Commercial Marketing Group. When the commercial sales market disappeared following the credit crisis in August 2008, John had the foresight to expand his business operations into property management and residential condominium sales. Starting in 2009, Northcap entered those lines of business, and since then the company has amassed a list of top-caliber, institutional clients. Currently Northcap is a partner in and oversees over 1000 condos in the Las Vegas Market. John continues to purchase and develop Apartment communities, retail centers and office buildings throughout Las Vegas.

John currently serves on the boards of 9th Bridge School, One Drop Committee for Cirque, The Greater Good Council, Nevada Corporate Giving Council, Nevada Medical Center and the Fremont Street East Entertainment District, in addition to being a member of the UNLV President's Inner Circle, the UNLV Advisory Board, and the steering committee for housing for the City of Las Vegas. He is also an adjunct professor at UNLV. In addition to real estate, John enjoys entrepreneurship in general and is a passive investor in numerous ventures outside of Northcap, including local restaurants and clubs, such as LobsterMe, Vesta Coffee, Corduroy, PBR Rock Bar, Daily Kitchen, Jamba Juice, Cycle Pub, and The Rockhouse Bar & Nightclub. He is also the owner of RentHub.com.

John graduated from the University of Nevada Las Vegas with a B.A. in Marketing. He is also a graduate of the prestigious Leadership Las Vegas program through the Las Vegas Chamber of Commerce.



GLEND A SHAW

Associate Broker

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Glenda Shaw began her real estate career in 1975 in the Las Vegas Valley and has specialized in Commercial Brokerage and Management for the past 27 years.

In 1986, Glenda established her own Commercial Agency, known as Realty Connections and participated in the brokerage, management and development of retail, office and home subdivisions for 12 years before accepting a position with Colliers International as the Broker and VP of Commercial Management in 1998. During this tenure at Colliers, Glenda was instrumental in turning around the department into a profit center and setting up management tools and standards for the commercial management team.

After leaving Colliers, Glenda once again successfully established her own company and spent the next several years managing and leasing prominent retail centers on the Las Vegas Strip. In 2004, Glenda recognized the growth and potential of downtown Las Vegas and moved her company into the heart of the City, where she began the assemblage of properties for the development of the City Hall, Transportation Center, and other future Live Work developments.

Glenda has been involved in all aspects of Commercial Brokerage and is known in the industry as someone who truly cares. She has given back to her community through several charitable organizations, and was President of Commercial Marketing Group in 2007, where she established an annual symposium recognizing "Visionaries" of our valley and received the Weedon award for her dedication.

In 2012, Glenda pulled together a team of professionals in the industry, who, like her, have a passion and love for downtown Las Vegas. She joined Northcap to establish a professional commercial presence in this unique boutique real estate company that shares her passion for their City of Las Vegas.



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Devin Lee, CCIM, became Director of the Northcap Multifamily division after a seven-year career with another international real estate firm where he began in 2010 after 12 years in commercial mortgage. He currently specializes in multifamily sales and financing and has been involved in over \$1 billion in real estate transactions over the course of his career.

Mr. Lee is co-founder and president of Access Commercial Mortgage. He facilitates deals on behalf of property owners and developers nationwide. His responsibilities include oversight in origination, underwriting and placement of financing transactions with major national portfolio lenders, Wall Street conduits, life insurance companies, agency lenders and private lenders. He is also vice president of the Nevada branch for CIII Commercial Mortgage, a national Wall Street direct commercial lender. Mr. Lee earned his Certified Commercial Investment Member designation in 2005 and completed the Commercial Real Estate Program at the LIED School of Real Estate Studies in 2004. He was an active Southern Nevada CCIM chapter board member from 2006 through 2016 as well as served as the Southern Nevada CCIM chapter president in 2008. He was also a board member of Commercial Alliance Las Vegas in 2008. That same year he also became a founding member of the Inter-Capital Group, a strategic alliance of commercial mortgage brokers and bankers nationwide. Mr. Lee has been a resident of Las Vegas since 1974. He attended Valley High School and graduated Cum Laude from the University of San Diego in 1992, earning his Bachelor of Business Administration in Business Economics. Mr. Lee has been involved with several local charities including the YMCA and Nathan Adelson Hospice.

His industry affiliations present and past include: Southern Nevada CCIM Chapter, CCIM Institute, Inter-Capital Group, Commercial Alliance Las Vegas, Commercial Marketing Group, Better Business Bureau, Las Vegas Chamber of Commerce, Mortgage Bankers Association, Nevada Association of Mortgage Professionals, Southern Nevada Multifamily Association and Northern Nevada Multifamily Association.



PATRICK OLSON

Director of Development

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Patrick Olson was recruited to join Northcap in 2018 to lead the charge on new development efforts with a focus on innovative, mixed-use multifamily projects in Downtown Las Vegas.

Patrick began working in real estate with the redevelopment of Zappos.com's Downtown Las Vegas campus. This multi-year project involved the gut and remodel of the old City Hall into a state-of-the-art campus of the high tech company.

Over the last nine years, Patrick has started two companies, ran operations for a \$50mm venture firm and developed/redeveloped over 400k SF of real estate.

When not working, Patrick can be found traveling and rock climbing with his wife and twin children.

NORTHCAP



COMMERCIAL



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