

Our professionals leverage decades of experience, industry-leading technology, and a leading global network to help you excel in your real estate goals.

# COMPANY OVERVIEW



**325+**

OFFICES

**1.1 BIL**

SF MANAGED

**5,800+**

PROFESSIONALS

**TOP 6**

2024 LIPSEY RANKING



● NAI Excel Offices ● NAI Global Affiliated

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

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

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.

## Brokers Holdings

NAI Excel is a subsidiary of Brokers Holdings, LLC, which operates commercial and residential real estate brokerages across multiple states in the U.S. The company was founded in 1982 when several real estate brokerages came together to 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 4,000 transactions annually with a combined value of over \$2 billion.

## 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.

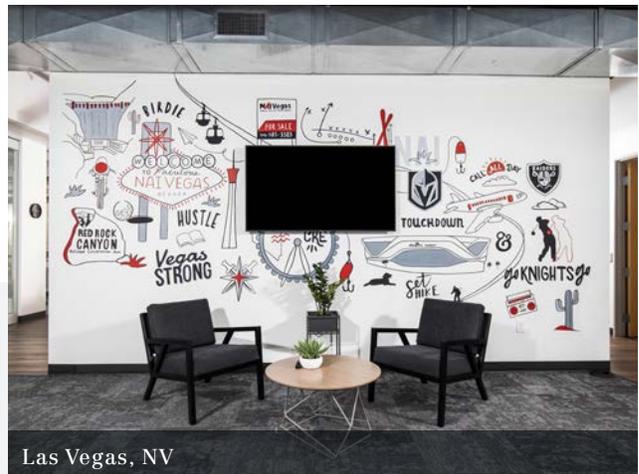
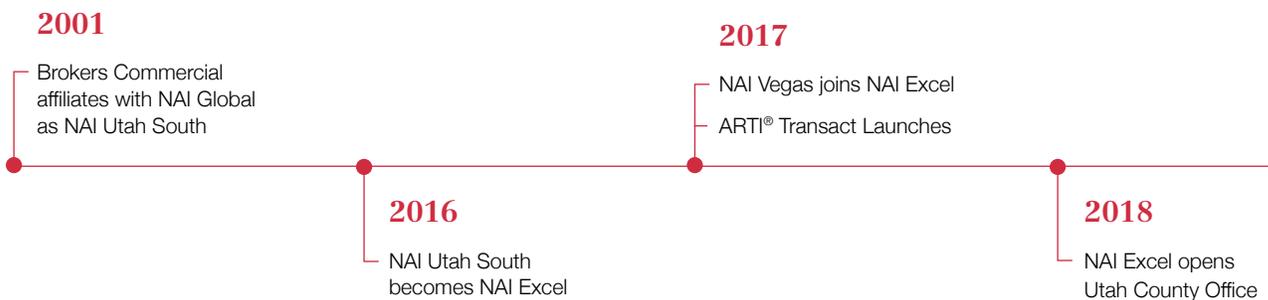


St. George, UT – Originally affiliating with NAI Global in 2001, the company changed it's name to NAI Excel in 2016.

Las Vegas, NV – Affiliations in Las Vegas began in 1995. In 2017, NAI Vegas joined NAI Excel and includes some of the most prominent real estate professionals in the valley.

Lehi, UT – In 2018, NAI Excel opened the Northern Utah office in Lehi as a result of increased client demand for services along the Wasatch Front.

Cedar City, UT – NAI Excel has provided real estate services in Cedar City since 2001. It offically opened an office in 2022 and is the only exclusive commerical real estate brokerage in the area.



# HISTORY



## 2019

ARTI® Academics &  
ARTI® Studio Launches

## 2023

- NAI Excel expands to Austin & San Antonio, TX
- Rohde Ottmers Commercial & Investment Realtors join NAI Excel in San Antonio, TX
- NAI Aldrich-Thomas Group joins NAI Excel in Temple, TX

## 2022

- NAI Excel opens Cedar City, UT Office
- NAI Excel awarded NAI Global office of the year

## 2024

- NAI Blue Market joins NAI Excel in Corpus Christi, TX

San Antonio, TX – Rohde Ottmers Commercial and Investment Realtors along with its property management division joined NAI Excel in 2023. Founded in 1908, Rohde Ottmers is the oldest and most trusted commercial real estate company in San Antonio and South Texas.

Temple, TX – NAI Aldrich-Thomas was founded in 1962 as Echols & Lynn. Since opening, the company has specialized exclusively in selling and leasing commercial real estate in central Texas. The Aldrich-Thomas Group joined NAI Excel in 2023.

Corpus Christi, TX – NAI Blue Market was formed in 2016 to service Corpus Christi, and joined NAI Excel in 2024.

## Types of Services

- Sales
- Leasing
- Asset Management
- Consulting
- Development



## Serving All Commercial Real Estate Asset Classes

- Office
- Retail
- Industrial
- Multifamily
- Land
- Hospitality
- Farm and Ranch
- Business Brokerage



Learn more about our services:  
[naiexcel.com](http://naiexcel.com)





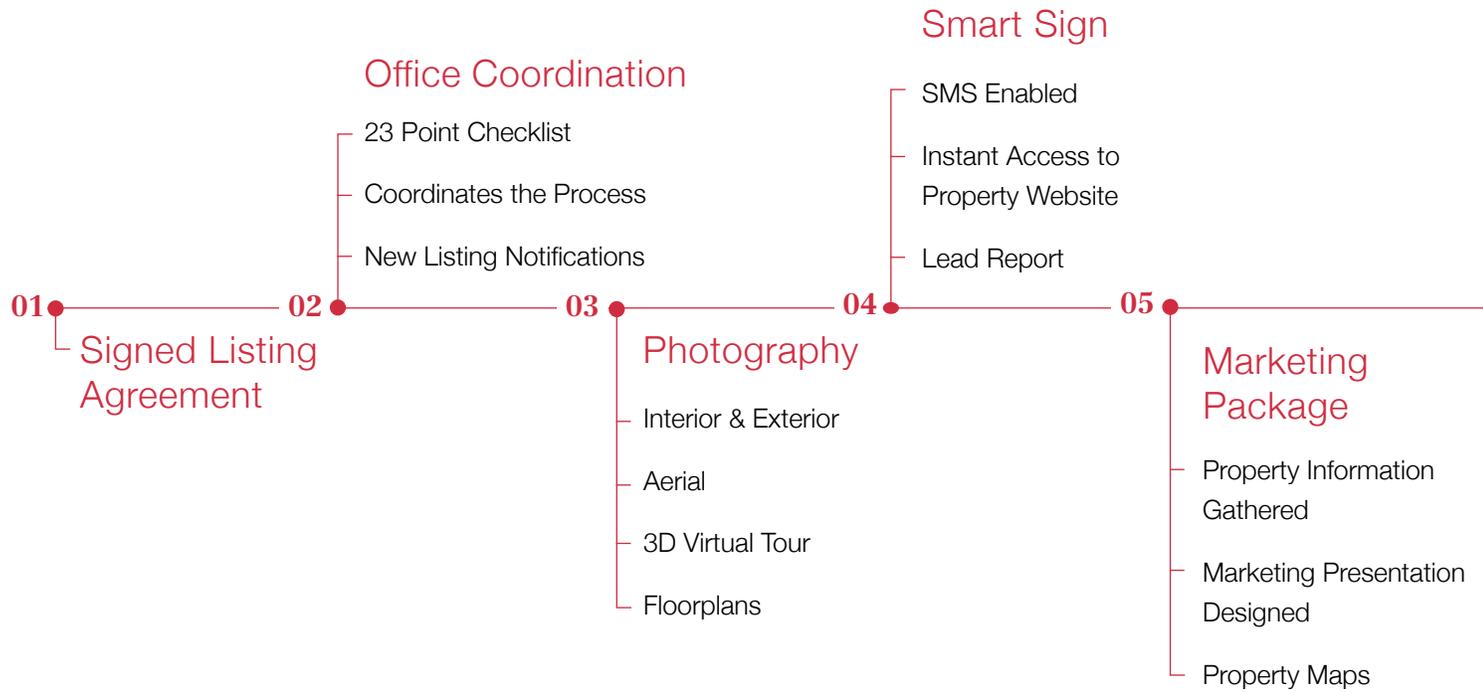
## More Client Support

When clients work with a real estate professional at NAI Excel, they are supported by a highly talented team of in-house experts including graphic designers, photographers, research analysts, marketing analysts, web designers, software engineers, accountants, office managers, transaction coordinators, and brokers.

# SERVICES & SUPPORT

# Marketing a Property

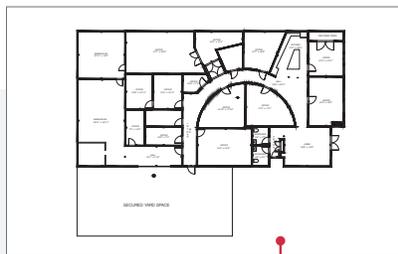
The marketing process can be broken down into a few steps. Properly positioning a property in the market is key to creating value.



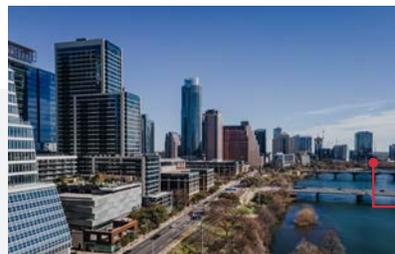
Professional Photography



3D Virtual Tour



Floorplan



Aerial Photography



Marketing Package

## Property Website – ARTI®

- Direct Traffic
- Property Information
- Deal Vault
- Property Video
- Make An Offer

## Email & Social Media

- Email Marketing
- Campaign
- LinkedIn
- Facebook
- X. (Twitter)

06

07

08

09

## Internet Syndication

- LoopNet
- Costar
- Crexi
- RealNex
- NAI Global
- Many More

## Individual Sale Process

- Phone Prospecting
- In Person Meetings
- Property Tours
- Offers
- Closing

*Our marketing initiatives are designed to effectively reach and engage audiences at the local, regional, and national level.*

Hello Structure. Hello Speed.  
Hello Transparency.

This proprietary technology makes real estate transactions a seamless experience by offering a shared workspace where agents, clients, lenders, and others can see the status of a property at any time.

No other system does what ARTI<sup>®</sup> can do, and no other commercial real estate brokerage has access to it. ARTI<sup>®</sup> is your marketing system and transaction manager delivering unrivaled results...

**ARTI<sup>®</sup> is a better way to transact real estate.**

**100K**

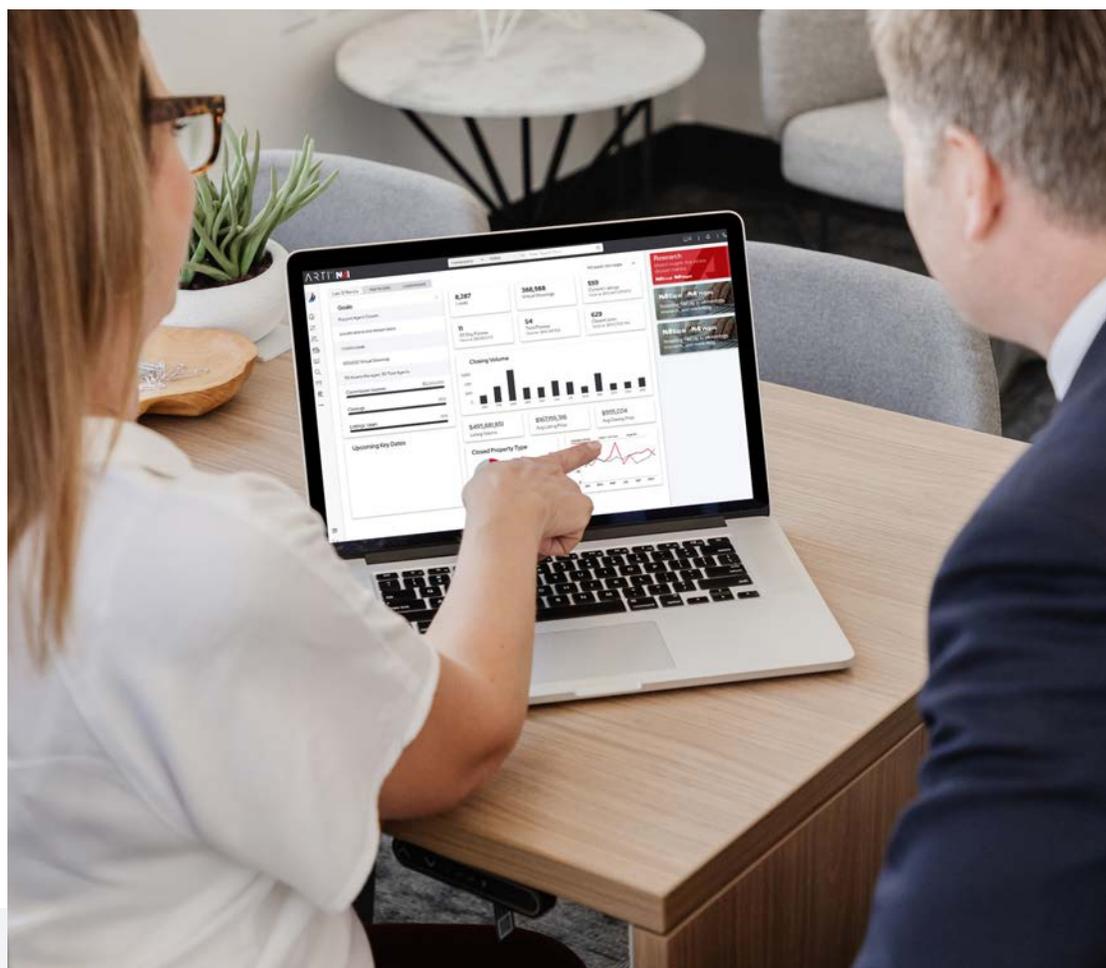
VIRTUAL SHOWINGS  
PER MONTH

**50K**

DEALS MANAGED

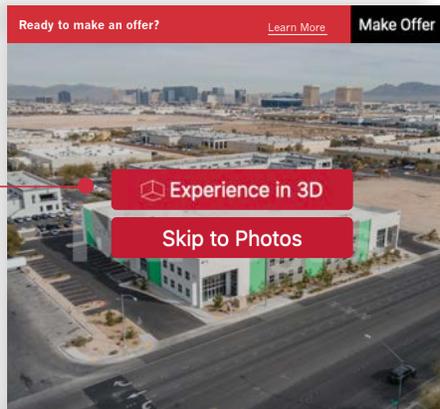
**10,000**

ALERTS SENT



*ARTI<sup>®</sup> is a marketing and transaction management tool that allows agents and clients to work from a shared space.*

# TECHNOLOGY

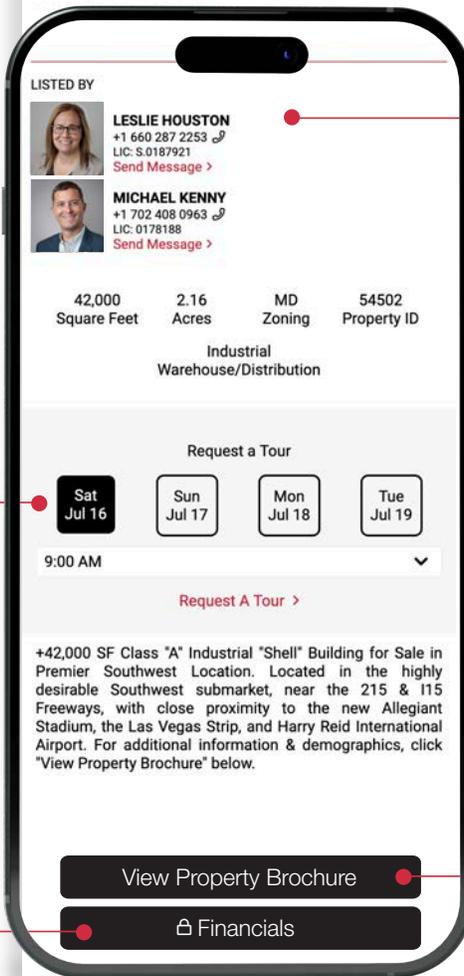


MAKE AN OFFER

3D TOUR

### Brand New Industrial Shell Building for Sale

4750 W Sunset Rd  
Las Vegas, NV 89118



LISTING AGENT CONTACT

SCHEDULE A TOUR

CUSTOM MARKETING

DEAL VAULT



PROFESSIONAL PHOTOGRAPHY

To learn more about ARTI® go to:  
[brokerstechnology.com](https://brokerstechnology.com)



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

### 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 to 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.

Partial Client List



RELATIONSHIPS

## 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 DESIGNATION



CCIM DESIGNATION



# EDUCATION & RESEARCH



## Research

NAI Excel and its affiliate publish commercial and residential market research across Nevada, Texas, and Utah. 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 markets in California, Nevada, Texas and Utah.

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

**15+**

YEARS OF RESEARCH

**100,000+**

ON DISTRIBUTION LIST

**20+**

SEGMENTS COVERED

## **SOUTHERN NEVADA**

6064 S Durango Dr  
Las Vegas, Nevada 89113  
702.383.3383

## **NORTHERN UTAH**

2901 Ashton Blvd Ste 102  
Lehi, Utah 84043  
801.341.0900

## **SOUTHERN UTAH**

243 E St. George Blvd Ste 200  
St. George, Utah 84770  
435.628.1609

427 S. Main St Ste 204  
Cedar City, Utah 84720  
435.627.5757

## **TEXAS**

11503 NW Military Hwy #330  
San Antonio, TX 78231  
210.366.1400

777 Indian Trail Ste 2  
Harker Heights, TX 76548  
210.366.1400

[naiexcel.com](http://naiexcel.com)



COMMERCIAL REAL ESTATE SERVICES, WORLDWIDE