

# THE OVERVIEW

COMMERCIAL REAL ESTATE SERVICES, WORLDWIDE

**NAI**Excel  
**NAI**Vegas



## About Us

NAI Excel and NAI Vegas are leading providers of commercial Real Estate Services in the West. Operating as NAI Vegas in Nevada, and NAI Excel in Utah and Idaho, we are part of the NAI Global network covering nearly every major market nationally and across the globe. Serving both urban and rural markets, we leverage our resources to help you excel in your real estate goals. When you work with one of our teammates, you get the benefit of working with our entire team.

We invest heavily in technology, research, and marketing. ARTI®, our proprietary real estate platform, delivers a marketing process, mapping solution, and property research capability to which no other real estate brokerage has access. Clients receive broader marketing exposure and a higher level of presentation enhanced by our graphic design and photography teams. Through professional designations, affiliations, market research and stronger relationships, we deliver better results.

We built, and maintain, a comprehensive commercial database comprising data from NAI transactions, multiple commercial title companies, many of the region's largest appraisal firms, and several other public and private sources. We provide our clients market research and the information needed to make knowledgeable real estate decisions. We look forward to meeting and providing you with competent, friendly and professional service.

NAI Excel and NAI Vegas are subsidiaries of Brokers Holdings, LLC. Brokers Holdings owns and operates both commercial and residential brokerages. It operates its commercial brokerages under the NAI brand and is licensed in Utah, Nevada, and Idaho. It operates its residential brokerages under the ERA Brokers Consolidated brand and is licensed in Utah, Nevada, and Arizona. With over 600 agents and staff, Brokers Holdings closes over 4,000 transactions worth more than \$1.7 billion in value each year and manages over \$400 million in assets.

## NAI Excel

NAI Excel was formed in 2001 from a joint venture with Southern Utah's Most experienced commercial real estate team. Originally NAI Utah Southern Region, we became NAI Excel in 2015 to better reflect our commitment to helping clients excel in real estate across the intermountain West.

## NAI Vegas

NAI Vegas has a long history of institutional investment transactions in Las Vegas. In Addition to being a regular host city for the NAI Global Conference, NAI has maintained an office in Las Vegas for more than two decades. In 2017, NAI Vegas and NAI Excel partnered together expanding its collective footprint along the I-15 corridor.



**375+**

OFFICES

**1.15**

BILLION SF MANAGED

**6,000+**

PROFESSIONALS

**TOP 4**

2021 LIPSEY RANKING

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

## Better Photography.

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 | [www.helloarti.com/view/25629](http://www.helloarti.com/view/25629)

## 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.

AGENT INSIGHT

SITE ANALYSIS

TRAFFIC COUNTS

PROPERTY DEMOGRAPHICS

PROPERTY WEBSITE



PROPERTY BROCHURES



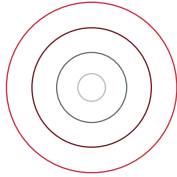
FLOORPLAN



MAPS/GIS

## Better E-mail Marketing.

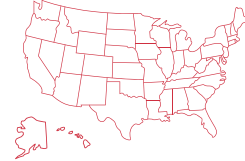
Our focus is to maintain broad exposure for your property. This includes targeted email distribution to past and current clients, new prospects, and real estate brokers. Recipients are selected from a wide variety of sources in database made possible through our powerful technology platform. Email campaigns 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.



LOCAL REACH



REGIONAL REACH



NATIONAL REACH

## Better Signs.

WE DON'T  
OUTSOURCE THE  
MOST IMPORTANT  
PART OF SELLING  
YOUR PROPERTY.

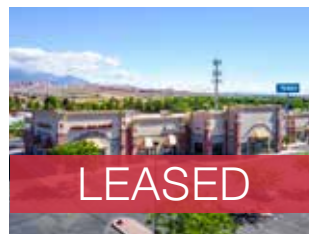
A sign was just a sign until we infused it with technology and our graphic design capabilities. Once your sign is customized by our design team, it is SMS enabled so that day or night customers can obtain instant information about your offering. They receive instant access to your mobile enabled property 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.



SMART SIGNS

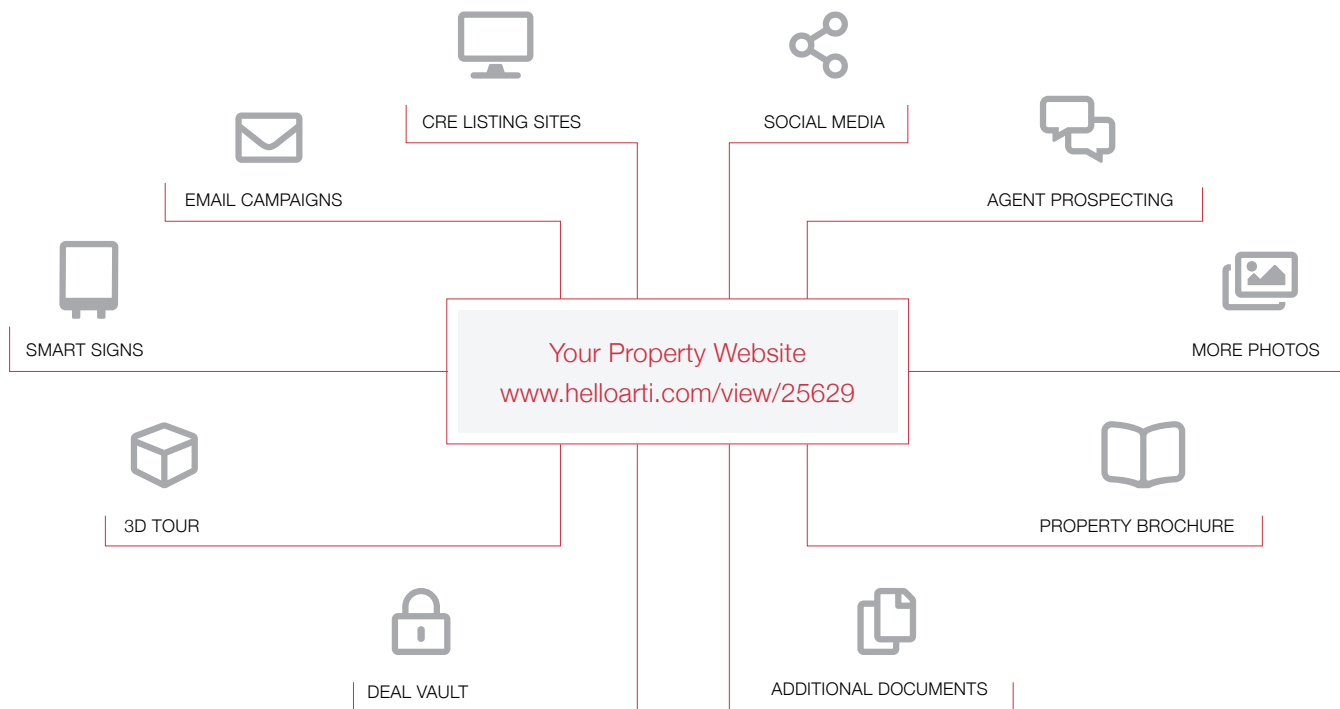
## Better Results.

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





technology that gives you **peace of mind.**



# ARTI®

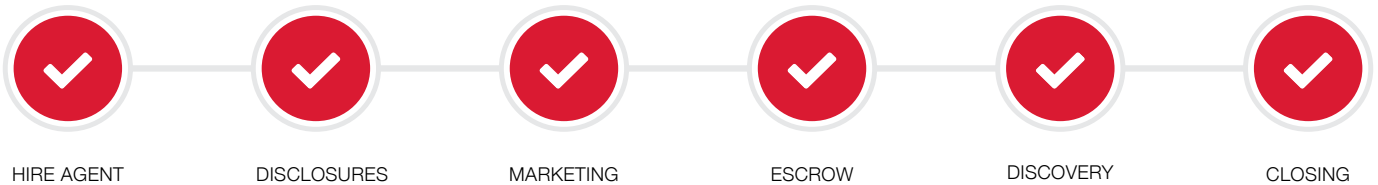
A New Real Estate Experience

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

## Technology.

ARTI® is custom designed for NAI Excel and NAI Vegas. 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.**



**250K**  
LEADS PROCESSED

**15,000**  
DEALS MANAGED

**100K**  
VIRTUAL SHOWINGS  
PER MONTH

**10,000**  
ALERTS SENT

*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.

## Partial Client List.



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



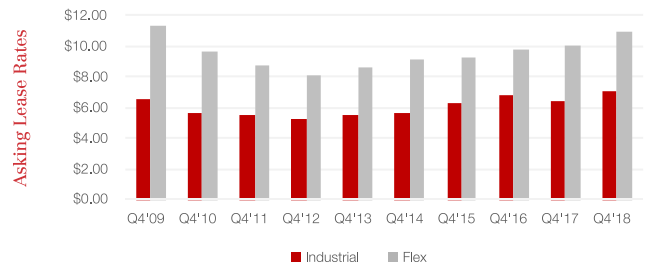
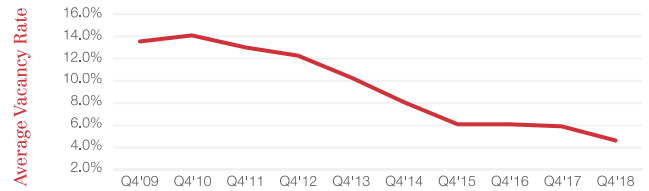




## Research.

Our offices publish commercial and residential market research across Utah and Nevada. NAI Excel and NAI Vegas are 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.

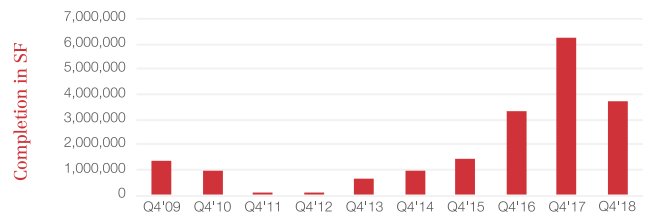
SAMPLE CHARTS



**6.4%**  
VACANCY

**6 - 7%**  
CAP RATE

**\$19.53**  
ASKING RENT





## 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

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.*

The logo for NAI Excel features the letters 'NAI' in a bold, sans-serif font. The letter 'A' is white with a red diagonal slash through it. To the right of 'NAI', the word 'Excel' is written in a white, sans-serif font.

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

2901 Ashton Blvd, Ste 102  
Lehi, Utah 84043  
801.341.0900

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

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The logo for NAI Vegas features the letters 'NAI' in a bold, sans-serif font. The letter 'A' is white with a red diagonal slash through it. To the right of 'NAI', the word 'Vegas' is written in a white, sans-serif font.

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Las Vegas, NV 89113  
702.383.3383

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