



FORECAST 2017

Southern Nevada's Commercial Markets: *Looking for a Sign*

Thursday, January 20, 2017
Orleans Hotel and Casino
7:30 - 11:30 am

UNLV | LEE BUSINESS SCHOOL
LIED INSTITUTE FOR
REAL ESTATE STUDIES

NAIOP
COMMERCIAL REAL ESTATE
DEVELOPMENT ASSOCIATION
SOUTHERN NEVADA CHAPTER

7:30 am Registration, Continental Breakfast, Networking

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8:00 am **Opening Comments and Welcome**
Jay Heller, President, NAIOP Southern Nevada

Ed Coulson, Director, UNLV - Lied Institute for Real Estate Studies

8:15 am **Keynote Address**
Dr. Mark G. Dotzour, Real Estate Economist
The Economic Outlook for Commercial Real Estate

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CBRE

9:15 am Break

9:45 am **National Outlook**
Thomas J. Bisacquino, President and CEO
NAIOP

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Commercial Market Panel
Retail - Brendan Keating - Logic Commercial Real Estate
Office - Michael Dunn, CCIM, SIOR - Cushman & Wakefield Commerce
Industrial - Garrett Toft, SIOR - CBRE
Land - Curt Allsop - Newmark Grubb Knight Frank
Disposition/Acquisition - Charles Moore, CSM - CBRE

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**Harsch Investment
Properties**

Moderator - John Restrepo - RCG Economics LLC

11:30 am Event Concludes



National Outlook
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Keynote Address
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Today's Speakers

Dr. Mark G. Dotzour, Real Estate Economist

Dr. Mark G. Dotzour is a real estate economist who served for 18 years as Chief Economist of the Real Estate Center at Texas A&M University in College Station. He has given more than 1,450 presentations to more than 250,000 people and has written over 90 articles for magazines and journals. His research findings have appeared in the Wall Street Journal, USA Today, Money Magazine and Business Week.

Thomas J. Bisacquino, President and CEO, NAIOP

NAIOP's chief executive officer since 1991, Bisacquino oversees the strategic direction of the association, headquartered in Northern Virginia and directs NAIOP's legislative activities on behalf of its membership in the federal, state and local arenas. Under his guidance and leadership, the headquarters staff serves more than 18,000 members who are the developers, investors, and owners of industrial, office, retail, multi-family and mixed-use properties throughout North America.

Commercial Market Panel

Retail - Brendan Keating, CEO and Shareholder, Logic Commercial Real Estate

Founder and CEO of Logic Commercial Real Estate, Brendan guides the mission and direction of the company as a premier full service real estate firm specializing in brokerage, property management, capital markets, and development services. He is also the manager of a series of private real estate debt and equity investment partnerships and a board member of Boston Omaha, a public company that he is proud to have as a partner in Logic.

Office - Michael Dunn, CCIM, SIOR, Market Leader, Cushman & Wakefield Commerce

Michael Dunn is Market Leader for Cushman & Wakefield Commerce's Las Vegas office. He joined the company in May 2003 to lead its Office Properties Division and is a consistent top producer with an unquestionable fiduciary commitment to his clients and community. Michael has 35 years of experience in the industry and brings a unique set of experience and credentials to his position.

Industrial - Garrett Toft, SIOR, First Vice President, CBRE

Garrett Toft has over 12 years of active industrial real estate experience, providing Advisory and Transaction services to investors, developers and occupiers. He is engaged in investment sales, leasing, land sales and occupier sales. He works with a broad spectrum of clients and has advanced knowledge of real estate finance, including the ability to produce and analyze sophisticated real estate underwriting.

Land - Curt Allsop, Executive Managing Director, Newmark Grubb Knight Frank

Curt Allsop is an executive managing director with ARA, A Newmark Company's multi-housing and land divisions. He brings to the firm more than 25 years of development, land acquisition and commercial real estate experience. He has been responsible for the brokerage, acquisition and development of more than 4,000 acres of land totaling more than \$3.0 billion in development.

Disposition/Acquisition - Charles Moore, CSM, Senior Vice President, CBRE

Charles Moore has been in the commercial real estate arena for more than 30 years and currently is a Senior Vice President with CBRE Investment Properties Las Vegas. Disciplined exclusively in the specialty of commercial investment property sales, Charles has been involved in the sale of more than \$2.3 billion worth of investment properties in Southern Nevada, representing more than 6 million square feet of office and medical office buildings, shopping centers, and industrial parks.

Moderator - John Restrepo, Principal, RCG Economics

For 36 years, John has analyzed regional economies and economic development trends, and their impacts on commercial real estate in Nevada, Arizona, California, Texas, and the Southeast U.S. Much of his focus during the last 27 years has been on understanding Southern Nevada's economy and its industrial, office and retail markets. John has produced quarterly surveys of Las Vegas' commercial markets since 1990 which can be found at <http://www.rcg1.com/las-vegas-valley-market-reports/>.

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