



**NAI** Utah  
Southern Region  
Commercial Real Estate Services, Worldwide.

## 2nd Quarter 2012 Market Report

A Quarterly Newsletter & Report on Commercial Real Estate in Southern Utah



**Grocery Store**  
31,044 SF

**SOLD**



**Office / Warehouse Units**  
12,000 SF

**SOLD**



**Old Home Bakery**  
9,400 SF

**SOLD**



**Pace American**  
45,866 SF

**SOLD**



**65.03 Acres in Washington Fields**  
65.03 AC

**SOLD**



**Coral Canyon Town Center II**  
17,753 SF

**LEASED**

2012 Q2

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**NAI Utah Southern Region** is celebrating **10 Years**  
of providing quality commercial real estate services to Southern Utah.

## Over 150 Years Combined Real Estate Experience

**Aquisitions & Dispositions | Investment Sales | Landlord & Tenant Representation | Property Management**



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Brandon  
Vandermyde



Ryan  
Garrett



Curren  
Christensen



Roger  
Stratford



Jon  
Vandermyde



Allene  
England



Annette  
Humphrey



Brian  
Judd



Matt  
Walter

## Area Market Activity



### Megaplex Theatres

Megaplex Theatres, part of the Larry H. Miller Sports and Entertainment Group, acquired the Weststates theaters in Cedar City, St. George, and Mesquite.



### White House / Black Market

Red Cliffs Mall announced the opening of White House/Black Market, a 3,300 SF fashion boutique specializing in women's clothing, jewelry, handbags, and shoes in sophisticated black and white.



### Cache Valley Bank

The Village Bank and Cache Valley Bank entered into an agreement in which Cache Valley Bank will acquire the Sunset, River Road, and Cotton Mill offices of The Village Bank.



### Durangos / Krave

Construction is nearing completion of a new Durangos restaurant in Hurricane. The stand-alone building will also include a Krave frozen yogurt store.



### Sports Park

The Red Rock Wake Park opened in June, the only facility of its type in Utah, with both a beginner and advanced lake. An additional lake will be added next year that will accommodate eight people in the water at one time.



### Buca di Beppo

Family-style Italian restaurant Buca di Beppo announced its scheduled opening in the former Ruby Tuesdays location in front of the Red Cliffs Mall for late summer.



### Jo-Ann Fabric

Retailer Jo Ann Fabric is opening a second location in southern Utah in the former Roberts Craft location next to Kohls in Washington.



### Red Rock Commons

Old Navy, Dick's Sporting Goods and ULTA Beauty have already opened and will soon be joined by YogurtLand, Spring Mobile, Wing Nuts, Complete Nutrition, and Chick-Fil-A. Einstein Brothers Bagels, Firehouse Subs, and The Mattress Firm are also expected.



### Papparazzi Jewelry

National jewelry distributors, Papparazzi Jewelry, recently purchased the former Stock Building Materials building in Hurricane, with plans to add another 20,000 SF. The location will be used as a distribution warehouse for the company.



### Family Dollar Distribution Facility

Family Dollar Stores, Inc. announced that it will locate a new 80,000 SF, \$80 million, distribution facility in the Ft. Pierce Industrial Park in Washington County.



### NAI Keeps You Connected

For more information about market activity, visit our **News Blog**. In June there is information about a new developer that acquired a partially finished subdivision, an announcement about the Farmer's Market grocery store acquisition, details on two convenience store closings, and a profile of a logistical company specializing in environmental remediation that opened an office in Southern Utah.

In addition, for real-time information on new commercial listings and closings subscribe to our twitter feed. With over 1,600 tweets and 700 followers, it is the most comprehensive microblog on commercial real estate in our market.



# What can NAI do for you?



## Broader Exposure Online

Every property gets premium listing exposure through web searches, email campaigns, property pushes, KSL.Com, Craigs List, flipping books, and marketing brochures. Upon completing a listing package, we send an email to potential buyers and tenants who have requested information for similar properties and we send an email to the other commercial brokers notifying them of the new opportunity.



## Local Cooperation

NAI is the only commercial brokerage in Southern Utah participating in the Multiple Listing Service. We believe there are many agents who represent buyers and tenants that want to see commercial inventory in the MLS. We make it available to them through their FLEX MLS system and willingly cooperate with other brokerages.



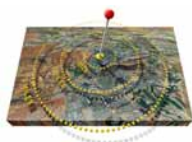
## More Closings

With over 200 transactions closed in 2011, we close 4 deals per week. Every transaction includes presentation of properties, showings, negotiations, due diligence, and closing. With this many tenants and buyers in our office, we are providing maximum visibility for our clients.



## Marketing by Mail

Our direct mail inventory review and market report will deliver hard copies to over 4,000 current and past clients, developers, investors, business owners, architects, financial advisors, CPA's, attorneys, appraisers, city employees and service providers to the commercial real estate markets. Want a custom direct mail strategy? Talk with your agent about the cost and options.



## On-Site Support Services

We are the only real estate brokerage in Southern Utah with on-site GIS, Marketing, and Property Management services. Whether your need is custom graphics, custom maps, demographics, or full service commercial property management, accounting and leasing, we can help.

## NEW Flipping Books!

View many of our brochures

# Up Close & 3D!

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



View many of our brochures in **Full Color Interactive 3D!** Follow the link from our website to our **Flipping Book** page.

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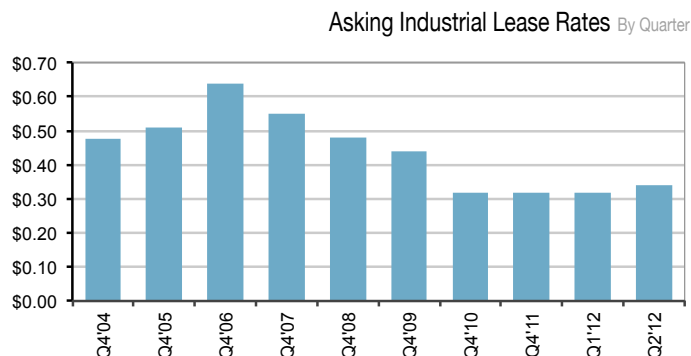
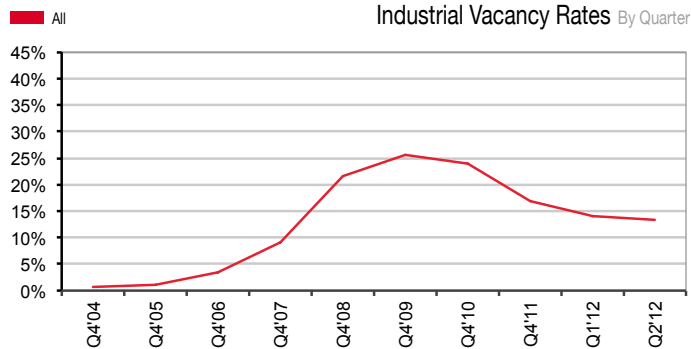
# Industrial

## 2012 2nd Quarter | Washington County



Asking Lease Rates (NNN)	< 20,000 SF	> 20,000 SF
Low	\$0.25	\$0.23
High	\$0.45	\$0.42
Average	\$0.34	\$0.32
Multi-Tenant Vacancy 13.3%		
2011 Ending Inventory 8,300,000		
Built Year To Date -		
Q2 2012 Ending Inventory 8,300,000		
Land Value per SF \$2-3		
CAP Rates 8-10%		

Industrial	Vacancy
Multi-Tenant Properties held as investment	
Industrial Average	13.3%
Full Market (includes Owner Occupied Properties)	
All Industrial	10.9%
Fort Pierce	12.9%
Millcreek	23.5%
Rio Virgin	10.8%
St George	7.3%
Gateway	5.7%



Transactions Q2

Industrial - Lease	SF	Agent(s)
Sunland Commercial Center	1,600	Wes, Curren
River Park	1,840	Jason & Meeja, Brandon
Retail w/ Warehouse on State Street	2,250	Curren
Dal-Tile Building	6,825	Jason & Meeja
River Park	3,717	Jason & Meeja, Brandon, Wes
Sunset Cabinet Shop	4,020	Jason & Meeja
Crocker Ventures Park	5,000	Jason & Meeja
Large Building in Kanab	10,000	The Walter Group
R&R Industrial Center, PH 2	2,000	Jason & Meeja, Curren
Classic Contractors Park	2,500	Wes
Industrial - Sale	SF	Agent(s)
Block Office/Warehouse Units	12,000	Wes
Blackhill Business Park	52,400	Wes
.84 Acre with Building	1,248	The Walter Group
Pace American	45,866	Curren

## Review

The industrial market vacancy rate declined further from its high in 2009 and asking lease rates ticked up slightly. The industrial vacancy trend signals a clear sign of a recovering industrial market, while low lease rates indicate that there is a component to the market that remains soft. Tenants continue to be extremely price sensitive and aggressive lease rate increases may cause tenants to contract, relocate, or otherwise reconsider their occupancy needs.

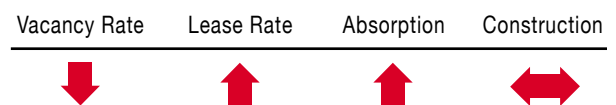
Large industrial acquisitions have continued. This quarter, the 52,000 SF Black Hills Business Park and the 45,000 SF Pace American properties were acquired in the Gateway Industrial Park with the assistance of NAI. Land sales continue to be very few and there haven't been any industrial buildings of note completed year to date. This lack of new construction has allowed new demand to absorb existing space accelerating the decline in vacancy.

Of other note, the 10,000 SF Stock Building in Hurricane was acquired by Paparazzi Accessories and plans are going through the city to construct an additional 20,000 SF on the site. Family Dollar continues with plans for its 800,000 SF, \$80 million warehouse distribution facility in the Ft Pierce Industrial Park. Operations should begin in late 2012 and will employ 450 people.

## Outlook

The price trend often lags the vacancy trend. As demand increases, supply becomes limited, and price increases naturally follow. We have already seen a significant drop in vacancies and the first signals of price increases. Growth in Southern Utah as well as the demand for industrial services is expected to increase as the economy continues to improve. Unless growth slows, new construction and increased lease rates are expected.

## Market Trend



## Industrial Units • SOLD Q2



52,400 SF Office / Warehouse



45,866 SF Warehouse

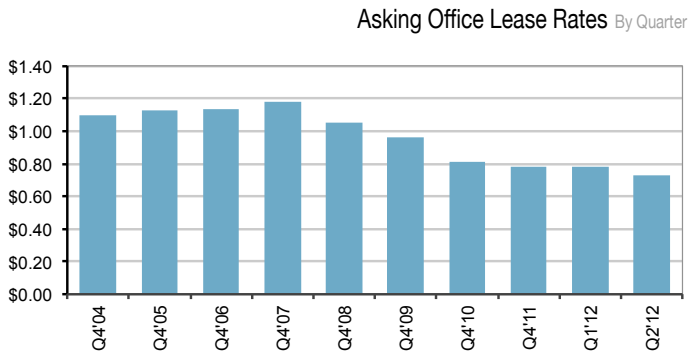
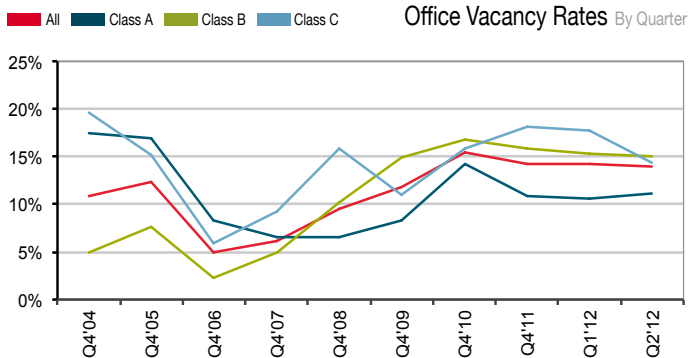
# Office

## 2012 2nd Quarter | Washington County



Asking Lease Rates (NNN)	Class A	Class B	Class C
Low	\$0.70	\$0.45	\$0.38
High	\$1.10	\$0.85	\$0.55
Average	\$0.96	\$0.56	\$0.42
Vacancy	1120.0%	15.1%	14.4%
Multi-Tenant Vacancy			14.60%
2011 Ending Inventory			3,278,000
Built Year To Date			17,000.00
Q2 2012 Ending Inventory			3,295,000
Land Value per SF			\$6-10
CAP Rates			8-10%
Under Construction			15,000

Office	Vacancy
All Office	14.0%
A	11.2%
B	15.1%
C	14.4%
CBD	18.1%
Downtown	11.0%
Suburban	21.3%
Medical	3.5%



Transactions Q2

Office - Lease	SF	Agent(s)
New Medical Office Building	1,077	Jason & Meeja
East Tabernacle Commercial Center	915	Jason & Meeja
Office by TJ Maxx	2,503	Jason & Meeja
Tabernacle Office Building	2,327	Jason & Meeja, Ryan
Ventana Office Park	4,620	Jason & Meeja
New Medical Office Building	1,746	Jason & Meeja
Downtown Office Space for Lease!	900	The Walter Group
Ventana Office Park	1,155	Jason & Meeja
Coral Canyon Town Center II	17,753	Roger
Red Cliffs Professional Park	976	Jason & Meeja, Brandon
Red Cliffs Professional Park	1,000	Jason & Meeja
Sunland Professional Park, Phase 1	1,480	Jason & Meeja
Highly Visible Office at Signalized Corner	633	Curren
River Road Frontage	1,387	Wes
Tabernacle Office Building	457	The Walter Group
Ventana Office Park	1,155	Jason & Meeja
Downtown Office Space for Lease!	900	The Walter Group, Wes
Red Cliffs Professional Park	463	Jason & Meeja

### Review

Although vacancy rates remain high and lease rates continue to soften, there are some positive signs in the office market that aren't revealed in the two graphs. New construction in the private and public sector has added new space to the market. There is growth in the office market that has been channeled to these new buildings. Also, within the office market, there is strong demand from buyers seeking Class A properties in high traffic locations. While ample space is available for lease, finding properties for purchase that meet specific buyer criteria is becoming increasingly difficult.

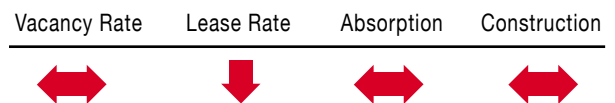
Much of the office vacancy is in old properties that are less desirable, or in new properties constructed in the market peak where interior improvements still have not yet been completed. The result of these scenarios is that there is demand from users to purchase specific types of office properties and an ample supply of office property available for lease.

This quarter, Dr Joseph D. Te completed his 17,000 SF office building near the Dinosaur Museum. Basile & Davis CPA's and Red Sands Realty is under construction on a 3,500 SF office building at 520 E Tabernacle. The Anderson Detox facility is nearing completion off Blackridge Drive.

### Outlook

The residential housing market and most segments of commercial real estate in Southern Utah show visible and quantifiable signs of recovery. The office market is lagging the broader trends. Although it may not be as clearly evidenced in the vacancy and asking lease rates, demand is improving for office space. Declining vacancy rates and improving lease rates are expected. Because of the very small size of the office market, total available inventory can change quickly.

### Market Trend



### Office Space • LEASED Q2



17,753 SF Coral Canyon



17,000 SF Medical Building

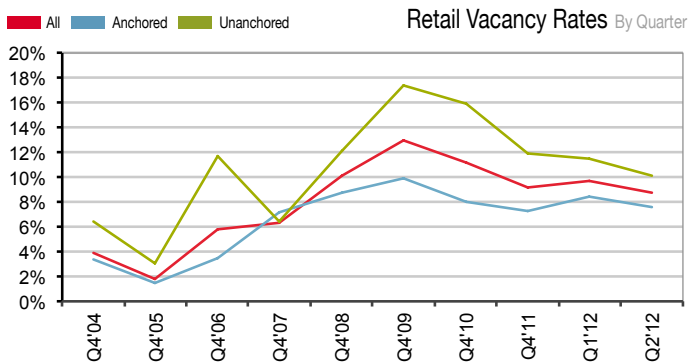
# Retail

## 2012 2nd Quarter | Washington County



Asking Lease Rates (NNN)	Anchored	Unanchored
Low	\$1.00	\$0.50
High	\$2.00	\$1.10
Average	\$1.40	\$0.82
Vacancy	7.6%	10.1%
<b>Multi-Tenant Vacancy</b>		
		8.8%
2011 Ending Inventory		6,175,000
Built Year To date		37,000
Q2 2012 Ending Inventory		6,212,000
Land Value per SF		\$8-14
CAP Rates		7-9%
Under Construction		32,000

Retail	Vacancy
Multi-Tenant Properties held as investment	
Retail Average	8.8%
Anchored	7.6%
Unanchored	10.1%
Full Market (includes Owner Occupied Properties)	
All Retail	6.9%
Anchored	5.4%
Unanchored	9.7%
Free Standing	8.0%



Transactions Q2

Retail - Lease	SF	Agent(s)
I-15 Visible 'Class A' Retail	2,265	Curren
Tonaquint Retail Center, Phase 2	4,960	The Walter Group
Buffalo's Southwest Café Restaurant Bldg	5,990	The Walter Group
St. George Boulevard Frontage	5,000	Wes
Retail Building	5,700	Ryan
Boulevard West Mall	2,430	The Walter Group
Retail - Sale	SF	Agent(s)
Bluff Street Frontage	5,288	Wes
Olde Home Bakery	9,400	Ryan
The Park at Paradise Canyon	3,518	Ryan
Retail Building for Sale	4,093	The Walter Group
Rural Grocery Store & Real Estate	31,044	The Walter Group
Investment - Lease	SF	Agent(s)
Kolob Market Texaco C-Store in New Harmony	3,036	Walter Group
Investment - Sale	SF	Agent(s)
Conoco Gas Station For Sale	2,950	Walter Group

## Review

Vacancy rates declined again as the retail market continues to improve. Lease rates are showing upward pressure for anchored locations and remain soft for unanchored locations. Overall, the retail market has been extremely active this quarter.

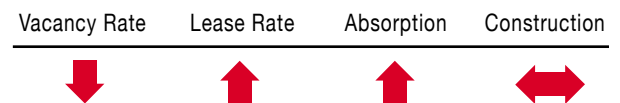
NAI represented clients in the sale of the Farmers Market grocery store in LaVerkin, Lifetime Products acquisition of the former Sara Lee location on St George Boulevard, Real Life Fitness and Health's 23,000 SF lease of the former Buffalo's Café and Coral Canyon property, and Sara Lee's relocation next to Hurst's Sporting Goods.

Jo-Ann's Fabric opened in the former Roberts Crafts space in Washington and Durango's Mexican Grill and Krave Yogurt are under construction in front of the Hurricane Cinema. Wing Nutz, FedEx Office, and Yogurt Land are new additions to Red Rock Commons and Bucca Di Beppo is set to open this quarter in front of the Mall. Jimmy Johns and Carl's Jr opened new locations on Sunset Boulevard and Subzero ice cream is going in Pine View Plaza. A new 1600 SF drive through restaurant is being built at 1000 E and Redhills Parkway and George's Restaurant in Ancestor Square is now open.

## Outlook

The future of the retail market depends in great part on population growth and tourism. Southern Utah has always had natural beauty and ample sunshine. Our population is beginning to grow again as amenities and infrastructure continue to increase the area's appeal to new residents. As a result, we expect conditions in the retail sector to continue to improve, particularly for anchored locations.

## Market Trend



## Retail Buildings • LEASED or SOLD Q2



5,990 SF Buffalo's Cafe Bldg



9,400 SF Olde Home Bakery

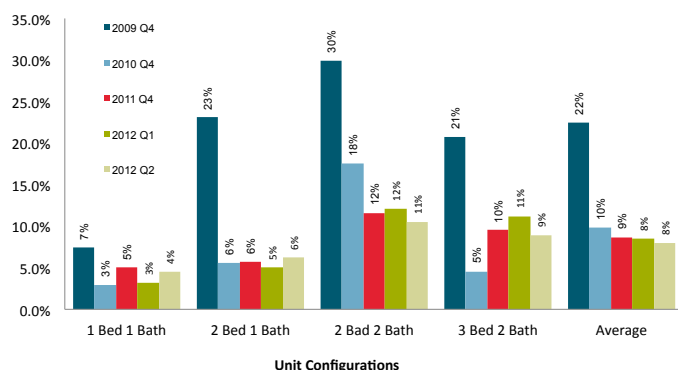


# Multi-Family

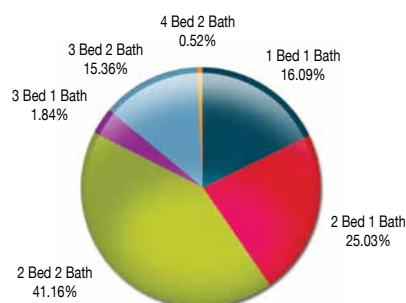
## 2012 2nd Quarter | Washington County



Vacancy Rates (Unit Type) By Quarter



Market Share by Unit (SF)



Configuration	Rent	Rent/SF	Vacancy
1 Bed 1 Bath	\$ 577	\$ 0.90	4.5%
2 Bed 1 Bath	\$ 636	\$ 0.65	6.2%
2 Bed 2 Bath	\$ 705	\$ 0.69	10.6%
3 Bed 2 Bath	\$ 851	\$ 0.66	9.0%
Average	\$ 674	\$ 0.70	8.0%

## Review

Average vacancy rates fell again in the second quarter to 8%. This is the third year in a row of improvement measured by falling vacancy rates in the multi-family sector. It was just three years ago when vacancy rates peaked at 23% in the second quarter of 2009. Vacancy rates remained high through the second quarter of 2010 before we saw significant improvement. Since that time, rental rates are up and vacancy rates continue to fall. Year over year, the average rent has increased by \$10. We saw a slight increase in the vacancy of 1x1 units and 2x1 units. Both 2x2 and 3x2 configurations saw vacancy rates improve. Average asking rates are up for 1x1 and 2x1 units and 2x2 and 3x2 units saw asking rates fall slightly.

There are currently no apartments consisting of more than 10 units for sale in our market. The only sale has been the 12 units at Cimarron South. They were mostly built in the mid-1980s and are all 2 bedroom, 2 bath configurations. The apartments sold for approximately \$81,000 per door and at a 7.7% cap rate.

## Outlook

Heritage Court, the senior subsidized housing project on 400 South, is expected to break ground in the third quarter of this year. There are no other multi-family housing projects announced. On a pro-forma basis, rental rates remain lower than what most developers would like to see, but by the time rental rates rise enough to make the economics attractive, land will be hard to acquire at a price per door that makes sense. As we have said before, our markets have typically provided few windows where multi-family developers can afford to buy land at attractive prices. This is one of those times, but the window will close as the residential market gains steam and land prices per door begin to increase.

## Agent Spotlight: Meeja McAllister



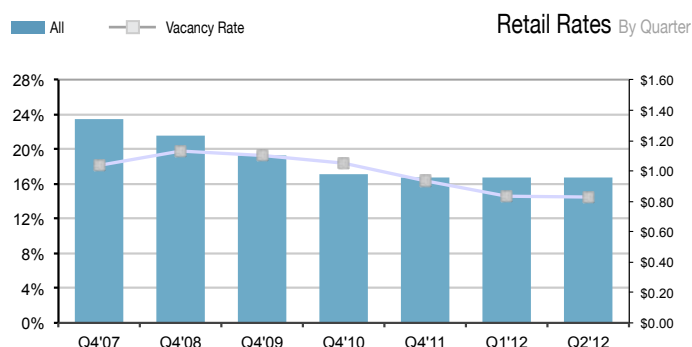
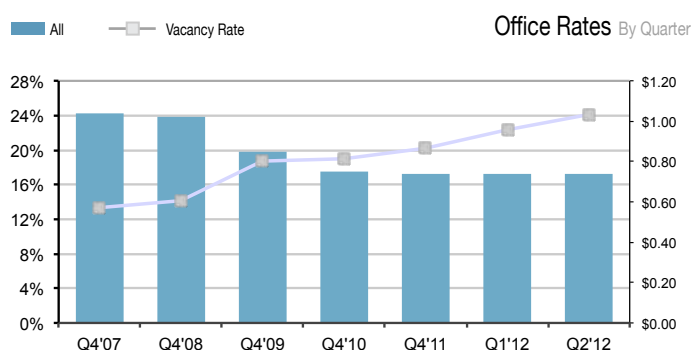
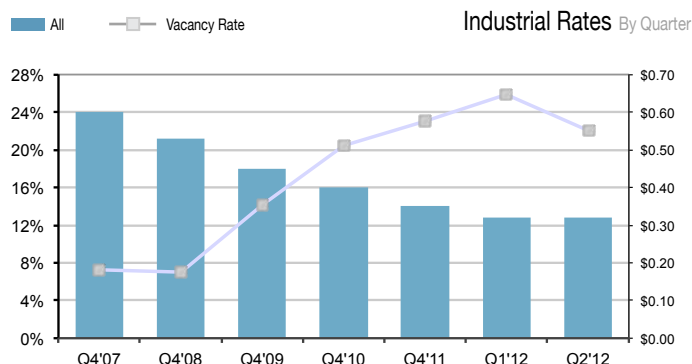
Meeja is a commercial real estate specialist with NAI Utah South where she specializes in industrial, office, and retail properties. Meeja began her real estate career in 2003 after moving to St. George and joining the Jason Griffith Team. Since then, she has been involved in hundreds of real estate transactions.





# Cedar City

## 2012 2nd Quarter | Iron County



Asking Lease Rates (NNN)	Industrial	Office	Retail
Low	\$0.16	\$0.45	\$0.65
High	\$0.50	\$1.00	\$1.15
Average	\$0.32	\$0.74	\$0.96
Vacancy	22.0%	24.1%	14.5%

## Iron County

Conditions in retail are slowly improving while office and industrial remain soft. Sales tax revenues are up and recreation, arts, and parks revenue is also up. Tourism on Cedar Mountain has been hurt by the closure of SR14 to Duck Creek and Navajo Lake, but work is expected to be completed this summer. While this doesn't directly impact the commercial real estate markets, the tourism does help the local businesses and ultimately results in the absorption of space.

## Industrial

The industrial market saw vacancy rates drop in the last quarter from nearly 26% to 22%. We hope this is a sign of improving market conditions. Many of the leases remain soft and landlords are making significant efforts to retain tenants, although time and an improvement in market conditions will eventually result in better conditions for landlords. Lease rates remain very attractive and tenants would be wise to secure long term leases at favorable rates with options on space for expansion. For those tenants who would like to own, SBA loans have very attractive rates making ownership an option as well.

## Office

Vacancy rates in the office sector increased again in the second quarter. Some office buildings built three years ago still remain vacant with little activity. In spite of the general lack of demand, the office market isn't deep and finding a space that meets a specific set of criteria can still be a challenge. Tenants coming up on lease renewals or new tenants entering the market should be able to negotiate very favorable terms. Asking lease rates fall within a wide range, and landlords are finding it difficult to generate new interest.

## Retail

Retail vacancy is just slightly lower, continuing the improving trend. At 14.5%, inline retail vacancy is at the lowest since we started surveying the Cedar City market. Jimmy Johns is open on 200 North and Mountain America is nearing completion of their new building in the Providence Center. We have seen all of the space in front of Home Depot absorbed with SubZero taking the last space. There will still be turnover of tenants as some businesses continue to struggle, but the retail market is much stronger than a couple of years ago.

## Cedar City • FOR SALE



32,450 SF Distribution Warehouse



40 Acres Industrial Property

## Cedar City • FOR LEASE

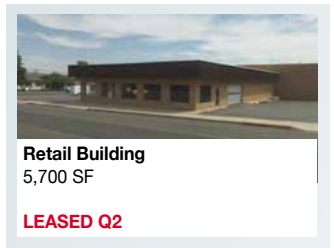
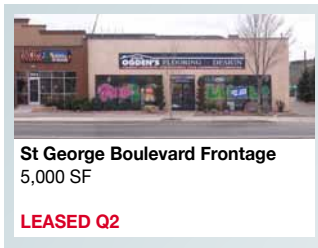
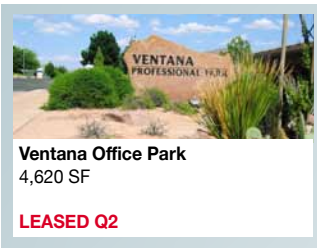
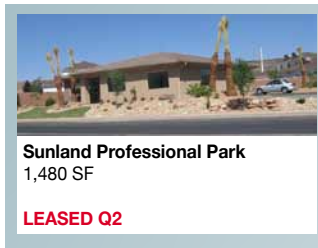
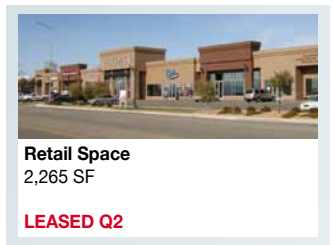
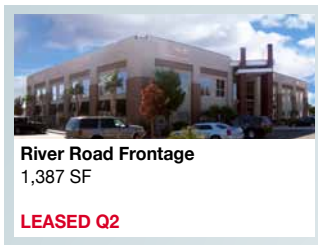
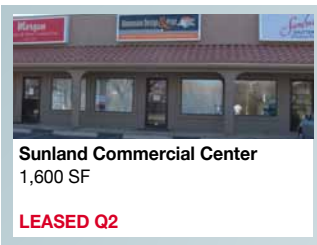
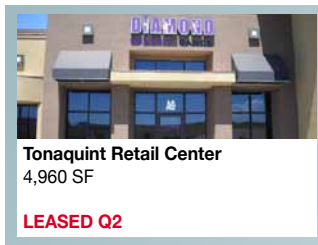
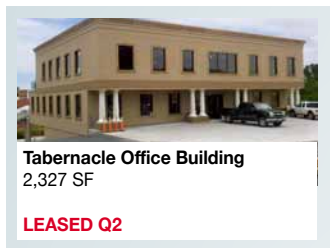
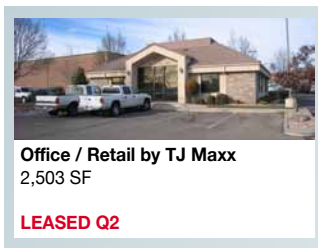
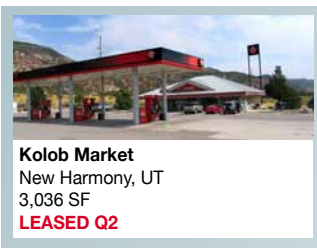
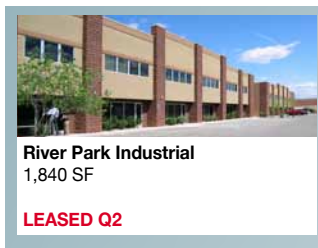
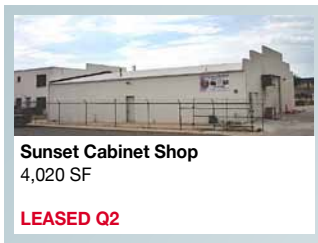
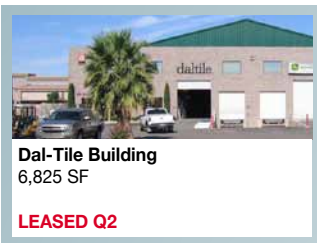
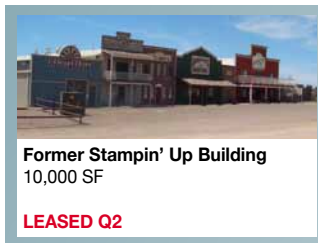
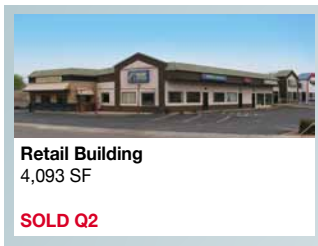
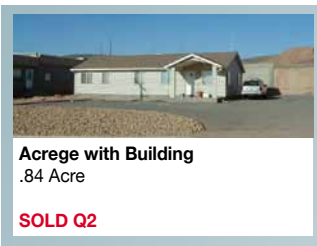
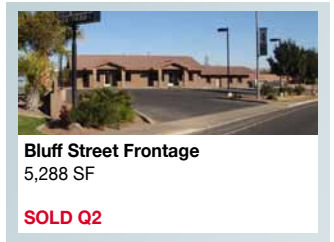
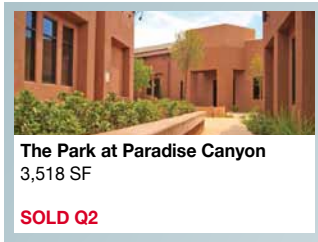
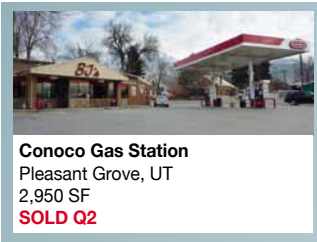
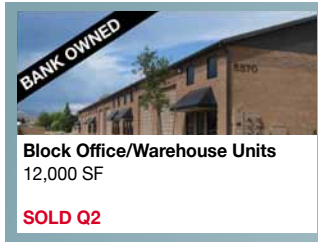


9,800 SF Warehouse



26,000 SF Warehouse

A Selection of **2012 Q2 Closed Transactions** from **NAI** Utah Southern Region



# 2011 Closed Transactions from NAI Utah Southern Region

	Agent	Property Description	Size	Trans
INDUSTRIAL	Brandon	Office/Warehouse in Gateway Ind. Park	2,500 SF	Lease
	Brandon	Office/Warehouse in Gateway Ind. Park	2,500 SF	Lease
	Brandon	River Park	3,656 SF	Lease
	Brandon	River Park	2,347 SF	Lease
	Brandon, Jason & Meeja	Industrial with Retail Visibility	5,000 SF	Lease
	Brandon, Jason & Meeja	Classic Contractors Park	2,500 SF	Lease
	Brandon, Jason & Meeja	River Park	4,675 SF	Lease
	Brandon, Jason & Meeja	River Park	4,675 SF	Lease
	Brandon, Roger	Office/Wrks in Gateway Ind. Park	3,000 SF	Lease
	Brandon, Roger	Office/Wrks in Gateway Ind. Park	3,000 SF	Lease
	Brandon, Ryan	2,230 SF in St. George Industrial Park	2,230 SF	Lease
	Current	Riverside Plaza	3,340 SF	Lease
	Jason & Meeja	Industrial Building	10,440 SF	Lease
	Jason & Meeja	Fairgrounds Industrial Park, Lot 38	1,755 SF	Lease
	Jason & Meeja	Warehouse Space	10,500 SF	Lease
	Jason & Meeja	Riverside Drive Retail/Warehouse	2,750 SF	Lease
	Jason & Meeja	Enice Office, Warehouse & Yard	3,984 SF	Lease
	Jason & Meeja	R&R Industrial Center, PH 2	2,000 SF	Lease
	Jason & Meeja	HED Building	4,000 SF	Lease
	Jason & Meeja	Industrial Building North of Sunset	4,200 SF	Lease
	Jason & Meeja	Fairgrounds Industrial Park, Lot 38	1,755 SF	Lease
	Jason & Meeja	320 East Project	3,864 SF	Lease
	Jason & Meeja	Hoskins Construction	3,440 SF	Lease
	Jason & Meeja	R&R Industrial Center, PH 2	3,000 SF	Lease
	Jason & Meeja	320 East Project	2,610 SF	Lease
	Jason & Meeja	R&R Industrial Center, PH 2	3,000 SF	Lease
	Jason & Meeja	Fairgrounds Industrial Park, Lot 38	1,755 SF	Lease
	Jason & Meeja, Brandon	Warehouse Space	10,500 SF	Lease
	Jason & Meeja, Brandon	HED Building	2,280 SF	Lease
	Jason & Meeja, Brandon	HED Building	4,000 SF	Lease
	Jason & Meeja, Brandon	HED Building	1,800 SF	Lease
	Jason & Meeja, Brandon	HED Building	4,607 SF	Lease
	Jason & Meeja, Brandon	River Park	1,777 SF	Lease
	Jason & Meeja, Brandon	River Park	3,600 SF	Lease
	Jason & Meeja, Brandon	River Park	5,472 SF	Lease
	Jason & Meeja, Brandon	River Park	3,600 SF	Lease
	Jason & Meeja, Brandon	River Park	1,839 SF	Lease
	Jason & Meeja, Brandon, Chappell	River Park	5,449 SF	Lease
	Jason & Meeja, Brandon, Wes	River Park	1,840 SF	Lease
	Jason & Meeja, Brandon, Wes	River Park	2,473 SF	Lease
	Jason & Meeja, Current	R&R Industrial Center, PH 2	2,000 SF	Lease
	Jason & Meeja, Roger	R&R Industrial Center, PH 2	2,500 SF	Lease
	Jason & Meeja, The Chappell Team	Fairgrounds Industrial Park, Lot 38	1,787 SF	Lease
	Jason & Meeja, The Chappell Team	Fairgrounds Industrial Park, Lot 38	1,787 SF	Lease
	Roger	Westridge Warehouse	2,400 SF	Lease
	Ryan	Millcreek Building	59,000 SF	Lease
	The Walter Group, Brandon	Southeast Retail Building	1,720 SF	Lease
	The Walter Group, Current	Southeast Retail Building	1,720 SF	Lease
	Wes	Office/Warehouse	1,600 SF	Lease
	Wes	Office/Warehouse/Yard	2,000 SF	Lease
	Wes	Office/Retail Warehouse	2,900 SF	Lease
	Wes	Sunland Commercial Center	1,600 SF	Lease
	Wes, Jason & Meeja	Office/Warehouse	1,600 SF	Lease
	Current	Ft. Pierce Net Leased Investment	10,529 SF	Sale
	Current	Snow Storage Facility	64,211 SF	Sale
	Jason & Meeja	Gibson Carpet Gallery	5,520 SF	Sale
	Ryan	Investment Building	32,699 SF	Sale
	The Walter Group	Manufacturing Warehouse	1,800 SF	Sale
	The Walter Group	Storage Units	58,735 SF	Sale
	Wes	Ofc/Wrks/Dock & Lots of Extras	8,500 SF	Sale
	Wes	Office/Warehouse/Yard	13,636 SF	Sale
	Wes, Brandon	Office/Warehouse & Yard	3,000 SF	Sale
	Wes, Current	Investment Opportunity	1,600 SF	Sale
	Wes, Current	Corporate Leased Investment	4,400 SF	Sale
		<b>TOTAL</b>	<b>434,957 SF</b>	
INVEST	The Chappell Team	Profitable Local Business w/ Inventory		Sale
	The Walter Group	Sinclair C-Store	2,825 SF	Sale
	The Walter Group	Flying J C-Store	9,400 SF	Sale
	The Walter Group	Bloomington Market	6,098 SF	Sale
	Wes	Rare Water Rights Opportunity		Sale
		<b>TOTAL</b>	<b>18,323 SF</b>	
LAND	Current	Hurricane Acreage	1 AC	Sale
	Current	Ranch Property w/ Mammoth Creek Frontage	5 AC	Sale
	Jason & Meeja, Wes	Bank Owned Washington Fields Parcels	26 AC	Sale
	Ryan	Prime Pad at Busy Intersection	1 AC	Sale
	The Walter Group	Vacant Land	3 AC	Sale
	The Walter Group	Old Phillips 66 aka KB Express Land	0 AC	Sale
	The Walter Group	Scenic Point - 34 Lot Improved Subdivision	42 AC	Sale
	Wes	1.2 Acres of Industrial Land	1 AC	Sale
	Wes	Desert Garden Estates Building Lot	1 AC	Sale
	Wes	26 Townhome Pads (Tuscan Hills Dev.)	8 AC	Sale
OFFICE	Wes	Lots & Acreage / R-3 Zoning	14 AC	Sale
	Wes	Industrial Lot	1 AC	Sale
	Wes, The Walter Group	Potential Commercial Corner	3 AC	Sale
		<b>TOTAL</b>	<b>108 AC</b>	
	Brandon	Medical Office	11,263 SF	Lease
	Brandon, Roger	Southtown Professional Plaza	1,847 SF	Lease
	Current	Troon Park	2,500 SF	Lease
	Current, Wes	Office Suites at Southgate Professional Center	1,420 SF	Lease
	Jason & Meeja	Red Cliffs Professional Park	1,000 SF	Lease
	Jason & Meeja	Red Cliffs Professional Park	1,000 SF	Lease
	Jason & Meeja	Red Cliffs Professional Park	650 SF	Lease
	Jason & Meeja	Red Cliffs Professional Park	2,000 SF	Lease
	Jason & Meeja	Red Cliffs Professional Park	639 SF	Lease
	Jason & Meeja	Ventana Office Park	1,155 SF	Lease
	Jason & Meeja	Red Cliffs Professional Park	1,000 SF	Lease
	Jason & Meeja	Sunland Commercial Center	1,600 SF	Lease
	Jason & Meeja	Second North Plaza	1,632 SF	Lease
	Jason & Meeja	Red Cliffs Professional Park	2,000 SF	Lease
	Jason & Meeja	Red Cliffs Professional Park	826 SF	Lease
	Jason & Meeja	Ventana Office Park	1,155 SF	Lease

	Agent	Property Description	Size	Trans
OFFICE	Jason & Meeja	Red Cliffs Professional Park	350 SF	Lease
	Jason & Meeja	Red Cliffs Professional Park	1,000 SF	Lease
	Jason & Meeja	Red Cliffs Professional Park	868 SF	Lease
	Jason & Meeja	Mail Drive Office Building	1,640 SF	Lease
	Jason & Meeja	Red Cliffs Professional Park	1,000 SF	Lease
	Jason & Meeja	Red Cliffs Professional Park	1,453 SF	Lease
	Jason & Meeja	Red Cliffs Professional Park	1,000 SF	Lease
	Jason & Meeja	Rio Plaza	1,270 SF	Lease
	Jason & Meeja	East Tabernacle Commercial Center	552 SF	Lease
	Jason & Meeja	East Tabernacle Commercial Center	3,343 SF	Lease
	Jason & Meeja	Red Cliffs Professional Park	1,226 SF	Lease
	Jason & Meeja	South Mail Drive Office Building	2,917 SF	Lease
	Jason & Meeja	Chelsea Commercial Condos	1,283 SF	Lease
	Jason & Meeja	Red Cliffs Professional Park	574 SF	Lease
	Jason & Meeja	Red Cliffs Professional Park	574 SF	Lease
	Jason & Meeja, Brandon	Mission Place #2	2,500 SF	Lease
	Jason & Meeja, Brandon	Second North Plaza	4,296 SF	Lease
	Jason & Meeja, Wes	Red Cliffs Professional Park, Phase 1	650 SF	Lease
	Jason & Meeja, Wes	Sunland Professional Park, Phase 1	1,503 SF	Lease
	Roger	1,582 +/- SF Office Space	1,582 SF	Lease
	Roger	Professional Office	1,300 SF	Lease
	Roger	Executive Suites	104 SF	Lease
	Roger	Executive Suites	118 SF	Lease
	Roger	1,582 +/- SF Office Space	1,582 SF	Lease
	Roger	Executive Suites	112 SF	Lease
	Roger	Professional Office	1,326 SF	Lease
	Roger, The Chappell Team	Executive Suites	105 SF	Lease
	Ryan	Troon Park	3,725 SF	Lease
	The Chappell Team	Tonaquint Office Building	2,795 SF	Lease
	The Walter Group	Panguitch Office Building	1,350 SF	Lease
	The Walter Group	Panguitch Office Building	767 SF	Lease
	The Walter Group	Downtown Office Space for Lease!	1,200 SF	Lease
	The Walter Group	Boulevard Office Park	999 SF	Lease
	The Walter Group	Office Space off Sunset	700 SF	Lease
	The Walter Group	Office Space off Sunset	725 SF	Lease
	The Walter Group	Former ANB Bank Building	8,960 SF	Lease
	Wes	Chase Plaza	394 SF	Lease
	Wes	Professional Office	3,000 SF	Lease
	Wes	Chase Plaza	3,328 SF	Lease
	Wes	Chase Plaza	1,419 SF	Lease
	Wes	Chase Plaza	1,357 SF	Lease
	Wes	Professional Office	3,000 SF	Lease
	Wes, Brandon	Medical Office Plaza	2,400 SF	Lease
	Wes, Brandon	Downtown Office Building	1,480 SF	Lease
	Wes, Current	Chase Plaza	3,328 SF	Lease
	Wes, Jason & Meeja	Downtown Office Building	4,914 SF	Lease
	Current	State Street Office Building	2,269 SF	Sale
	Jason & Meeja	Commercially Zoned Home	1,666 SF	Sale
	Jason & Meeja	Ventana Office Park	2,310 SF	Sale
	Jason & Meeja, Current	Red Cliffs Professional Park	2,000 SF	Sale
	Roger	Retail/Office on Tabernacle	1,326 SF	Sale
	The Walter Group	Mesquite Office Bldg on Golf Course	5,852 SF	Sale
	The Walter Group	Troon Park Office	2,000 SF	Sale
	Wes	Commercial/Residential Property	9,000 SF	Sale
	Wes	Professional Office	5,900 SF	Sale
	Wes, Jason & Meeja	Downtown Office Building	9,000 SF	Sale
		<b>TOTAL</b>	<b>152,777 SF</b>	
RETAIL	Current	Retail/Restaurant on Bluff Street	1,246 SF	Lease
	Current	Retail Near College & CBD	850 SF	Lease
	Current	Retail/Office Building	1,900 SF	Lease
	Current	Country Square Shopping Center	18,103 SF	Lease
	Current, Brandon	I-15 Visible 'Class A' Retail	2,610 SF	Lease
	Jason & Meeja	Shops at Red Cliffs	1,600 SF	Lease
	Jason & Meeja	Riverside Commercial	1,845 SF	Lease
	Jason & Meeja	The Shoppes at Telegraph Square I	1,400 SF	Lease
	Jason & Meeja	Bloomington Courtyard Commercial Center	1,250 SF	Lease
	Jason & Meeja	Albertson's Center	2,650 SF	Lease
	Jason & Meeja	Rio Plaza	1,270 SF	Lease
	Jason & Meeja	Pier 49 Pizza Building	1,350 SF	Lease
	Jason & Meeja	Pier 49 Pizza Building	1,350 SF	Lease
	Jason & Meeja, The Walter Group	Sunset Blvd Auto Building	1,586 SF	Lease
	Jason & Meeja, Wes	Dixie Sunset Plaza	1,449 SF	Lease
	Roger	Coral Canyon Town Center	1,112 SF	Lease
	Roger	Coral Canyon Town Center	1,112 SF	Lease
	Roger	Coral Canyon Town Center	2,248 SF	Lease
	Roger	Phoenix Plaza	2,400 SF	Lease
	Ryan	Promenade at Red Cliffs	2,015 SF	Lease
	Ryan	Bluffstreet Marketplace	1,312 SF	Lease
	Ryan	Sunroc Building	24,994 SF	Lease
	Ryan	St. George Blvd Commons	2,511 SF	Lease
	Ryan, Current	St. George Blvd Commons	1,088 SF	Lease
	Ryan, Wes	St. George Blvd Frontage	500 SF	Lease
	The Chappell Team	West Wind Plaza	1,155 SF	Lease
	The Chappell Team	Grand Circle Plaza	1,125 SF	Lease
	The Walter Group	Log-Constructed Commercial/Retail Bldg	1,581 SF	Lease
	The Walter Group	Retail Buildings	1,000 SF	Lease
	The Walter Group	Lube Center / Automotive Facility	2,700 SF	Lease
	The Walter Group	Dinosaur Crossing	3,060 SF	Lease
	The Walter Group	East Ridge Mail Space	1,000 SF	Lease
	The Walter Group	10,840 SF Bldg in 3D Comm. Center	10,840 SF	Lease
	The Walter Group, Current	Southland Retail Building	2,350 SF	Lease
	The Walter Group, Current	Retail Buildings	1,000 SF	Lease
	The Walter Group, Jason & Meeja	Southland Retail Building	1,976 SF	Lease
	Wes	Sunset Corner	1,789 SF	Lease
	Wes	St. George Boulevard Frontage	1,250 SF	Lease
	Wes	Retail Near College & CBD	1,000 SF	Lease
	Wes	St. George Boulevard Frontage	5,000 SF	Lease
	Wes	Anchored Retail Space	5,050 SF	Lease
	Wes, The Walter Group	Anchored Retail Space	1,820 SF	Lease
	The Walter Group	Restaurant with Arby's Tenant	2,430 SF	Sale
	Wes	Retail Investment / Debt-Free Opportunity	9,000 SF	Sale
	Wes	Income Property	9,153 SF	Sale
	Wes, Current	Bluff Street Office Building	7,692 SF	Sale
		<b>TOTAL</b>	<b>151,722 SF</b>	

Over **200** Transactions!  
**740,000** SF Leased or Sold!



A Selection of **Distressed Properties** from **NAI** Utah Southern Region



**Historic Pioneer Home**  
Brandon Vandermyde  
4,652 SF  
\$ 378,000



**Troon Park Office Building**  
Jason Griffith & Meeja McAllister  
4,122 SF  
\$ 395,000



**Assisted Living Center**  
The Walter Group  
6,693 SF  
\$ 145,000



**Hurricane Hwy Frontage**  
Wes Davis  
12 AC & 15 AC  
\$ 2,613,600 & \$ 3,267,000



**Elim Valley Acreage**  
Mark Walter  
36.52 AC  
\$ 1,175,000



**Greens Lake Road Acreage**  
The Walter Group  
5.13 AC  
\$ 647,000



**Virgin River Confluence Property**  
Wes Davis  
166 AC  
\$ 2,000,000



**Kolob Mountain Resort**  
Wes Davis  
25,000 SF  
\$ 2,750,000



**Ephraim Office Building**  
Jason Griffith & Meeja McAllister  
5,042 SF  
\$ 449,000



**Avanyu Residential Development**  
Curren Christensen  
240 AC  
\$ 1,690,000



**Farm/Ranch Near Bryce Canyon**  
Wes Davis/Mat Chappell  
35 AC  
\$ 99,000



**Ephraim Acreage**  
Jason Griffith & Meeja McAllister  
9.66 AC  
\$ 349,000



**Rare Bluff St Acreage**  
Wes Davis  
2.35 AC  
\$ 249,500



**SR-9 Frontage**  
Wes Davis  
25 AC  
\$ 3,499,000



**REO - Foreclosure Sale**  
Wes Davis  
3 AC  
\$ 530,000



**Multi-Family Units in Mesquite**  
The Walter Group  
19,968 SF  
\$ 900,000



**Acreage with Highway 9 Frontage**  
The Walter Group  
4.72 AC and 5.50 AC  
\$ 650,000 and \$ 900,000



**Hardy Way Office Building**  
The Walter Group  
6,133 SF  
\$ 480,000



**Industrial Warehouse**  
The Walter Group  
16,105 SF  
\$ 239,000



**5.2 Acres Highway Commercial**  
Wes Davis  
5.2 AC  
\$ 395,000



**1.5 Acres in Mesquite**  
The Walter Group  
1.5 AC  
\$ 110,000



**Professional Office**  
Wes Davis  
2,936 SF  
\$ 230,000



**Beryl 20 Acres**  
Jason Griffith & Meeja McAllister  
20 AC  
\$ 4,500



**Toquerville Acreage**  
Wes Davis  
60 AC  
\$ 315,500

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