

# FORECAST 2020

## Southern Nevada's Commercial Markets

Thursday, January 23, 2020

**7:30 am**      **Registration, Continental Breakfast, Networking**

**8:00 am**      **Opening Comments and Welcome**

**Julie Cleaver**, President - NAIOP Southern Nevada

Senior Vice President, Planning & Design, The Howard Hughes Corporation

**Dr. Vivek Sah**, Director - Lied Institute for Real Estate Studies,

Lee Business School, University of Nevada, Las Vegas

**8:15 am**      **Economic Update**

**Victor Calanog PhD CRE®**

Chief Economist & Senior Vice President

Moody's Analytics REIS

**9:15 am**      **Break**

**9:45 am**      **Commercial Market Panel**

Retail - **Dan Adamson**, ROI Commercial Real Estate

Office - **Ryan Martin**, SIOR, CCIM, MDL Group

Industrial - **Garrett Toft**, SIOR, CBRE

Moderator - **Jeff LaPour**, LaPour

**10:15 am**      **Keynote – Cities-as-a-Service**

**Greg Lindsay**

Director of Applied Research, NewCities Foundation

Director of Strategy, CoMotion LA

**11:30 am**      **Event Concludes**

Thursday, January 23, 2020

Orleans Hotel and Casino

7:30 - 11:30 am

**Thank you to  
our Sponsors**

Breakfast



Economist

**CBRE**

Keynote Speaker



PRESENTED BY:



Lied Institute for  
Real Estate Studies

**UNLV** LEE  
BUSINESS SCHOOL

*Howard Hughes*

## KEYNOTE SPEAKER - CITIES-AS-A-SERVICE

### Greg Lindsay

Director of Applied Research, NewCities Foundation  
Director of Strategy, CoMotion LA



Greg Lindsay is the director of applied research at the NewCities Foundation and director of strategy at its mobility-focused offshoot, CoMotion. He is also a non-resident senior fellow of the Atlantic Council's

Foresight, Strategy, and Risks Initiative, a visiting scholar at New York University's Rudin Center for Transportation Policy & Management, and co-author of *Aerotropolis: The Way We'll Live Next*.

Greg is a partner at FutureMap, a geo-strategic advisory firm based in Singapore, and has advised Intel, Samsung, Starbucks, Audi, Chrysler, Hyundai, Tishman Speyer, British Land, André Balazs Properties, Emaar, Aldar, and Expo 2020, among others. He was the inaugural urbanist-in-residence at URBAN-X — BMW MINI's urban tech accelerator.

## ECONOMIC UPDATE

### Victor Calanog PhD CRE®

Chief Economist & Senior Vice President  
Moody's Analytics REIS



Victor Calanog is Chief Economist and Senior Vice President at Moody's Analytics REIS. He and his team of economists and analysts are responsible for REIS's market forecasting, valuation, and real

estate portfolio analytics services. Dr Calanog serves on the Editorial Board of the CRE Finance Council and Real Assets Adviser. He is a member of the Board of Directors and Executive Committee of the Counselors of Real Estate®. He holds a PhD in Applied Economics and Management Science, an MBA in Finance and an MA in Business and Public Policy, all from the Wharton School of the University of Pennsylvania.

## COMMERCIAL MARKET PANEL

### Retail: Dan Adamson, ROI Commercial Real Estate

Dan founded R.O.I. Commercial Real Estate in 1992. More than 26 years later, ROI is a thriving retail boutique commercial real estate firm with 17 brokers. Specialties in retail include landlord representation, tenant representation, land sales, land acquisitions, surplus properties and investment sales.

### Office: Ryan Martin, SIOR, CCIM, MDL Group

Ryan is an office product type specialist and a Senior Vice President with MDL Group where he focuses on representing clients with investment sales, build-to-suits, tenant representation and agency landlord assignments. During his recent twelve-year career at Colliers International he worked on the most active office team in the Las Vegas market.

### Industrial: Garrett Toft, SIOR, CBRE

Garrett has more than 15 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 is a board member of Junior Achievement of Southern Nevada.

### Moderator: Jeff LaPour, LaPour

Founder and President of LaPour, a commercial real estate and hospitality development firm, Jeff is active in the western US. Over the past 20 years, he has led development as a principal on over 4M SF of office, industrial, and hospitality space. The firm has a specific focus and a successful history on complicated transitions.