



This Las Vegas castle is on the market for \$3.85 million.

Rob Jensen Co.

Las Vegas castle lists for \$3.85M

The Lakes estate is a replica of an 1800s Victorian manor

By Valerie Putnam
Real Estate Millions

Inspired by the stunning castles of Europe, Rose Manor is a sophisticated replica of an 1800s Victorian castle.

True to its namesake, the estate features floral touches such as handcarved wood roses throughout the interior and an exterior English garden filled with roses. "All the mansions in Europe are named," homeowner Paul Zeppa said about the unique property at 2928 Coast Line Court in Las Vegas. "They call this the Rose Manor. We just call it the Zeppa House."

The castle's towering stone walls, elegant stained glass and exqui-

Video

Homeowners Paul and Gemma Zeppa give a tour of their castle at The Lakes.
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site stone porte-cochere present a striking backdrop against the other neighboring homes in The Lakes community.

"It's very unique," Zeppa said. "There isn't another house like this west of the Rockies."

The 11,662-square-foot castle is listed for \$3.85 million through Rob Jensen, broker and president of Rob Jensen Co.

Zeppa said he and his wife, Gemma, are selling the estate to downsize.

"We have so much space," he said. "We're not utilizing all the room."

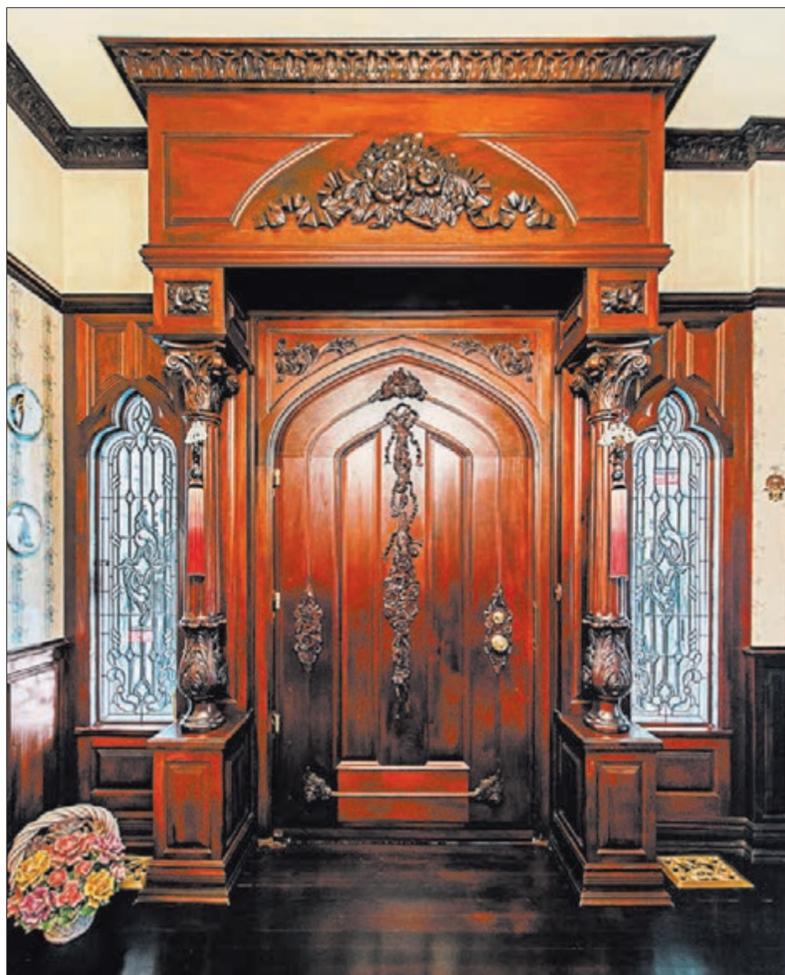
California architectural firm Robert Symons Associates designed the four-level estate. The craftsmanship features handcarved mahogany wood, stained-glass windows, custom-designed Italian chandeliers and hand-painted woodwork.

The home has six bedrooms, six baths, private boat dock, lap pool and what Paul Zeppa refers to as the "dungeon." The dungeon entrance hides behind a secret wall. The wall spins to reveal a staircase descending to a lower level.

"There is a gate that comes down," he said as he pointed to an iron gated wall that closes off part of the brick-walled lower level. The original owners "displayed mechanical knights in the alcoves along that wall."

With a wood-beamed ceiling and brick walls, the Zeppas transformed the dungeon into a private family room to view movies.

The Zeppas are the third owners of the property. The castle was originally built by Larry and Lisa Miller in 1991 for an estimated \$8.5 million, according to Paul Zeppa. He recalled Larry Miller saying he spent over \$700,000 for the 144 custom stained or beveled glass windows imported from the United Kingdom.



The massive front door is made of handcarved mahogany and flanked by stained-glass windows.

Rob Jensen Co.

About the castle

Price: \$3.85 million
Location: 2928 Coast Line Court, The Lakes
Size: 0.53 acres, 11,662 square feet, four levels, six en suite bedrooms including master suite, six bathrooms, three-car garage
Features: Stained-glass windows, custom woodwork, mahogany cabinetry, custom-designed chandeliers, formal dining and living rooms, family room, game and exercise room, balcony, slate roof, pool, private boat dock, commercial-grade chiller system, security, English rose garden
HOA fees: \$302 per month
Listing: Rob Jensen, broker and president, Rob Jensen Co.

According to public records, the Millers sold the property in 2005 to Robert Dyson for \$3.4 million. It went into foreclosure in 2008.

Paul Zeppa took action to purchase the estate upon learning it was going into bankruptcy.

"I negotiated with the bank directly," he said about diverting the property from going to auction. "Before it even got to the courthouse steps."

"Larry's so happy we got the house," Paul Zeppa said. "We are maintaining his vision."

The Zeppas worked to restore and maintain the home in its original condition. He said he has invested about \$400,000 into the property.

"We don't want to change it," Gemma Zeppa said. "If you go to Europe, this is what the castles look like. If you change it, it won't be a castle anymore."

After purchasing the property,



Tonya Harvey Real Estate Millions
Homeowners Paul and Gemma Zeppa

the couple made minor renovations to the property. They restored the kitchen to the original condition after it was changed by previous ownership.

"We stripped the whole thing down," Paul Zeppa said. "We had the cabinets restored to the original wood."

The restoration included removing wallpaper in the master and hiring a painter to create a stone effect on the wood window frames throughout the home.

"He was really talented," Paul Zeppa said about the painter. "It looks like real stone. It took seven layers of paint to achieve the look."

The couple also finished the attic, adding 2,000 square feet to the

See **CASTLE** 4G

Vegas to star in 'Property Brothers' HGTV series to hold casting call; starts production in January

By Susan Stone
Real Estate Millions

A dozen local devotees of "The Property Brothers" might soon hit the real estate jackpot.

This week, the Las Vegas-based reality TV stars announced they will be recording their upcoming season of "The Property Brothers" in Las Vegas. Previously, they have focused on homeowners in Canada, New York, Atlanta, Austin, Texas, and Nashville, Tennessee.

With five different series on HGTV, Drew and Jonathan Scott are undoubtedly the cable network's most popular personalities. Although they filmed another series, "Brother vs. Brother" in Las Vegas in 2015 and 2016, which involved four home renovations, this will be the first time this series is being shot here. Twelve

REAL ESTATE MILLIONS

episodes will be produced. "Filming a home in Vegas is always exciting for us," said Drew Scott in a written statement. "There are so many beautiful homes and neighborhoods in this city that we'll be able to showcase this coming season."

Their team is searching for candidates for the series, which will start production in January. Candidates need to be living in the Las Vegas metro area or be planning a move here, older than 21, and have a budget of at least \$90,000 for the renovation and be able to prove it.

Fans of the show don't need to be told that they must be looking for a fixer-upper and have a basic idea of what they want and need in a home, but be flexible and willing to work with a design team.

In a typical show scenario, one of the homeowners will want something completely contrary to the others' desires. Or, the buyers have a long list of "must-haves" that is not balanced by their budget. In that case, the brothers must persuade their client to trust them to make the most of those dollars. That is where the drama begins.

Clients must be patient and work through a seven- to eight-week process, including living elsewhere during the renovation. Because the timeline is tight, they must be available for on-camera appearances the whole time and able to make quick design choices.

Like a good dinner guest, participants are expected to be enthusiastic, contribute interesting stories and have some type of personality. It's television, after all.

Other requirements stated on their 50-question online application include being available for seven to 10 days of shooting throughout the process.

Participants for the show are selected by the production company, Cineflix, not the Scott brothers. The show's casting director, Nicole Chacra, reports the response to the casting call has been overwhelming. According to the Scott brothers'

See **BROTHERS** 6G



Darren Goldstein DSG Photo
Drew and Jonathan Scott of HGTV's "The Property Brothers" will start filming a new season in Las Vegas in January.

HOA board members need to know pool regulations

Q: We have as our president on the board who is a retired high-ranking military officer. She is turning our beautiful community into a barracks with no personal touches whatsoever. Even the wreaths are on hangers over our doors, not touching the outside of the building, which, of course, is not allowed.

Her meetings are chaired by her and the way she addresses people or even speaks with them is mili-



BARBARA HOLLAND
ASSOCIATION Q&A

taristic. No one should be treated like that or embarrassed in that manner.

One of our board members finally caught a small dog that had been running loose for three weeks. Many people were feeding him and laying blankets out for him. A board member went to great lengths to put the dog in a carrier and took him home to calm him down and find out from whence he came. The dog has also been seen on two very busy streets in our complex. To her surprise he had been in the shelter off the Strip, plus another shelter in Calgary, Alberta, Canada. Now, she was on the hunt to find him a good home as he turned out to be a mellow, loveable young, (2 years old) 18-pound terrier. Unfortunately, she already had two dogs, which is the maximum allowed for our community. Our illustrious president got wind of this and called an emergency meeting of the board, leaving out the hero in question, who is on the board. The board member was given a fine and told to get rid of the dog — something she was trying to do all along.

I have now adopted the dog, who is a joy. I have lived in this community for nine years and did not realize one person could make one so miserable with her rules. She deserves some kudos for the good changes that have been made and has saved us money. But please know that life out of the military is different. Our soldiers have done a fantastic job of maintaining our freedom — all the praise in the world for them. Please remember that, whatever your rank, we, as civilians, do not have to salute you.

A: You do not state whether or not the homeowner who was temporarily sheltering the dog should have had the right to a hearing to explain the situation. The fine could not be assessed against the homeowner without a hearing the homeowner could attend.



Thinkstock

It is not always easy to change attitudes. Perhaps, an informal lunch with the president and the board can set her on the right path, especially since you have indicated the new president has made some good changes.

Q: Do you have an update article regarding the Southern Nevada Health District aquatic facility regulations, which were approved April 26. It was also approved by The State of Nevada Board of Health June 8. Explain the field inspections to prepare for a July 1, 2019 implementation. Anyone living in a HOA, would like to know results, and what the training would be for the new rules.

A: Nevada Administrative Code 440.010 pertains to aquatic features. Section 444.058 defines “public bathing or swimming facility” to mean any artificial swimming lagoon, isolation and flotation tank, mineral bath, spray pool, special purpose pool, swimming pool, wading pool or water recreation attraction that is used by the public for swimming or bathing.

The term does not include any facility at a private residence controlled by the owners of the residence, the use of which is limited to members of the family or invited guests of the owner.

This state regulation has not changed. There has been some informal discussion by SNHD that a change could be recommended to the Nevada Legislature and the Department of Health and Human Services, which I believe has jurisdiction as to the language in NAC 440.010.

The SNHD’s website states: “Due to changes to industry and safety standards, SNHD developed and

proposed regulations based on the CDC’s (Centers for Disease Control and Prevention) model Aquatic Health Code. Following more than three years of collaboration with industry groups, including HOAs, resort representatives, pool companies and other interested parties, the 2018 aquatic facility regulations were approved by the Board of Health in April 2018 and approved by the Nevada State Board of Health on June 8, 2018.”

Facilities with aquatic venues associated with residential living units may make application to the Health Authority to self-manage the aquatic venues of their facilities. This program is designed for facilities where the use of the aquatic venues is limited to residents of the facility and their invited guests to include apartment communities, homeowner associations, condominium communities, cooperative living communities, town house communities and any other residential facility type as approved by the Health Authority.

To make application, your community must meet the following criteria:

1. Had satisfactory inspection history for at least two years prior to application with no imminent health hazards observed.
2. Shall not have any inspection activity, complaint investigation and/or drowning/diving accident that resulted in a SNHD closure.
3. Inspection history of your current qualified operator (pool

company) will be evaluated when considering your application.

4. Must maintain complete and accurate operating records for all aquatic venues.

5. May be required to provide additional documentation as requested by the Health Authority.

Some of the compliance requirements for the self-managed program are as follows:

1. Must provide copies of maintenance records and self-inspection on a quarterly basis.

2. Documentation must successfully demonstrate that your facility is managing health and safety.

Complaints that are received from the public the Health Authority will conduct a complaint investigation by contacting the person or association or management company listed on the application.

If your management company changes, your association would have 30 days in which to contact the Health Authority. If your association changes qualified operators (pool companies), you will need to check the records with the Health Authority as any operator that has a history of non-compliance could cause your association to have its self-managed program revoked and your association would not be able to reapply for at least two years of demonstrating satisfactory compliance.

Your association would still be subject to the requirements listed in aquatic regulations, sections 1-1 through 5-13.

If you change any equipment, either through remodel or substantially similar equipment replacement, you will need to notify the Health Authority for approval.

For more information, you can log on to southernnevadahealthdistrict.org. Look at Appendix A for more information. These new regulations will go into effect on July 1. As to any training classes, you can also contact SNHD at 702-759-1000 or aquatic@snhd.org.

NOTE: On Sept. 12, I and attorney Avece M. Higbee will be giving a free seminar called “HOA Questions You’re Afraid to Ask.” The free event will be held from 5:30 to 7 p.m. at 8290 Arville St. The talk will cover budgets, notices, regulation enforcement and foreclosures. To RSVP call 702-215-5069 or email events.nv@fsresidential.com.

Barbara Holland is a certified property manager, broker and supervisory certified association manager. Questions may be sent to holland744o@gmail.com.

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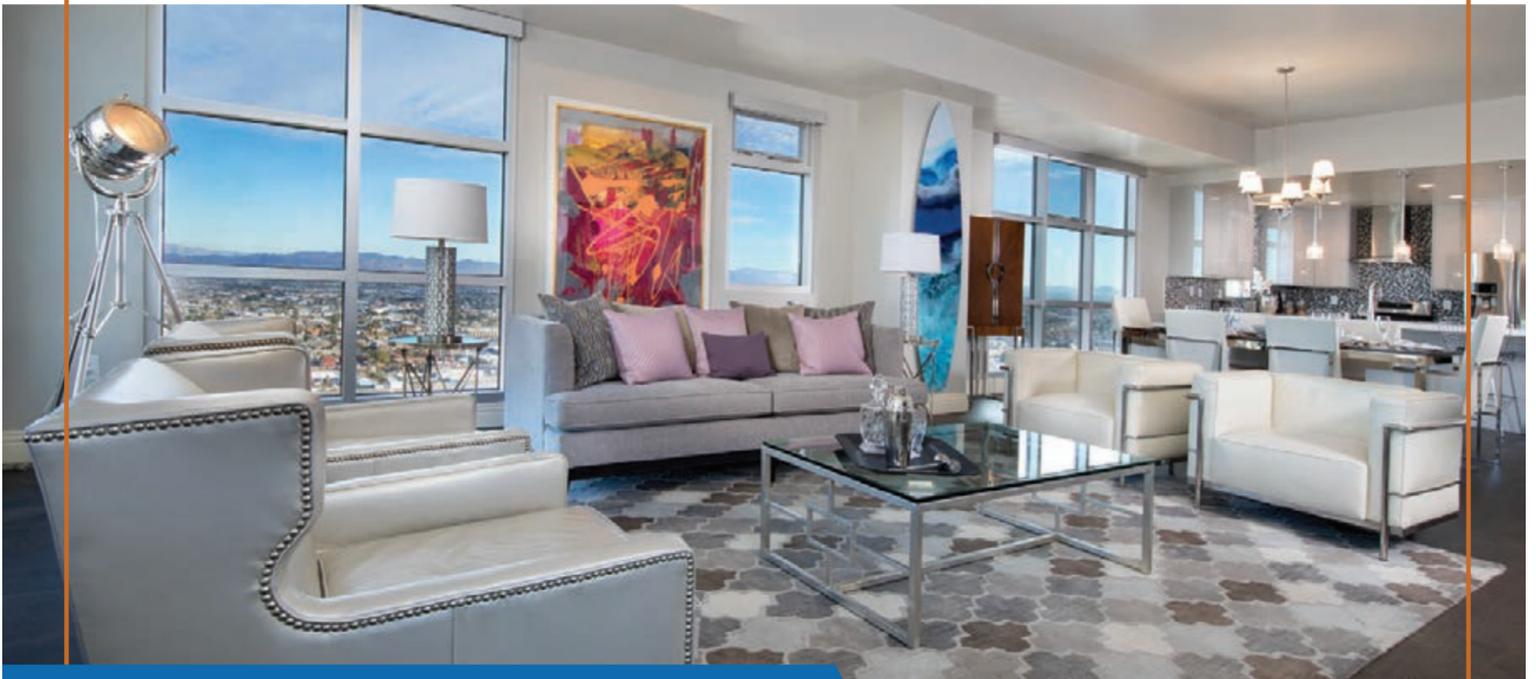
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NORTHCAP



► **CASTLE**

Continued from Page 1G

home. Walking through the massive handcarved mahogany front door framed by stained-glass windows is like stepping back in time. Ogival arched doorways, ceilings and long hallways replicate an authentic castle experience throughout the home.

The effect is carried throughout with the use of rich dark mahogany woodwork, built-ins and crown molding.

“There was a tremendous amount of detail put into this house during the design and construction phases,” Jensen said. “I toured the home with the original owner over 10 years ago, and I remember him telling me there was over \$1 million in Honduras mahogany millwork alone.”

A formal sitting room features large windows, rose-patterned carpet, gas fireplace and elegant touches. Adjacent is the expansive formal dining room complete with a custom chandelier, built-ins and ogival arched windows with window bench seating.

The castle is purportedly an exact replica of one Lisa Miller loved to stay in while traveling in Europe. According to Paul Zeppa, her husband commissioned all the material imported from the U.K. to create an authentic representation of the property.

The expansive gourmet kitchen has mahogany cabinetry, counter seating and separate breakfast nook. A large family room is adjacent with access to the kitchen through a large window.

Upstairs, the master suite features a separate sitting area framed by ogival shaped windows and large domed ceiling. An exterior balcony showcases stunning views of the pool and lake.

A massive walk-in closet features a separate area for shoes and handbags with stairs descending into a larger room for hanging clothes.

“It’s a very unique closet,” Paul Zeppa said. “It’s a closet almost every woman in the world would love.”

The master bath features a double vanity, whirlpool tub and separate shower.

Three adjacent en suite bedrooms share a large common room in a separate wing of the manor.

“It was designed for their three



The castle has a boat dock.

Rob Jensen Co.



Homeowners Paul and Gemma Zeppa remodeled the kitchen.

daughters,” Paul Zeppa said of the bedroom wing. “You can use it for studying or relaxing.”

Another separate wing provides additional en suite bedrooms with a more masculine design. The bathroom features a stainless steel counter and vanity set against a travertine floor.

“This was the wing for the boys,” he said. “They had three girls and two boys.”

Paul Zeppa, who owns RF Imaging and Communications, invented four different devices in a large office on the upper level.

“I would stay up until 3 in the morning creating stuff,” Paul said. “I

used to do it a lot at the beginning after we purchased the property.”

The castle also features an upper-level game room and exercise area.

The exterior opens up to English-style gardens lined with roses, a private dock and lap pool that Paul Zeppa calls the moat.

The home showcases a thick slate roof, three separate garages, imported door locks, security system and a commercial-grade air conditioning chiller system.

“In a chiller system, you use water,” he said. “Once the water is cold, it pumps it through the house through radiators.”

A private dock and electric boat lead to trips along Lake Sahara, where residents enjoy record-breaking fishing.

“It reminds me of Venice,” Gemma Zeppa said. “It’s very nice when you go on the lake at sunset.”

The Lakes is an exclusive private gated community with 42 custom luxury homes.

“We’re a small community,” Paul Zeppa said. “Most people know each other and take care of each other.”

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SPONSORED CONTENT

Ascaya to showcase sculptor Dorit Schwartz

Artist reception planned for Sept. 5

Local sculptor Dorit Schwartz, whose well-known for her work with St. Jude Children's Research Hospital, will showcase several new pieces and prints during Ascaya's Art in Architecture event Sept. 5 from 4 to 7 p.m.

The free event welcomes guests to meet Schwartz and view the new additions to her "The Light Within" collection that will reside in the luxury custom home community's clubhouse until Sept. 14.

Schwartz, who is returning to Ascaya for a second time, said the community with 313 custom estate sites, exemplifies the beauty and strength of the desert.

"It has always been my passion to bring the outdoors inside, so that's when 'The Light Within' was born," said Schwartz, who has been sculpting for 25 years. "Knowing that crystal has such an energy and people are becoming so much more spiritual and connected with Mother Nature, I felt it was important to connect those two elements in an artistic way that could be adorned in homes as art."

Schwartz' work is internationally



Dorit Schwartz' work is internationally known, and she is one of 12 artists selected for an upcoming Art & BMW showing at the Osaka BMW showroom in Japan. Her BMW Art Car will debut Aug. 30.

known, and she is one of 12 artists selected for an upcoming Art & BMW showing at the Osaka BMW showroom in Japan. Her BMW Art Car will debut Aug. 30 in conjunction with Japan's American Chamber of Commerce, Kansai, Food Bank Kansai and Kitano Art Gallery.

In addition to Ascaya, Schwartz has pieces that are on display at the Wynn Home Store at the Esplanade of the Encore Hotel, the Art360° Exhibit inside the Mayor's office at City Hall, in Japan and in galleries throughout the country.

"The Light Within" is a collection of crystal and wood sculptures that were inspired by Mother Nature.

Schwartz said a new addition to the collection, hand-painted lithographs, offers a fresh take on the sculptures and will be individually numbered and signed. All of Schwartz's pieces that will be on display are available for purchase.

Schwartz has been a Southern Nevada-based sculptor for the past 20 years. Since 2008 she has served full time as the resident artist for the St. Jude Children's Research Hospi-



Dorit Schwartz

Local sculptor Dorit Schwartz will talk about her work at Ascaya's Art in Architecture event Sept. 5 from 4 to 7 p.m.

tal, Las Vegas Chapter. It was there that she first created her now iconic sculptural work "Celebration of Life."

Pieces from this collection can be seen at various locations throughout the city of Las Vegas, such as The Discovery Children's Museum, The Lou Ruvo Center for Brain Health, Downtown Summerlin, Summerlin Hospital, UNLV, City Hall, and Symphony Park at The Smith Center.

SPONSORED CONTENT

Southern Nevada home prices level off

Local home prices are leveling off this summer as the housing supply has stopped shrinking but still remains tight. That's according to a report released this month by the Greater Las Vegas Association of Realtors.

GLVAR reported the median price for existing single-family homes sold in Southern Nevada through its Multiple Listing Service during July held steady at \$290,000. That's the same as June, but still up 11.5 percent from \$260,000 in July of 2017. The median price of local condos and town homes sold in July was \$166,000, down slightly from June, but up 20.3 percent from the same time last year.

"Local home prices had been on the rise for most of 2018, but have been slowing down this summer," said GLVAR President Chris Bishop, a longtime local Realtor. "Sales have been leveling off, too. We're glad to see the housing supply increasing slightly in recent months, but our inventory is still very tight. That tight supply has been dragging down home sales. At this rate, we're on pace to sell fewer existing homes this year than we did last year. And it may be some time before local home prices get back to their all-time peak from 2006."

According to GLVAR, the median price of existing single-family homes sold in Southern Nevada peaked at \$315,000 in June of 2006. Prices hit a post-recession bottom of \$118,000 in January of 2012.

Southern Nevada now has less than a two-month supply of existing homes available for sale when a six-month supply is considered a balanced market.

By the end of July, GLVAR reported 4,787 single-family homes listed for sale without any sort of offer. That's up from June but still down 4.2 percent from one year ago.

For condos and town homes, the 878 properties listed without offers in July represented a hefty 40.5 percent increase from one year ago.

The total number of existing local homes, condos and town homes sold during July was 3,955.

Compared to one year ago, July sales were up 1.4 percent for homes and up 17.2 percent for condos and town homes.

GLVAR reported that 22.6 percent of all local properties sold in July were purchased with cash.

That compares to 24.6 percent one year ago. That's well below the February 2013 peak of 59.5 percent, indicating that cash buyers and investors are still active in the local housing market, but have been playing a much smaller role than they were five or six years ago.

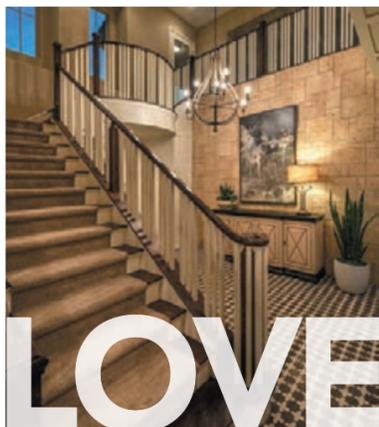
At the same time, the number of so-called distressed sales continues to drop. GLVAR reported that short sales and foreclosures combined accounted for 2.9 percent of all existing local home sales in July, down from 6.4 percent of all sales one year ago.

These GLVAR statistics include activity through the end of July 2018.

GLVAR distributes statistics each month based on data collected through its MLS, which does not necessarily account for newly constructed homes sold by local builders or homes for sale by owners. Other highlights include:

- The total value of local real estate transactions tracked through the MLS during July was nearly \$1.1 billion for homes and nearly \$136 million for condos, high-rise condos and town homes. Compared to one year ago, total sales volumes in July were up 11.1 percent for homes and up 31 percent for condos and town homes.

- Homes and condos continued to sell faster than last year at this time. In July, 89 percent of all existing local homes and 89.5 percent of all existing local condos and town homes sold within 60 days. That compares to one year ago, when 82.2 percent of all existing local homes and 87.7 percent of all existing local condos and town homes sold within 60 days.



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► BROTHERS

Continued from Page 1G

website, homeowners on the show do get an entire home renovation, but the hourlong program typically highlights only the common areas of kitchen, bathroom and living room. And no, the carefully selected furnishings are not all whisked away as soon as the cameras shut off; the owners get to keep all the furniture, tchotchkes and decorative throw pillows.

Whether or not the investment will pay off in the short term has not been established in the Las Vegas market. But judging by social media posts, a lot of Las Vegas locals are interested in getting into the game.

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COMMERCIAL REAL ESTATE

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CALV to hold commercial real estate symposium Sept. 26

The Commercial Alliance Las Vegas will offer three specialized continuing education courses as part of its annual commercial real estate symposium.

CALV will host its 13th annual Commercial Alliance Educational Symposium from 7:30 a.m. to 4:30 p.m. Sept. 26 at the Gold Coast. Attendees can earn continuing education credits for classes taught by well-known local and national instructors.

The morning class will feature often-entertaining insight from nationally known trainer, coach and motivational speaker Terry Watson. His presentation is titled "Avoiding Commercial Roadkill."

Afternoon courses include one by former CALV President Soozie Jones Walker, CCIM (Certified Commercial Investment Member) and SIOR (Society of Industrial and Office Realtors), who will be leading an ethics-oriented class called "It's More Than the Law." The other afternoon course is "Subleases & Buy-outs - Who's Got the Motivation," by national instructor Steve Cannariato, CCIM.

In addition to the classes, a highlight of the event is CALV's annual luncheon and panel discussion: "Las Vegas Real Estate Legends — When Cocktail Napkins Were Contracts."

The CALV luncheon also will serve as the monthly luncheon for the Southern Nevada CCIM Chapter. It continues a tradition of featuring longtime local real estate legends and industry veterans discussing how the local industry and community have evolved over the decades.

The luncheon is open to the public. This year's event features retail-focused panelists Hank Gordon and Michael Saltman and moderator Terri Sturm.

Gordon is chairman and CEO of Laurich Properties Inc. in Las Vegas, a commercial real estate development company. His career



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dates back to the late 1950s, when he developed and sold homes and apartments in California before beginning to develop a wide range of commercial real estate properties in California, the Pacific Northwest and Alaska.

Saltman is the managing general partner and president of the Vista Group in Las Vegas, a developer and manager of office, retail, industrial and housing projects in Nevada, California, Florida and Utah.

An attorney, he has also worked as general counsel and director of international operations for Shareholders Capital Corp. in Munich, Germany. He's also the co-founder of the Saltman Center for Conflict Resolution at the UNLV Boyd School

of Law.

Sturm is the CEO and founder of Territory Incorporated, a commercial development, brokerage and property management company she formed in 1993.

At one time, Territory developed, owned, managed and leased nearly 5 million square feet of local retail space. Before starting her own company, Sturm was a developer for Simon Property Group, then the nation's largest owner of shopping centers, where she specialized in developing regional community retail centers.

She has been a licensed real estate broker in Nevada since 1978 and a Las Vegas resident since 1990.

Now semi-retired, she and her



2017 CALV President Jennifer Ott and nationally known instructor Dr. Mark G. Dotzour.

husband, Rollie Sturm, a former attorney, homebuilder and developer, still enjoy investing in select business and retail developments in and around the Las Vegas Strip.

Event sponsors include the Southern Nevada CCIM Chapter, the Appraisal Institute Nevada Chapter, CREW Las Vegas, Criterion Group, NAIOP of Southern Nevada, SIOR and DC Building Group.

On-site registration begins at 7:30 a.m. Participants can register in advance or at the event. All-day admission is \$99 for CALV and GLVAR members, or \$149 for others.

For more information or to register for the symposium, download the registration form at www.CALV.org, or call the CALV at 702-784-5050.

The Commercial Alliance Las Vegas is the commercial real estate division of the Greater Las Vegas Association of Realtors. It organizes and empowers the industry in Southern Nevada through education, networking, promoting professionalism and shaping public policy. Membership in CALV is open to Realtors and non-Realtors.

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COMMERCIAL REAL ESTATE

Growing medical industry spurs commercial real estate

Renovations, new construction in the valley

By **Buck Wargo**
RJRealEstate.Vegas

The combining of medical practices along with the desire for doctors to build their own surgery centers is prompting renovations and even new construction in the valley's medical office sector.

This follows a wave of microhospitals and urgent care facilities built over the last couple of years. Henderson Hospital opened in late 2016 and later opened a medical office building adjacent to it.

Nigro Construction is among the contractors that have been working on multiple medical facility projects — the creation of the Mountain's Edge Hospital Orthopedic Surgery Center, a tenant improvement for obstetrician/gynecologist Dr. Guita Tabassi and a two-floor tenant improvement for Gastroenterology Associates.

Michael Nigro, president of Nigro Construction, said his company was doing a lot of tenant improvements and remodeling procedure rooms to surgery centers a year ago, but there's more interest among physicians in building and upgrading their space.

"What I am seeing on my end is a lot of doctor groups coming together to build 5,000-square-foot to 10,000-square-foot facilities," Nigro said. "Our medical business is up about 30 to 40 percent from a year ago. I'm seeing a definite increase in the number of transactions out there."

Doug Geinzer, CEO of Las Vegas HEALS, a group of more than 600 health care professionals, said it's a reflection of the growth of health care across the valley as population and demand continue to increase.

Geinzer credits academic medicine in part with the creation of the UNLV medical school, which just started its second year, and the expansion of graduate medical education in the form of residency programs at hospitals.

"When you add academic medicine to any market, you're going to see massive expansion," Geinzer said. "And more and more surgeons are starting to bring their procedures out of a hospital and into a surgery center, because it lowers the costs and improves quality because it's their own team."

Geinzer said there's a lot of consolidation among primary care practices. He cited the opening of the medical group P3 Health Partners this year. It's opened five offices this year, with three grand openings this week.

Nancy Weaver, communications director for P3 Health Partners, said the group will open four more offices by the end of the year. All are in renovated space. The clinics, which sit in existing medical office buildings, cover Green Valley, Seven Hills, Summerlin and Southern Hills, along with one near MountainView Hospital.

"It has been challenging to find space out there that's conducive to our patients and making sure we're in the spaces they are," Weaver said.

There is a plan to grow in 2019 and add more clinics, all of which focus primarily on seniors, she said.

Shalonda Hughes, a senior sales associate with the brokerage firm CBRE that tracks the medical office marketplace, said her group is seeing the same trend of practices combining and looking for space.

In a growing number of cases, second-generation space isn't available, and some are looking to build.

"We have gotten calls from prospective tenants who are looking to consolidate as doctors come together and create a larger group practice," Hughes said. "That's probably why there are developers under construction now because they are seeing that activity as well."

Some of the significant projects reported by the CBRE research team is St. Rose San Martin Medical Center's third phase, a medical office building in the southwest valley measuring about 22,000 square feet. There's the Gardner Plaza at St. Rose in Henderson, measuring about 24,000 square feet in medical office space. Union Village in Henderson, where Henderson Hospital is located, plans to add medical office buildings as well, she said.

Tanner Peterson, a senior sales associate at CBRE, said one national physician group is looking for a surgery center in Las Vegas and may have to build one because one isn't available that fits its needs.

As for Nigro, Tabassi's tenant improvement project is still under



Bill Hughes RJRealEstate.Vegas
Mike Nigro, president of Nigro Construction, left, Mike Latalle, plant operations manager for Mountain's Edge Hospital, and Melissa War, CEO of the hospital, discuss the expansion to the facility's orthopedic surgery center at 8656 W. Patrick Lane.

construction. The 6,000-square-foot building is designed to accommodate obstetrics and gynecology specialists, Nigro said. The project space will include nursing stations, exam rooms, procedure rooms, ultrasound rooms, triage and monitoring rooms.

"We have found that many of our medical clients are looking to design with upgraded efficiencies and for an overall better patient experience," Nigro said. "From a design perspective, we don't have to build file rooms anymore. There's new technology out

there, and it allows patient flow to be better."

The Mountain's Edge Hospital Orthopedic Surgery Center expansion project consists of 19,135 square feet of renovations along the northern end of the existing hospital to add a new surgical suite as well as five operating rooms, material management, pre-op and recovery suites.

The additions will include the installation of an energy-efficient boiler and decontamination, sterilization, medical gas and water treatment services within the new surgical department, Nigro said.

The expansion is expected to be completed in March 2019.

The 130-bed, two-story acute care hospital, which opened in July 2015, had always planned to add the surgery center, according to CEO Melissa War. The construction costs \$7 million. With equipment, the entire project costs \$11 million.

Learning the hard lessons of the Great Recession

Developer Jaimee Yoshizawa lost it all but is back better than ever

By **Buck Wargo**
RJRealEstate.Vegas

Jaimee Yoshizawa learned some difficult lessons during the Great Recession that devastated the commercial development industry in Las Vegas and is glad for it.

The 49-year-old civil engineer started Pacific Concepts in 1998. It handled commercial brokerage, property management and project management and ultimately took an ownership stake in commercial and residential developments.

When the recession hit, Yoshizawa lost it all — the land, the buildings, her 20-employee business and even her home. She rented a room from a friend for \$400 a month and plotted her way back.

Now Yoshizawa feels she's in a better position than she was before the recession. She restarted her firm with a new name, Red Ltd., and has grown it back up to 12 employees. The firm is doing civil engineering,

commercial brokerage and project management in Las Vegas. In addition, she's back in the game when it comes to ownership stakes in Reno-area residential and commercial projects.

It's been an interesting journey for the Hawaii native, who started her career out of the University of Hawaii writing environmental assessments and traveling across the Pacific Rim. That gave her "the bug to work somewhere other than Hawaii."

The nation's history features the advice to go west for opportunity, but it's different for Hawaiians like Yoshizawa. The traditional advice there is go to the mainland, gain experience and bring it back to Hawaii.

In the mid-1990s, Yoshizawa took advantage of one of those travel specials of four days and three nights for \$400 — what she could afford at the time — to come to Las Vegas looking for work.

She landed a job with Poggemeyer Design Group and later worked for

CRS Consulting.

It was exciting doing environmental assessments in Las Vegas, because permits and construction were more fast-moving than they were in Hawaii. But that was not enough for Yoshizawa. Inspired by a woman civil engineer who worked with and mentored her in Hawaii and who had started her own firm, Yoshizawa wanted to do the same here and more.

That's when she started Pacific Concepts for civil engineering and real estate brokerage. She started as a consultant for projects, managing and overseeing them, before she decided to invest in projects herself with partners.

They did a multiuse commercial project that built 58,000 square feet out of a planned 100,000 square feet of office and retail space on 10 acres at Russell Road and the 215 Beltway. It included a tavern she owned and managed.

Yoshizawa was also a partner in



Jaimee Yoshizawa, RED founder

building a 16-home subdivision on four acres near Pecos Road and McLeod Drive. The homes, priced between \$400,000 and \$600,000, were in escrow but not closed when the housing bust hit, she said.

The commercial development went unfilled, as well. The lender on the project, Silver State Bank, was shuttered in 2008, and the bank was placed under FDIC receivership. She eventually lost the properties.

"When the recession hit, I had to start over from scratch," Yoshizawa said. "I lost everything. It was just timing."

In 2009, Yoshizawa moved into the rented room and decided to start again after she realized she could not negotiate the loan payments for her investments. She restarted her company and began doing contract work for the mining industry. She eventually went to work for Tysseen and traveled between Canada and Northern Nevada. By 2013, she wanted to get back to rebuilding her company.

"I started an engineering firm and real estate brokerage again, and whatever I could find, whether it be entitlements and continuing contract work with the mine," Yoshizawa said. "I did a little bit of everything while building up the company from scratch. I did a lot of work in the medical marijuana field, getting use permits."

Yoshizawa renamed her firm Red, which is an acronym for Real Estate, Engineering and Development.

But Yoshizawa had the bug again to get involved as a developer and started acquiring land again, this time in Northern Nevada, where the economy is booming and opportunities are abundant in the Sierra Nevada region.

"It reminds me of Henderson in the 1990s," Yoshizawa said.

Yoshizawa is building a 20,000-square-foot day care center near Tesla's property as part of a 12-acre commercial project. She's involved in a 48-acre project to build 16 acres of multifamily and 22 acres of single-family residential in a region needing housing.

She also is involved with a 424-acre project in the Dayton area, where there are plans for 1,000 homes and 80 acres of commercial.

In addition, she's doing some work in Las Vegas for a planned multiuse development in the resort corridor, but she couldn't talk about the project.

Yoshizawa is even eyeing opportunities to invest in projects again in Las Vegas if the right chance arises.

"I love Vegas. I love living in Vegas and being part of its growth. I have my roots here. It will always be home next to Hawaii."

Yoshizawa has re-established herself as a developer in an industry that tends to be dominated by men. She serves as a mentor to other women and said she is humbled that she inspires them just like she was inspired to start a business by a women engineer in Hawaii.

Yoshizawa said it's a relief to come back from what happened to her and a lesson in faith and perseverance and hard work to make it back. She had even done some bartending and worked as a waitress to sustain herself during the hard times of running her business in the midst of the recession.

"I learned every lesson that was to be learned, and if there was an easy way to do it, I probably did it the hard way," said Yoshizawa, who added the experience didn't deter her. "I think it had the opposite effect. I did it once. I am young enough and could do it again. I am blessed with that experience. Bringing all of those projects to fruition and losing them, I gained an appreciation for it. Now I'm doing so much more and better than I was in 2008."



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