

DOWNTOWN DEVELOPMENT OPPORTUNITY

QUALIFIED OPPORTUNITY ZONE

Fremont Street
EXPERIENCES

LAS VEGAS ACADEMY
OF THE ARTS



LAS VEGAS BLVD.

MAIN ST.



E. CHARLESTON BLVD.

S. 11TH ST.

MARYLAND PKWY.

E. CARSON AVE.

FREMONT ST.

DOWNTOWN LAS VEGAS

WHO IS NORTHCAP MULTIFAMILY?

THE COMPANY

Las Vegas's premier multifamily real estate team consists of veterans Devin Lee, CCIM, Robin Willett, Jerad Roberts and John Tippins, who form the city's largest and most seasoned team of multifamily specialists. The group, which has more than four billion dollars of transactions between them, comprise Northcap Commercial's Multifamily Division. As a dedicated investment sales team creating a company that encompassed a trusted global service platform with local market expertise was crucial to delivering exceptional results to their clients.

The four-man powerhouse brings mastery in all facets of the market including investment brokerage, site selection, land development, asset management, financing, property management, leasing and a robust presence in Downtown Las Vegas. The team prides themselves in their extensive history with all classes of multifamily properties and record investment sales. Since Northcap Multifamily is not bound to a larger corporate entity, they're able to conduct outreach with both various brokers and buyers bringing a local's perspective to an industry overwhelmed with out-of-market competitors.

Having the largest multifamily team in Las Vegas allows them to provide the best service to their buyers and sellers. Due to their ability to apply best practices, common sense, ownership, management experience as well as government relations, to each transaction, they can easily work with every client with any need.

The team is honored to be recognized as CoStar Power Brokers.

DEVIN LEE, CCIM

Director Multifamily Investments | Finance

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ROBIN WILLETT

Senior VP Multifamily Investments

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MULTIFAMILY SALES

FINANCING

ASSET MANAGEMENT

ADVISORY SERVICES

DEVELOPMENT



THE COSMOPOLITAN

THE OPPORTUNITY

915 E. CARSON AVE.

NORTHCAP 

HIGHLIGHTS

LIST PRICE:

\$625,000

ACREAGE:

0.19 AC

SITE AREA:

8,276 SF

APN:

139 - 34 - 712 - 038

ZONING:

R - 4

HIGH DENSITY RESIDENTIAL

FRONTAGE:

CARSON AVE.

INVESTMENT HIGHLIGHTS:

- **OPPORTUNITY ZONE**
- **BOOMING FREMONT EAST**
- **DOWNTOWN LAS VEGAS**
- **STRONG DEMOGRAPHICS**

THE OPPORTUNITY • 0.19 ACRES • 915 E. CARSON AVE.

915 E. CARSON AVE.

Las Vegas, NV 89101

PROJECT OVERVIEW

Northcap Multifamily is proud to present a rare opportunity to acquire a strategically located land parcel at 915 E. Carson Ave. This 0.19 Acres of commercial land is approximately 8,276 SF of land in the heart of Downtown Las Vegas. Positioned in a rapidly evolving area, this site offers exceptional potential for developers, investors, and owner-users seeking to capitalize on continued growth and demand.

- Well-located land parcel with strong street frontage
- Flat and usable site (buyer to verify all site conditions)
- Excellent visibility and accessibility
- Utilities nearby (buyer to verify availability and capacity)
- Located in a corridor experiencing ongoing redevelopment and investment
- Close proximity to established residential neighborhoods and commercial centers

LOCATION OVERVIEW

915 E. Carson Ave is strategically located in the heart of Downtown Las Vegas, within the rapidly evolving Fremont East / Downtown corridor—one of the city's most active redevelopment zones.

The property benefits from immediate proximity to the vibrant Fremont Street Experience, a major regional destination known for its entertainment, dining, nightlife, and tourism activity. This area has seen significant public and private investment, driving increased foot traffic, population growth, and new mixed-use development.

Carson Ave is in the final stages of a \$378 million RTC Maryland Parkway Bus Rapid Transit corridor improvement. Recently, crews are placing the final layer of asphalt on Carson Ave from Casino Center Blvd to 13th St. The broader BRT project — which includes widened sidewalks, enhanced bus shelters, shared bus-bike lanes, improved lighting, and landscaping — is on track for completion fall 2026.

Maryland Parkway Improvements: https://marylandparkway.com/wp-content/uploads/2024/05/Maryland_Parkway_virtual_boards_v14a.pdf

RTC Rapid Transit Route: <https://marylandparkway.com/>

DEVELOPMENT SCENARIO

FORM-BASED CODE: BUILT FOR FLEXIBILITY

915 E. Carson Ave. falls within the City of Las Vegas Form-Based Code (LVMC Chapter 19.09), designated T5 Neighborhood (T5-N) in the Fremont East District. Adopted as part of the Vision 2045 Downtown Las Vegas Master Plan, the Form-Based Code replaces conventional zoning with a streamlined, form-first framework that gives developers greater flexibility and a more predictable path to entitlement.

What This Means for Developers:

- Regulates the physical form of buildings — not just what happens inside them — creating a wider range of permissible uses by right
- Mixed-use development (residential over retail, restaurant, or office) may be achievable without special use permits or variances, provided the building form meets district standards
- Pre-approved building types and frontage standards reduce entitlement uncertainty and accelerate the development timeline
- Designed to support walkable, medium-intensity urban neighborhoods served by transit and neighborhood commercial uses
- Carson Ave.'s recent designation as "Restaurant Row" by the City of Las Vegas reinforces the corridor's identity as an activated, pedestrian-oriented destination

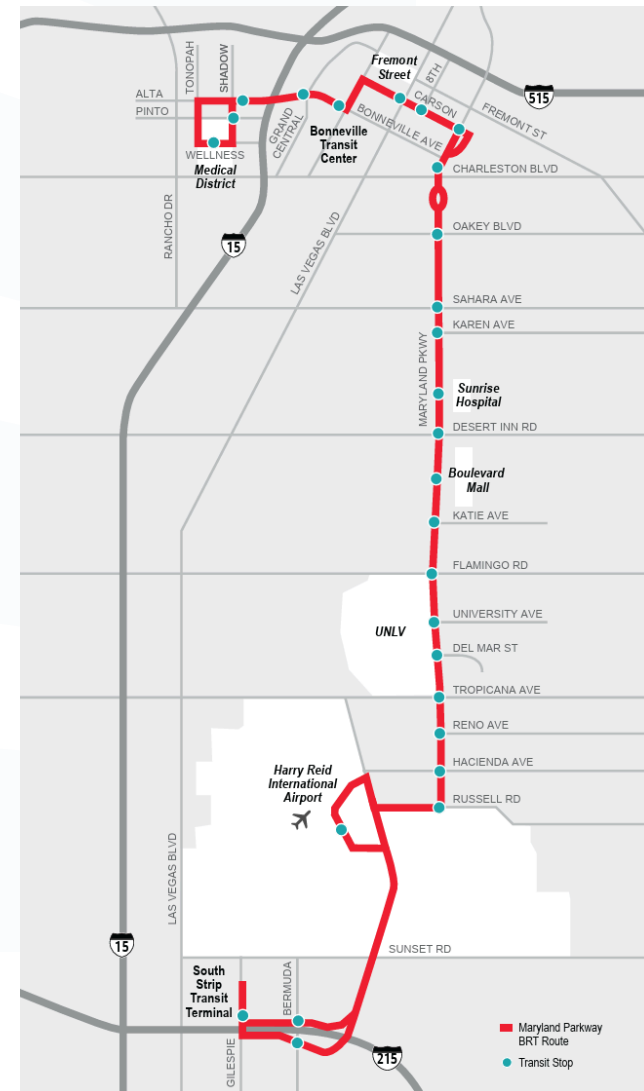
Potential Development Concepts:

- Multifamily residential (micro-units, workforce housing, market-rate apartments)
- Mixed-use: residential above ground-floor restaurant, retail, or creative office
- Boutique hotel or short-term hospitality
- Creative office or coworking space
- Neighborhood-serving food and beverage or specialty retail

Why This Site, Why Now:

- Carson Ave. is in the final stages of a \$378M RTC Maryland Parkway Bus Rapid Transit corridor improvement delivering widened sidewalks, enhanced transit shelters, shared bus-bike lanes, and new streetscape — on track for completion fall 2026
- Surrounded by DTP Companies' 45-acre downtown portfolio with significant undeveloped holdings actively being brought to market
- Qualified Opportunity Zone designation offering potential tax advantages for long-term investors
- Priced below the average of recent comparable downtown land sales, representing a compelling entry point for developers seeking density in the Fremont East corridor

Buyer to verify all development standards, permitted building types, height and density allowances, and entitlement requirements with the City of Las Vegas Department of Planning.



QUALIFIED OPPORTUNITY ZONE NEW DEVELOPMENT OPPORTUNITY



THIS PROPERTY IS LOCATED IN A QUALIFIED OPPORTUNITY ZONE

TAX CUTS AND JOBS ACT OF 2017

OPPORTUNITY ZONE OVERVIEW

An Opportunity Zone is an economically-distressed community where new investments, under certain conditions, may be eligible for preferential tax treatment. Localities qualify as Opportunity Zones if they have been nominated for that designation by the state and that nomination has been certified by the Secretary of the U.S. Treasury via his delegation of authority to the Internal Revenue Service.

Investments in a QOZ or Qualified Opportunity Fund (QOF) receive preferential tax treatment. Investments in a QOZ or a QOF can retain some of this preferential tax treatment until 2046. An investor who within 180 days reinvests, can defer tax on any prior gains until the earlier of: sale of the investment or December 31, 2026, so long as the gain is invested in a QOZ/QOF. In addition, if the investor holds the investment in the QOZ/QOF for at least ten years, the investor would be eligible for an increase in its basis equal to the fair market value of the investment on the date that it is sold.



 **RTC Rapid Transit Line**

* Conceptual illustration only. No entitlements have been secured. Buyer to verify allowable density, height, setbacks, and FAR with the City of Las Vegas Planning Department.





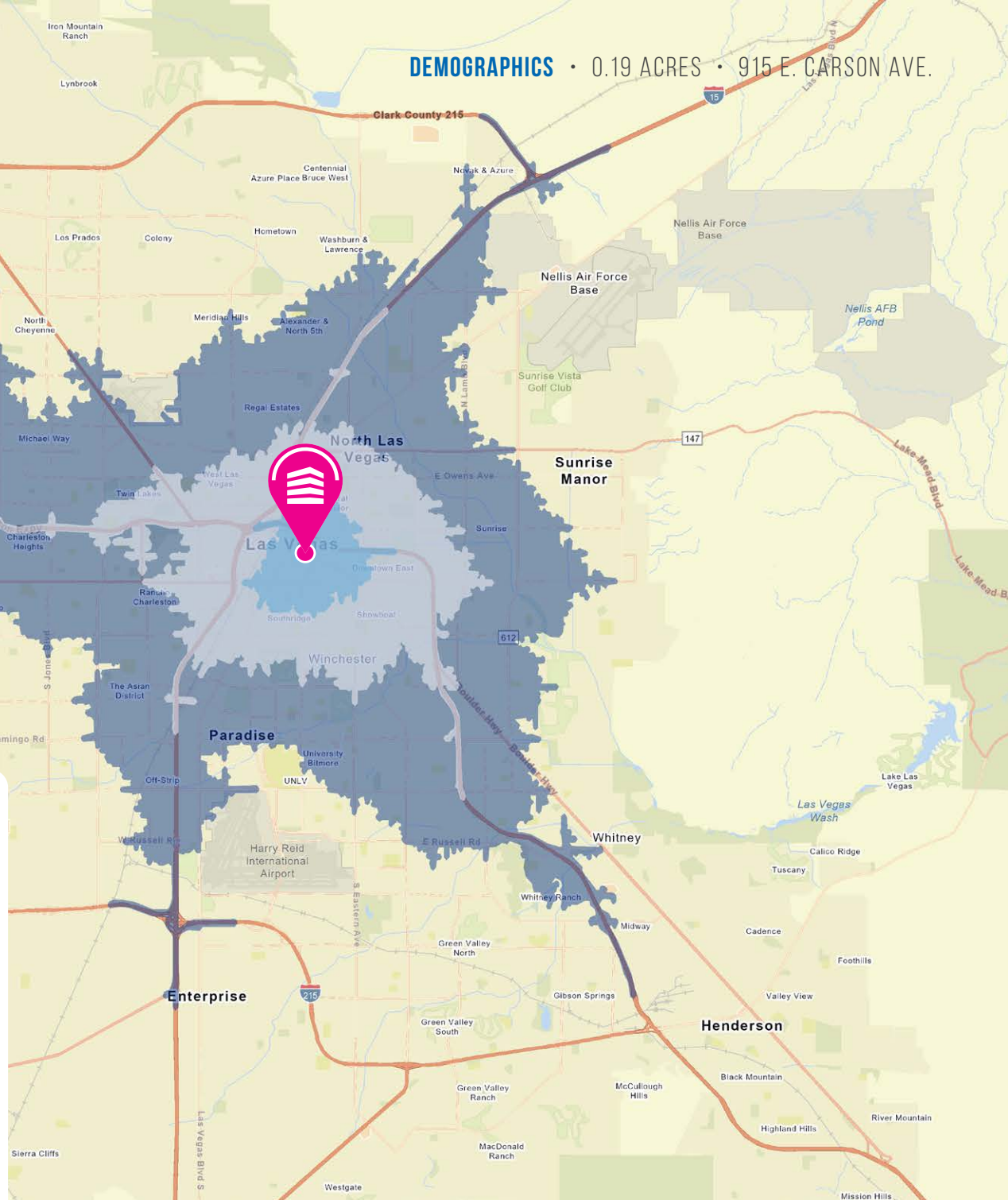
GREEN: DTP OWNED + DEVELOPABLE OPPORTUNITY

YELLOW: DTP OWNED + CURRENTLY OPERATIONAL

RED: DOES NOT OWN

BLUE: AMAZON/ZAPOS OPTION LAND

DEMOGRAPHICS



DRIVE TIMES • BUSINESS SUMMARY

	● 5 MIN	● 10 MIN	● 15 MIN
Total Businesses:	2,125	7,440	26,214
Total Employees:	27,926	129,432	419,408
Total Population	27,455	152,682	657,002

1 MILE

KEY FACTS

23,668

Population

39.9

Median Age



Average Household Size

\$41,461

Median Household Income

EDUCATION

22%

No High School Diploma



30%

High School Graduate



29%

Some College



19%

Bachelor's/Grad/Prof Degree

BUSINESS



1,982

Total Businesses



28,566

Total Employees

EMPLOYMENT



49%

White Collar



26%

Blue Collar



25%

Services

9.3%

Unemployment Rate

INCOME



\$41,461

Median Household Income



\$32,016

Per Capita Income



\$14,402

Median Net Worth

3 MILES

KEY FACTS

196,681

Population

36.3

Median Age



Average Household Size

\$47,540

Median Household Income

EDUCATION

27%

No High School Diploma



33%

High School Graduate



25%

Some College



15%

Bachelor's/Grad/Prof Degree

BUSINESS



8,858

Total Businesses



154,247

Total Employees

EMPLOYMENT



41%

White Collar



30%

Blue Collar



29%

Services

7.8%

Unemployment Rate

INCOME



\$47,540

Median Household Income



\$26,715

Per Capita Income



\$23,821

Median Net Worth

5 MILES

KEY FACTS

531,319

Population

35.6

Median Age



Average Household Size

\$52,424

Median Household Income

EDUCATION

25%

No High School Diploma



34%

High School Graduate



26%

Some College



15%

Bachelor's/Grad/Prof Degree

BUSINESS



21,492

Total Businesses



360,889

Total Employees

EMPLOYMENT



41%

White Collar



30%

Blue Collar



29%

Services

8.3%

Unemployment Rate

INCOME



\$52,424

Median Household Income



\$26,959

Per Capita Income



\$33,294

Median Net Worth



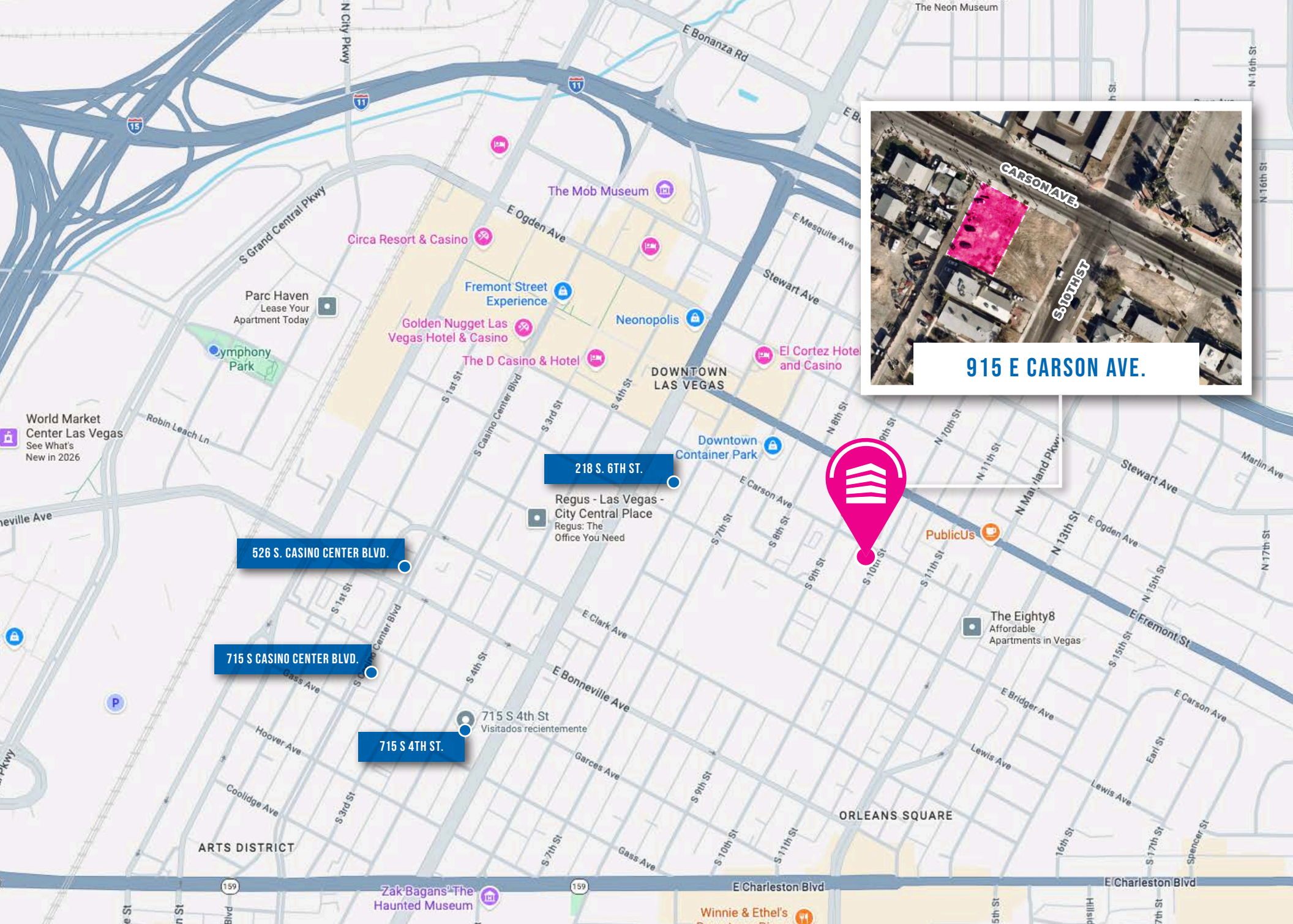
COMPARABLES

915 E. CARSON AVE.

NORTHCAP 

SALE COMPS

PROPERTY	SALES PRICE	PRICE PER SQFT	LOT SQFT	DATE SOLD
★ 915 E. CARSON AVE.	\$625,000	\$76	8,276 SF	TBD
1 218 S. 6th Street	\$1,600,000	\$90	17,860 SF	1/28/26
2 715 4th Street	\$1,045,000	\$100	10,454 SF	8/27/25
3 715 Casino Center Blvd.	\$560,000	\$92	6,098 SF	7/11/25
4 526 S. Casino Center Blvd.	\$700,000	\$100	6,970 SF	4/5/24
AVERAGES	\$976,250	\$95	-	-



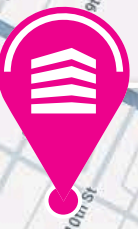
915 E CARSON AVE.

218 S. 6TH ST.

526 S. CASINO CENTER BLVD.

715 S CASINO CENTER BLVD.

715 S 4TH ST.



LAS VEGAS MARKET

915 E. CARSON AVE.

NORTHCAP 



MIDTOWN PLAZA

Excerpt from [reviewjournal.com](#)
April 2025 | by Eli Segall

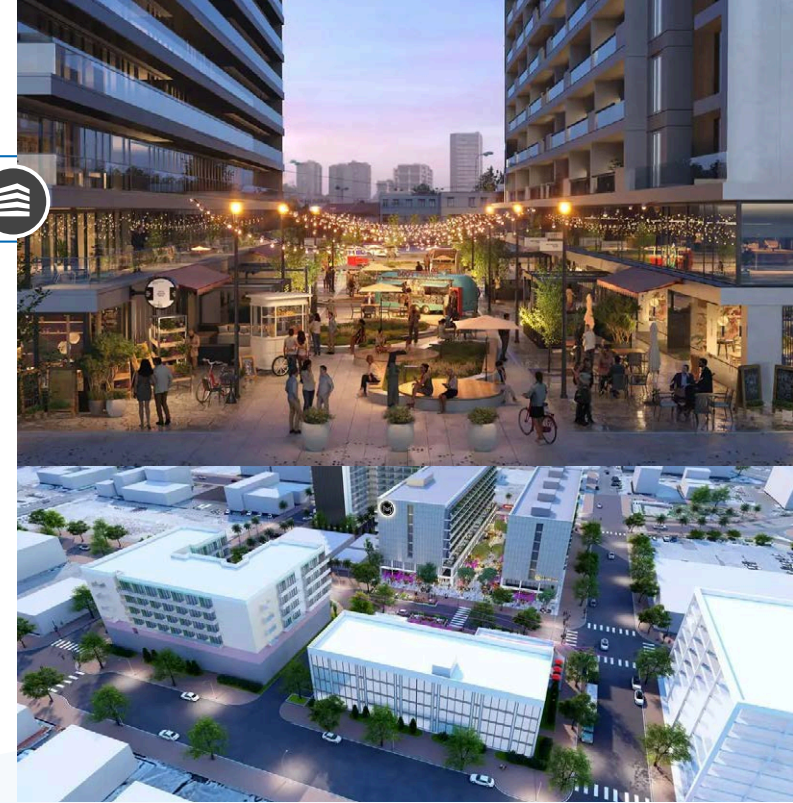
“Developers of The English Hotel have kicked off a big project to add several buildings around their Arts District property. Z Life Co. held a ceremonial groundbreaking Friday for Midtown, a multi-tower project around the intersection of Coolidge Avenue and First Street in Las Vegas. Plans call for condos, hotel rooms and apartments Midtown Plaza, as this first big segment of the broader development is known, will feature six new buildings around The English Hotel, according to Anna Olin, chief operating officer of Z Life.

All told, she said her group is investing roughly \$300 million with Midtown Plaza.

She noted they are developing the project north of Charleston Boulevard in an area that has been “unused for a number of years,” while the Arts District south of Charleston has had a surge of new eateries, coffee shops and retailers open.

Las Vegas Mayor Shelley Berkley told attendees Friday that Midtown will offer residents a more urban lifestyle.

“This is going to change downtown Las Vegas and make the Arts District a part of the community that not only do people want to go and visit, but they want to live here,” she said.”



CIRCA 2 CASINO & RESORT

Excerpt from [8newsnow.com/news](#)
May 2025 | by James Schaeffer

“Las Vegas Mayor Shelley Berkley hyped the new developments and projects in the Symphony Park neighborhood during her State of the City address Wednesday night.

“These projects, along with the new medical office building, plans for a new art museum envisioned by Elaine Wynn and her team,” she said. “And a casino developed by Derek Stevens on the northeast corner of Symphony Park, are all in our future.”

According to Symphony Park’s master plan site map, the new project is titled “Circa 2 Casino & Resort.” It is located a few yards behind the existing Circa Parking Garage, otherwise known as the Garage Mahal.

Clark County records show the 6.42-acre property was purchased in July 2017 by PQ Holdings LLC; it is currently zoned as a planned development.

The parcel appeared to be busy with workers driving onto the Tre Builder’s site and walking into a modular building.”





HIGH-RISE PROPOSED FOR FREMONT EAST

Excerpt from kslsports.com
Jan 2025 | by Emerson Drewes

"Fremont is getting elevated, with a new high-rise approved for the East Entertainment District.

Plans approved by the Las Vegas City Council on Wednesday are for a 17-story, 196-foot-tall mixed-use tower on the southwest corner of Fremont and Eighth streets. Named Triple 7 Fremont, the new high-rise will include 338 multifamily units and 9,230 square feet of commercial space, from applicants WDG Limited.

"We feel the need to build as much housing as possible, since we are in a housing crisis," said applicants WDG Limited during the meeting. The crisis is "only going to be further strained by the devastation (from wildfires) happening right now in California."

Of the 338 units, 72 are studios, 194 are one bedroom, 70 are two bedrooms and two are three bedrooms. The applicants said they "made the units smaller" so they would be "more affordable," but there are no projected rent costs yet.

The first four floors will consist of parking spaces, and floors five to 17 will consist of the housing units, according to approved plans. Planned amenities include a lobby, leasing office, fitness and yoga room, pet park, bike storage and a rooftop pool.

The applicants were approved for rezoning the area from a T5-MS, or T5 Main Street, which only allows for a maximum building height of seven stories, to a T6-UC, or T6 Urban Core, which allows for a maximum height of 20 stories. T6-UC is assigned to the entirety of the Fremont East Entertainment District, except for the block of the proposed site, according to the applicants."

VEGAS LOOP, THE BORING CO.



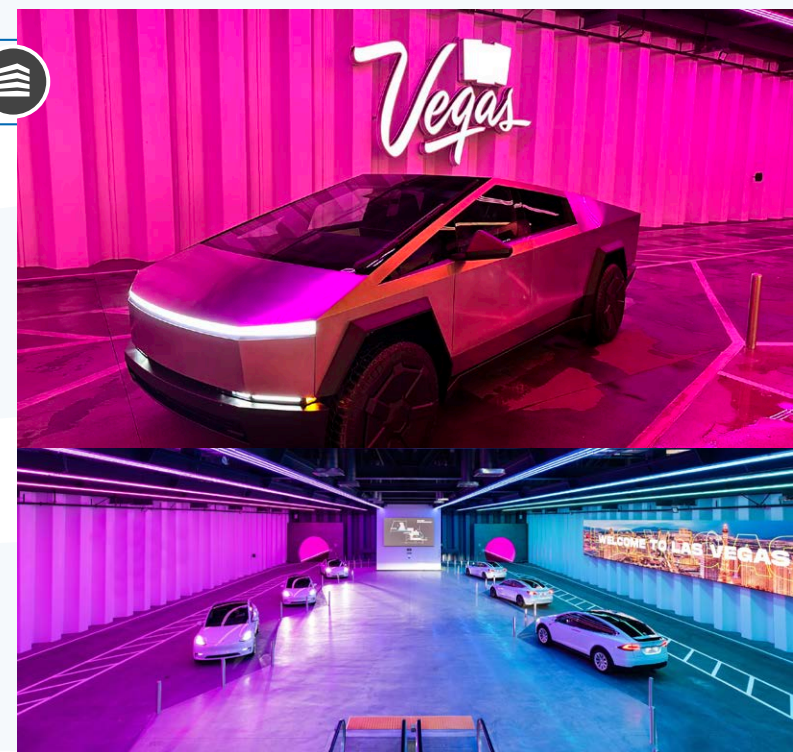
Excerpt from teslarati.com
May 2025 | by Maria Merano

"The Boring Company clears fire safety delays, paving the way to accelerating its Vegas Loop expansion plans. After overcoming fire safety hurdles, the Boring Company is accelerating its Vegas Loop expansion. The project's progress signals a transformative boost for Sin City's transportation and tourism.

Elon Musk's tunneling company, along with The Las Vegas Convention and Visitors Authority (LVCVA) and Clark County, resolved fire safety concerns that delayed new stations. 'It's new. It's taken a little time to figure out what the standard should be," said Steve Hill, LVCVA President and CEO, during last week's board meeting. "We've gotten there. We're excited about that. We're ready to expand further, faster, than we have."

Last month, the company submitted permits for tunnel extensions connecting Encore to a parcel of land owned by Wynn and Caesars Palace. The three tunnels are valued at \$600,000 based on country records.

Plans for a Tropicana Loop are also advancing, linking UNLV to MGM Grand, T-Mobile Arena, Allegiant Stadium, Mandalay Bay, and the upcoming Athletics' ballpark. Downtown extensions from the convention center to the Strat, Fremont Street Experience, and Circa's Garage Mahal are also in the permitting process..."





LAS VEGAS IMMERSIVE DISTRICT

Excerpt from lasvegasnevada.gov/News
May 2025

"More than 35 acres near AREA15 will officially be called the Vegas Immersive District, a new entertainment district. More than 35 acres near AREA15 will officially be called the Vegas Immersive District, a new entertainment district that will include housing, businesses, new immersive experiences and much more. It will include:

- 100,000-square-feet of horror themed immersive entertainment
- 418,000-square-feet of retail space
- 320,000-square-feet of office space
- 200 hotel rooms
- 585 multi-family housing units

They expect to welcome 3.5 million annual visitors with \$796 million in annual on-site spending. It will create 4,086 jobs. A maximum of \$15.8 million annually in eligible sales tax revenues from this district will support the rest of the buildout until at least 2037."

BRIGHTLINE WEST RAILWAY PROJECT



Excerpt from en.as.com
May 2025 | by William Allen

"Brightline West: Inside the ambitious \$12-billion high-speed rail project transforming travel in the U.S.

A planned rail line connecting Nevada and Southern California will be "the greenest form of transportation in America", according to the company leading the project.

Scheduled for completion later this decade, a planned high-speed rail line aims to halve travel times between Las Vegas and Los Angeles - and significantly reduce pollution caused by road traffic between the two U.S. cities.

Led by the private rail service company Brightline, the project is expected to cost around \$12 billion, boosted by significant federal funding. Notably, in April last year it was announced that construction of the line is to benefit from a \$3 billion grant from the Federal Department of Transportation.

Known as Brightline West, the 218-mile rail route is to run between Las Vegas and Rancho Cucamonga, a city around 35 miles east of downtown. An expected nine million passengers a year are to be carried on a fleet of "zero-emission, fully electric" trains capable of top speeds of around 200 mph."





A'S BASEBALL STADIUM

Excerpt from kslsports.com
April 2025 | by Mark Anderson

"The Las Vegas A's are moving toward the next major step in their relocation to Sin City, a ballpark groundbreaking.

They cleared a significant hurdle last week when the Clark County Commission approved land-use permits. That approval followed the unveiling of new stadium renderings and the announcement of a Las Vegas patch on players' uniform sleeves for the next three seasons under a sponsorship with the Las Vegas Convention and Visitors Authority.

There are some documents that still need to be completed and submitted, but there appears to be nothing major that would block putting shovels in the ground.

A's President Marc Badain the team is on track for a June groundbreaking for the \$1.75 billion, 33,000-person capacity ballpark intended to open for the 2028 season. The club is playing the first of at least three seasons in a Triple-A ballpark at West Sacramento, California.

"Locally, everybody knows this project's going to happen," Badain said. "Nationally, there are a lot of skeptics. There will always be a lot of skeptics. There's a lot of people that make a living out of questioning the success of sports venues and what they actually do for a community. You're never going to eradicate that negativity. It's just out there."

"The community has obviously seen the impact that the sports facilities and the sports teams have had on the diversification of the economy as well as the enhancement of the Las Vegas brand and what the city can offer," Badain said. "It used to be the entertainment capital of the world. Now, everybody refers to it as the sports and entertainment capital of the world."

HARD ROCK HOTEL

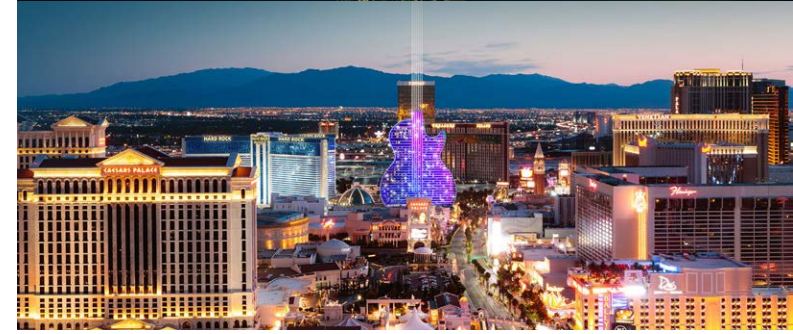


Excerpt from casino.org/vitalvegas
April 2025 | by Scott Roeben,

"After months of demolition and site preparation, the guitar hotel tower at Hard Rock Las Vegas (previously Mirage) is starting to look like a thing. Feel like you've missed something? Don't fret. It's time for a guitar tower construction update. Because guitars have "frets." Please keep up.

Hard Rock Las Vegas is expected to open in 2027, so let's see what's up with this magnificent erection expected to change the Las Vegas skyline forever. The Seminole owners of Hard Rock, have spent months getting ready for this build, including clearing the space, setting up temporary facilities for workers and digging down to the appropriate depth for foundations. The depth of the building's foundations is determined by things like soil conditions, load-bearing capacity and the building's final height.

Hard Rock's guitar tower will be 660 feet tall, which we consider a missed opportunity because if it was 666, it would be all the numbers on a roulette wheel added up. Circa tried something similar when it announced it would have 777 rooms, but that ended up being a P.R. hook (the industry term is "hooley"). Hard Rock probably made the right decision, especially given nobody wants the "number of the beast" attached to their fancy new casino."





LVXP MEGA PROJECT

Excerpt from lavishvegas.com
May 2025 | by Greg Haas

"The future arrives in Las Vegas as the renowned real estate developer LVXP announced plans to transform the long-vacant 27-acre site on Las Vegas Boulevard, previously home to the classic Wet 'n Wild waterpark, into a multi-billion-dollar entertainment and lifestyle venue. This new mega-complex promises a retail center, casinos, a 752-foot hotel and condo tower featuring a 6,000-seat theater and an arena designed to lure an NBA franchise to Sin City. LVXP is in its early planning stages, so everything remains speculative, but this is one of the most exciting projects to hit Las Vegas this decade.

The growing Henderson community of Inspirada will have its own resort and casino. According to city records, Station Casinos received approval to build Inspirada Station on a nearly 4-acre lot near Via Inspirada and Bicentennial Parkway. The hotel will have just over 200 rooms with a casino, meeting space, three restaurants, a food hall, a bowling alley, and a movie theater. Still, the potential resort isn't a done deal. Station Casinos has multiple properties in development, often filing for permits years in advance; only time will tell if Inspirada Station remains at the top of that list. Rendering courtesy Station Casinos Facebook. The grand opening of Otonomus by AHC, the first-ever Las Vegas hotel built in partnership with Airbnb, is on track for Summer 2025. Minutes from Allegiant Stadium, it promises a blend of cutting-edge AI technology, style, and hospitality. The new resort brings over 300 rooms, retail, multiple tools, a delightful Lebanese restaurant, and a rooftop lounge. Renderings reveal a sleek, modern design, similar to a luxury apartment complex with three centralized courtyard areas. The project is being developed by AHC Global Holdings, who hope to bring the concept to Japan and other destinations around the world..."





DEVIN LEE, CCIM

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Devin Lee, CCIM, became Director of the Northcap Multifamily division after a seven-year career with another international real estate firm where he began in 2010 after 12 years in commercial mortgage. He currently specializes in multifamily sales and financing and has been involved in over \$1 billion in real estate transactions over the course of his career. Mr. Lee is co-founder and president of Access Commercial Mortgage. He facilitates deals on behalf of property owners and developers nationwide. His responsibilities include oversight in origination, underwriting and placement of financing transactions with major national portfolio lenders, Wall Street conduits, life insurance companies, agency lenders and private lenders. He is also vice president of the Nevada branch for CIII Commercial Mortgage, a national Wall Street direct commercial lender. Mr. Lee earned his Certified Commercial Investment Member designation in 2005 and completed the Commercial Real Estate Program at the LIED School of Real Estate Studies in 2004. He was an active Southern Nevada CCIM chapter board member from 2006 through 2016 as well as served as the Southern Nevada CCIM chapter president in 2008. He was also a board member of Commercial Alliance Las Vegas in 2008. That same year he also became a founding member of the Inter-Capital Group, a strategic alliance of commercial mortgage brokers and bankers nationwide. Mr. Lee has been a resident of Las Vegas since 1974. He attended Valley High School and graduated Cum Laude from the University of San Diego in 1992, earning his Bachelor of Business Administration in Business Economics. Mr. Lee has been involved with several local charities including the YMCA and Nathan Adelson Hospice.

His industry affiliations present and past include: Southern Nevada CCIM Chapter, CCIM Institute, Inter-Capital Group, Commercial Alliance Las Vegas, Commercial Marketing Group, Better Business Bureau, Las Vegas Chamber of Commerce, Mortgage Bankers Association, Nevada Association of Mortgage Professionals, Southern Nevada Multifamily Association and Northern Nevada Multifamily Association.



JERAD ROBERTS

Executive VP Multifamily Investments

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Jerad Roberts started in commercial real estate as a financial analyst in 2013 and now joins the Northcap team as a multifamily specialist. His specialties include financial underwriting, cash flow analysis, day-to-day operations as well as acquisitions and dispositions of multifamily assets. He has underwritten more than \$600 Million in multifamily sales in just a few short years.

At the start of his career, Jerad was a financial underwriter for multifamily properties at NAI Vegas. During that tenure he underwrote more than 5,000 units and over \$200 Million in sales. He is a native of Las Vegas and holds dual bachelor degrees in accountancy and business administration from the University of San Diego.

Currently, Jerad is working toward his Certified Commercial Investment Membership through and looks forward to becoming a future designee. Outside of the office he volunteers with Three Square, does committee work for CCIM and can often be found outdoors fishing or playing sports.



ROBIN WILLETT

Senior VP Multifamily Investments

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Robin Willett joined Northcap Commercial in 2016 as the Senior Vice President of Multifamily Investments for the Las Vegas market. As one of the region's most active multifamily brokerage firms, Willett and his team have established themselves as market leaders through a long history of honest, innovative and collaborative approaches. The team is often selected to assist sellers with the disposition of the most unique and complex transactions. Together, Willett and his team rank as one of the market's top multifamily teams by transactional volume and hold a reputation for integrity and reliability.

Willett was originally drawn to Las Vegas through strong family ties and launched his real estate career in 2006 after attending Fort Lewis College in Colorado. As a recognized leader in the industry, Willett continues to work with a range of clients from institutional firms to local owners, offering a full spectrum of services from acquisition, disposition, asset management, project management, design consultation, debt and private equity. With a unique approach to strategizing solutions and prioritizing long-term client success, he has created a reputation that is focused on lifelong client relationships. His dynamic expertise and comprehensive market knowledge have established him as an expert in transactions ranging from boutique garden-style projects to multi-state portfolios. Since beginning his career, Willett has completed real estate transactions in excess of 20,000 apartment units totaling over \$1.3 billion.

In addition to consulting for clients, Willett has been an active real estate investor for over 20 years. Beyond his professional pursuits, Willett is deeply committed to personal growth and holistic wellness. As a devoted practitioner, he assists people in personal healing through meditation, breathwork, somatic movement, vibrational frequency therapy and integration guidance. Willett brings this same depth of presence to his dedication as a father, musician, and engaged community member.



CAMERON VARELA

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Cameron Varela, born and raised in Las Vegas, Cameron developed an interest in Real Estate and Development as he watched his hometown grow exponentially over the years. After graduating college, he worked in sales for 4 years, leaving to follow his passion for Real Estate Investing. For over 2 years Cameron was the sole operator of a fix and flip company, buying, renovating, and selling single family homes throughout the valley. Experience in handling complex and unique transactions paired with a desire to go bigger, Cameron began evaluating Multifamily deals, learning on both the acquisition and disposition side. After joining Northcap Commercial in 2026 Cameron now assists both buyers and sellers maneuver asset transactions in a reliable and honest way with the end goal of cultivating long term relationships.

Cameron holds an International Business degree from Pepperdine University, with a minor in Spanish in which he is fluent. Cameron's familiarity with finance and accounting, paired with people skills, lead him to be an effective and accommodating communicator.

NORTHCAP



MULTIFAMILY

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