



Voit

REAL ESTATE SERVICES



THE GRASKI RETAIL TEAM

Team Summary

Kit Graski, George Okinaka, Claudia Corredor and Maureen Waters make up the Graski Retail Team at Voit Real Estate Services. With more than 42 years of combined commercial real estate experience, The Graski Retail Team is well positioned to handle your needs. Kit Graski is one of the highest producing retail brokers in the Las Vegas market. Under his leadership, Voit Real Estate Services entered the Las Vegas market-place with exceptionally strong horsepower and ahead of the curve. Since the brokerage division was created in 1987, Voit Real Estate Services has completed more than \$25 billion in transactions for retail, office, industrial, R&D, and multifamily assets.

Selecting Voit Real Estate Services, Graski Retail Team, ensures that the stage has been set for successful negotiations and transactions for our clients.

Who We Are and Why?

The Graski Retail Team combines the efforts of

- Four Members
- More than 42 years Commercial Real Estate Experience
- One goal in common - handle the needs of our clients quickly and effectively
- More than \$475,000,000 in transactions since Kit Graski joined Voit Real Estate Services in 2002.
- Clients served: Home Depot, Smith's Food & Drug Centers, Walgreens, Men's Wearhouse, Food 4 Less, Bed, Bath & Beyond, Borders Books, Sports Chalet, Famous Footwear, Black Angus, J.C. Penney, Chuck E. Cheese and many more.

We thoroughly research prospective tenants and purchasers, submitting ideas and recommendations to them directly, following up on leads, and following through on a deal until it is successfully completed.

Why the Graski Retail Team

Through the Graski Retail Team, our clients have access to the most powerful resources of any real estate company. The Graski Retail Team is positioned to handle all of your retail needs due to:

- Documented **past performance** in representing owners, developers and tenants.
- **Invaluable negotiating strength** when dealing with tenants and purchasers.
- **A focused, well organized process** directed at accomplishing specific client needs.
- Previous experience allows quick identification of well qualified tenants and purchasers and increases the likelihood of a successful transaction.
- We are the industry's leading retail experts in the Las Vegas Valley.
- Participation by experienced tenured Voit Real Estate Services sales professionals who operate from regional offices with approximately 210 people. We provide the most powerful and comprehensive real estate solutions available anywhere.

Team Brochure

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Voit Real Estate Services, The Graski Retail Team combines the efforts of four members with more than 42 years of commercial real estate experience. This experience, combined with the resources provided by Voit Real Estate Services, allows us to handle the needs of our clients quickly and effectively. We have serviced numerous national, regional and local clients such as The Home Depot, Smith's Food & Drug Centers, Food 4 Less, Bed, Bath & Beyond, Walgreens, Men's Wearhouse, J.C. Penney, Famous Footwear, Borders Books, Opus West Corp., Peccole Nevada Corp., Laurich Properties, EJM Development and many more.

SERVICES

Development Services – We continually monitor the growth of the Las Vegas Valley using our comprehensive demographic studies. Our land research enables us to identify specific properties best suited for development. Years of experience has allowed us the benefit of building long term relationships with many land owners and anchor tenants. Maintaining an extensive databank allows us to effectively market your property and lease up your shopping center more efficiently.

Tenant Representation – Through our market research and studies, we continually monitor all retail projects in Las Vegas and the surrounding areas. Our relationships with shopping center owners and market knowledge allows you the benefit of a team familiar with local deal structures, demographics and rent comparables.

Investment – The resources provided by Voit Real Estate Services allow us access to investment information on comparable sales and investment buyers. With this knowledge we can present your property to serious buyers in the best possible light.

Land / Pad Sales – By consistently renewing our databank with current information we are always aware of new developments in the area, as well as individual properties. We can tell you what the highest value of your land is, as well as what land and pads around you have recently sold for. Our connections to retail developers and tenants let us market your property to the most likely buyers to ensure you receive the highest possible value.





35,000 SQ. FT.



95,000 - 115,000 SQ. FT.



40,000 - 42,000 SQ. FT.



3,500 SQ. FT.



1,500 - 2,000 SQ. FT.



6,000 - 7,000 SQ. FT.



7,000 - 8,000 SQ. FT.



52,000 - 65,000 SQ. FT.



6,000 - 7,000 SQ. FT.



25,000 - 30,000 SQ. FT.



35,000 SQ. FT.



10,000 - 11,000 SQ. FT.



94,000 SQ. FT.



22,000 SQ. FT.



35,000 SQ. FT.



18,000 - 100,000 SQ. FT.



4,000 - 5,000 SQ. FT.



1,600 - 3,500 SQ. FT.

Home Depot, Jeff Hardman

As real estate manager for one of the largest retail chains in the nation (Home Depot), response time is critical to me. Kit and his team have done an excellent job for me in the Las Vegas market, keeping me aware of new opportunities, market trends, development activities, and what my competition is up to. He is a true professional in his field and most importantly can be trusted to provide timely and accurate information.

Smith's Food & Drug Centers, Lisa C. Bridge

The Graski Retail Team has a knowledge of the Las Vegas market unparalleled to any other brokerage company. This knowledge translates into an ability to find appropriate retail locations as well as conduct negotiations for land purchases in an efficient and timely manner. The Graski Retail Team is a pleasure to work with and are comprised of individuals that help make it easier to accomplish my goals and objectives for the Las Vegas market.

Dress Barn, Richard Sosnovy

Kit Graski's knowledge of the market and of all opportunities that exist and are planned have helped to position us in a rapidly growing market. Kit understands our criteria and knows what works and does not work for us. He understands the due diligence process and provides us with whatever we need to review a deal.

Food 4 Less, Mamie Yee

The Graski Retail Team is a highly professional group providing exceptional broker services with an in-depth knowledge of the Las Vegas market. They understand the market both from a global long term economic prospective, as well as immediate market view. They have immediate follow through and are detail oriented. They are always a pleasure to deal with and most importantly, they get the job done. In short, Kit makes my job easier.

Laurich Properties, Richard Gordon

Over the last 15 years, Kit Graski has completed numerous transactions for our company efficiently and with the utmost professionalism. Our largest development today has been The Arroyo Market Square, a 940,000 square foot retail power center. By tenant positioning and negotiation, The Graski Retail team has done an outstanding job making this one of the largest and most successful shopping center destinations in the Las Vegas Valley. I would recommend the Graski Team to any retailer or developer looking to do business in the Las Vegas Market.

Famous Footwear, David Angard

As the Director of Real Estate for a national retailer, it is important for me to work with a team that has extensive and reliable knowledge of their market. The Graski Retail Team possesses a keen knowledge of the market which affords Famous Footwear the comfort of knowing we have secured the best location at a great price.

Borders, Pam Lent

As Director of Real Estate for Borders Group for the last 13 years, I would like to thank Kit Graski and the Graski Retail Team for their loyal service to Borders in the Las Vegas MSA. Kit Graski and the Graski Retail team has done an excellent job in keeping our company informed of new opportunities in the Las Vegas market and in the negotiations of new store sites.

Men's Wearhouse, Max Rosenberg

Kit Graski and the Graski Retail Team's knowledge of the Las Vegas Retail Market is outstanding. With their commitment to providing us with the appropriate information, we've been able to expand into this marketplace allowing for well-planned growth and continued success.

CLIENT	LOGO	STATUS	DESCRIPTION
Peccole Nevada	 	Lease	Hualapai Commons 270,506 sq. ft. center 100% leased
Smith's		Sold	Smith's 6 acre site at the NEC Flamingo Road and Fort Apache
Home Depot		Sold/Leased	Home Depot 25 acre site at Red Rock Commercial Center
Home Depot		Sold	Home Depot 10 acres site at Beltway Shopping Center
Walgreens		Sold	Walgreens 1.5 acres site at the SEC Tropicana & Rainbow
Walgreens		Sold	Walgreens 2.0 acre site at the NEC Spring Mountain & Jones
Food 4 Less		Sold	Food 4 Less 6 acre site at the NEC Vegas Valley & Nellis Blvd.
Home Depot		Sold	Home Depot 16 acre site at the SWC Flamingo Road & Fort Apache
Food 4 Less		Sold/Leased	Food 4 Less 100% leased at the SWC Craig Road and Simmons
Wal-Mart		Sold	Wal-Mart Neighborhood Market 5.22 acre site
JC Penny		Leased	98,00 sq. ft. store at Flamingo & Grand Canyon
Bed Bath & Beyond		Leased	Leased 29,982 sq. ft. site at Decatur & I-215
Wells Fargo		Sold	Sold 1.92 acre site at Commerce & Centennial

Voit Real Estate Services

Kit Graski

Senior Vice President

PROFESSIONAL EXPERIENCE

Kit Graski is a Senior Vice President of Voit Real Estate Services. His professional background includes more than 25 years of experience in commercial real estate brokerage.

MAJOR CLIENTS

Home Depot	Bed Bath & Beyond
Food 4 Less	Borders Books
Famous Footwear	J.C. Penney
Carl's Jr.	Sports Chalet
JoAnn Ect.	Chuck E. Cheese
Men's Wearhouse	EJM Development Co.

Laurich Properties

AWARDS

- The # 1 Retail Broker at Voit Real Estate Services 2008.
- The # 1 Retail Broker at Voit Real Estate Services 2007.
- The # 1 Retail Broker at Voit Real Estate Services 2006.
- The # 1 Retail Broker at Voit Real Estate Services 2005.
- The # 1 Retail Broker at Voit Real Estate Services 2004.
- The # 1 Retail Broker at Voit Real Estate Services 2003.
- The # 1 Broker at CB Richard Ellis, Las Vegas office in 1998, 2001 and 2002.
- The # 1 Retail Broker at CB Richard Ellis, Las Vegas office in 1998 through 2002
- The # 4 Retail Broker nationwide for CB Richard Ellis in 1998.
- The # 5 Retail Broker nationwide for CB Richard Ellis in 2001.

ACCOMPLISHMENTS

Over the past 25 years, Mr. Graski has been responsible for the sales and leasing of major properties in the Las Vegas market. The following is a list of major projects:

- The Arroyo Market Square
- Hualapai Commons
- Galleria Commons
- Red Rock Commercial Center
- Sunset Plaza
- Rainbow Promenade

EDUCATION

- Mr. Graski earned a Bachelor of Business Administration, emphasis on Marketing and Management from the University of Wisconsin at Madison.



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George Okinaka

Senior Associate

PROFESSIONAL EXPERIENCE

George Okinaka is a Senior Associate of Voit Real Estate Services. His professional background includes more than 11 years of experience in commercial real estate. This experience includes both brokerage at CB Richard Ellis and in-house for the landlord at the American Nevada Company.

ACCOMPLISHMENTS

Over the past 11 years, Mr. Okinaka has been responsible for the sales and leasing of major properties in the Las Vegas and Seattle markets. The following is a list of major projects:

- Aliante MarketPlace
- Green Valley Professional Center
- Green Valley Town Center
- Parkway Medical Plaza
- The District at Green Valley Ranch

Major tenants previously represented include:

- AT&T Wireless Services
- Bally Total Fitness
- Bank of America
- Bath & Body Works
- Dollar Tree Stores
- Fantastic Sams
- Lane Bryant
- Port of Subs

EDUCATION

Mr. Okinaka earned a Bachelor of Science degree with an emphasis on Financial Services from the University of Nevada, Las Vegas.



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Claudia Corredor

Senior Marketing Assistant

PROFESSIONAL EXPERIENCE

Claudia Corredor is the Senior Marketing Assistant in the Graski Retail Group at Voit Real Estate Services. Her professional background includes eleven years in the administrative / management field and six years of commercial real estate experience. Her primary focus is on:

- Development Projects
- Leasehold Interest
- Shopping Centers
- Land
- Investments
- Tracking Shopping Center Activity
- Maintaining the Retail Database
- Researching Comparables and Demographics

SIGNIFICANT ASSIGNMENTS

Over the past 6 years, Ms. Corredor has been responsible for the marketing of major properties in the Las Vegas Market. The following is a list of the projects:

- The Arroyo Market Square
- Arroyo Buffalo Plaza
- The Rainbow Arroyo Plaza

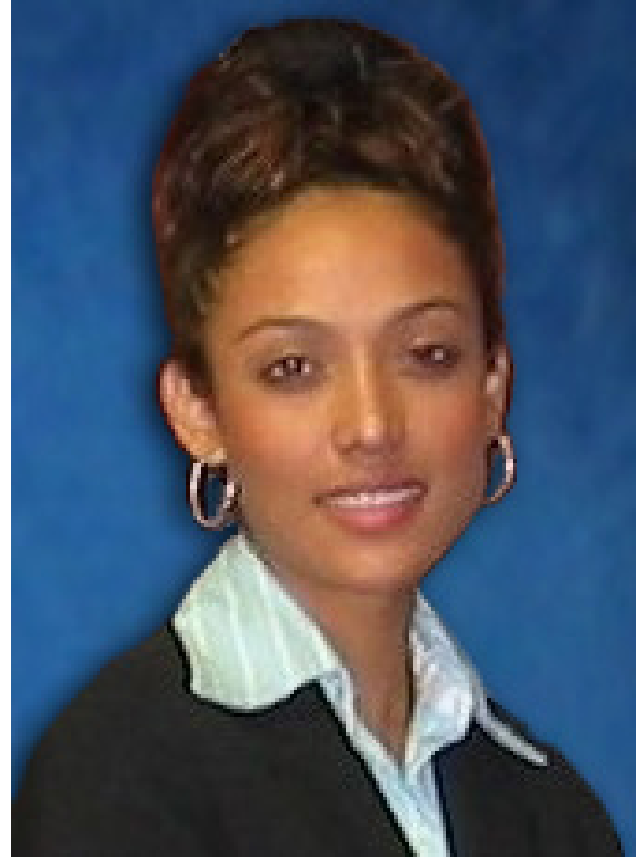
ACHIEVEMENTS

Created, reorganized and established procedures and filing system guidelines that helped save time and increase productivity to reduce labor time and cost.

EDUCATION

In addition to her experience on the job, Ms. Corredor has also taken the following continuing education courses:

- Licensed Salesperson in NV
- Getting the Most from Microsoft Excel
- Conflict Resolution
- Terrific Telephone Skills
- Motivating Teams
- How to Provide Excellent Customer Service
- Organized to be the Best
- Attended Northern Virginia Community College (NOVA)
- Attends Community College of Southern Nevada (CCSN) working on an Associate of Business Degree (AB)
- Fluent in Spanish



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Maureen Waters

Senior Administrative Assistant

PROFESSIONAL EXPERIENCE

Maureen Waters is the Senior Administrative Assistant in the Graski Retail Group at Voit Real Estate Services. Her professional background includes 10 years in the administrative / management field. She also has 4 years experience in the reprographics and graphic design field at Mercury-LDO and V.C. Design. Her primary focus is on:

- Property Research
- Researching Comparables and Demographics
- Marketing Development Projects, Shopping Centers and Land Properties

SIGNIFICANT ASSIGNMENTS

Worked on marketing projects for:

- Development Companies
- Construction Companies
- Music & Entertainment Industry

EDUCATION

- Licensed Salesperson in NV
- Currently attending the College of Southern Nevada working on an Associate in Business Degree
- Completed Elementary Education Courses at the College of Southern Nevada



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FOR SALE OR LEASE

THE GRASKI RETAIL TEAM
Property Name or Description

Property Address, City, State, Zip



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Mission Statement

Whether you are an Owner, Developer, Tenant, Pad user or Investor, The Graski Retail Team is dedicated to meeting the specific needs of every individual client and building a long term business relationship.

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