



Contacts:

Lexi Astfalk / Jenn Quader

Brower, Miller & Cole

(949) 955-7940

LAstfalk@browermillercole.com

**MCA REALTY INCREASES ITS INVESTMENT IN LAS VEGAS;
ACQUIRES FOUR VALUE-ADD INDUSTRIAL ASSETS**

LAS VEGAS, Nevada, (September 28, 2015) – [MCA Realty](#), a full service real estate investment and management company, has increased its investment in Las Vegas with the acquisition of four industrial properties, according to Tyler Mattox, a Principal at MCA Realty.

“The Las Vegas market has demonstrated significant growth over the past 24 months,” says Tyler Mattox, a Principal at MCA Realty. “Our firm began acquiring industrial assets in this market in 2011. At that time, value-add industrial product was plentiful, whereas today, an influx of capital has caused prices to increase and made opportunities more difficult to uncover.”

Mattox explains that investor demand has grown, and that tenant demand has strengthened meaningfully, particularly in smaller spaces under 30,000 square feet.

“The recovery in Las Vegas, like in much of the nation, was top down, with larger corporations emerging from the recession first. Smaller companies have just recently

joined in the recovery and this is manifest in a reduction in vacancy and an increase in rents across the incubator and mid-bay industrial sector,” he says.

“Our focus continues to be on acquiring industrial assets with long-term value-add potential,” Mattox continues.

With these four recent acquisitions, MCA Realty’s portfolio now encompasses a total of 14 properties and well over 600,000 square feet in Las Vegas.

MCA Realty’s four acquisitions include:

Aabacus Industrial Center in Las Vegas

MCA Realty and joint venture partner Saunders Property Company (SPC) have acquired a two-building industrial complex totaling 58,240 square feet. The property was purchased for \$68 per square-foot.

MCA Realty plans a series of interior and exterior improvements to the property, and has subdivided the property into two distinct freestanding industrial buildings.

“Based on a continued decrease in vacancy rates, freestanding buildings in Las Vegas have become increasingly difficult for tenants and owners to find,” says Mattox. “By subdividing the property, we anticipate that we will be able to capitalize on the strong demand for industrial space throughout the region.”

Mattox adds, “After improvements are made, we believe we will be able to sell each building at favorable pricing.”

The industrial complex is located at 3200 & 3280 West Sunset Road in Las Vegas, Nevada. Academy Bank provided the financing on behalf of MCA Realty for this transaction.

MCA Realty was represented by Dan Doherty, Chris Lane, Jerry Doty, and Susan Borst of Colliers International, and the seller, a special servicer, was represented by Chris Beets and Ben Mills of Newmark Knight Grubb Frank.

31,000 Square-Foot Multi-Tenant Industrial Building

MCA Realty also acquired a 31,000 square-foot multi-tenant industrial building in a growing Northern Las Vegas industrial park for \$55 per square-foot. Mattox notes that this property is located in the same industrial park as the Cheyenne West Business Center, which is also owned by MCA Realty.

At the time of the acquisition, the building was less than 50 percent occupied, providing strong lease-up and value-add potential, according to Mattox.

“Our management team will work with the existing tenants to shore up contractual leases and ensure that all needs are being met, while also implementing capital improvements throughout the building, as the property was in substantial disrepair at acquisition,” says Mattox. “In doing so, we expect to market the remaining vacant space to new, high-quality, long-term tenants.”

Mattox also notes that current rents in the building are below market, making this asset positioned for growth in the rent roll.

The building is located at 2750 W. Brooks Avenue in North Las Vegas, Nevada. Rob Lujan of JLL assisted MCA Realty in this transaction.

26,000 Square-Foot Single-Tenant Industrial Building

MCA Realty has acquired a 26,000 square-foot single tenant industrial property near McCarran International Airport in Las Vegas for \$85 per square-foot.

During escrow, MCA Realty was successful in securing a ten year lease extension with the existing tenant in the property. MCA purchased this asset in a bankruptcy sale and was represented in the purchase by Dan Doherty and Dean

Willmore of Colliers International. The building is located at 6335 Sunset Corporate Drive in Las Vegas, Nevada.

21,807 Square-Foot Single-Tenant Industrial Building in Las Vegas

MCA Realty and joint venture partner Saunders Property Company (SPC) have also acquired a 21,807 square-foot single-tenant industrial building in close proximity to the Las Vegas airport for \$85 per square-foot.

The property is currently occupied by a manufacturer and distributor of a natural sweetener, and was purchased from a lender through a court ordered bankruptcy sale.

“We were able to secure a ten-year lease with the existing tenant in this asset as well, resulting in an attractive ‘in place’ yield at close of escrow,” explains Mattox.

MCA Realty plans to supervise an interior and exterior renovation to the property that will be performed by the tenant.

“These capital upgrades will improve the overall functionality of the building and increase value over time,” notes Mattox.

This building is located at 2020 Pama Lane in Las Vegas, Nevada. MCA Realty was represented by Danielle Steffen and Amy Ogden at Cushman & Wakefield.

About MCA Realty

[MCA Realty](#) is a full service real estate investment and management company specializing in office and industrial properties throughout the Western U.S. The goal of the company is to identify commercial real estate investment opportunities and execute value creation strategies that maximize returns to its investors.

MCA Realty's principals, Tyler Mattox, Jared Gordon, and Peter Cheng, have successfully navigated a full spectrum of market conditions, and pride themselves on building and maintaining strong relationships with industry partners. More information is available at www.mca-realty.com.

About Saunders Property Company (SPC)

Headquartered in Orange County, California, SPC owns over 60 assets in excess of 4 million square feet throughout the United States.

#