



# Brian A. Riffel

SENIOR VICE PRESIDENT  
Colliers Las Vegas



## EDUCATION OR QUALIFICATIONS

BA - Communications w/  
emphasis in Advertising/PR  
Minor - Sociology  
MA (near completion) -  
Communication Studies,

## AFFILIATIONS OR MEMBERSHIPS

NAIOP (pc)  
SIOR (c)  
Colliers Links for Life –  
Board Member

## CONTACT DETAILS

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pc- past committee member  
c- candidate

## AREA OF EXPERTISE

With a core concentration in industrial real estate opportunities and land acquisitions/dispositions, Mr. Riffel also specializes in Tenant/Landlord representation for industrial product types and the formation of new developments. Previous experience with a private holding and development company coupled with a proven ability to capture additional sources of capital for real estate acquisitions and dispositions, allows Mr. Riffel to provide the most secure real estate investments available in Southern Nevada and the regional Southwest.

## PROFESSIONAL ACCOMPLISHMENTS

- Ranked among the top three performing brokers at Colliers Las Vegas since 2007
- Completed 3.5 million square feet in industrial and office property transactions valued at \$114M during past 36 months
- 2009 - Top 40 under 40 In Business Las Vegas
- Pre-sold 100% Gilmar Post Park & Cecile Business Park Phase II <+/-100,000 sf
- Colliers Links for Life - Board Member

## BUSINESS AND EDUCATIONAL BACKGROUND

Mr. Riffel's creative marketing experience started at the collegiate level at the University of Nevada, Las Vegas where he received a Bachelor Degree in Communication Studies with an emphasis in Advertising and Sociology. Upon graduating from UNLV, Mr. Riffel held the position as the Advertising Coordinator for Nevada's largest retail jewelry store chain where he was responsible for the sales and budget analysis, product design, media purchasing and strategic marketing campaigns.

## COMMUNITY INVOLVEMENT

Brian has devoted his life to his family and working with local community organizations that help other families through crises – such as Candlelighters Childhood Cancer Foundation, the Susan G. Koman Foundation, and the Links for Life Foundation. In addition, his family supports the Lied Animal Shelter and the Las Vegas Rescue Mission. Brian's greatest accomplishment is watching his family grow and helping those in need while simultaneously building client relationships that are second to none.



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"Brian has always provided the most in-depth market knowledge that has allowed us to have unparalleled success with our developments in Las Vegas. He remains a valuable part of our real estate endeavors."

Larry Gilmore, Sr.  
Gilmar Development, LLC &  
Gilmore Construction, Inc.

### REPRESENTATIVE CLIENTS AND PROJECTS

CLIENT	TRANSACTION TYPE	TRANSACTION SIZE
LAACO, Ltd. (10 locations)	Land Acquisition/ Land Disposition	+/-2,178,000 sf
Brady Industries, Inc.	Land Acquisition /Tenant Rep	+/-255,000 sf
Zions First National Bank	Property Value Analysis/Disposition	±21,850 sf
MBL Properties, LLC	Land Acquisition / Development Leasing	+/-90,000 sf
Gilmore Construction	Land Acquisition / Development Sales	+/-119,754 sf
Quinn Development & Construction, LLC	Land Acquisition / Development Sales/Leasing	+/-83,000 sf
Bluewaters Family, LP	Land Acquisition / Land Disposition	+/-2,760,000 sf
Englestad, LLC	Landlord Representation / Leasing /Sales	+/-153,120 sf
Nevada Building & Development Co.	Land Acquisition / Development Sales/ Leasing	+/-450,760 sf
Aristocrat Technologies,	Tenant Representation	+/-115,000 sf
Met'l Span	Tenant Representation	+/-125,000 sf
Rent A Center	Tenant Representation	+/-40,000 sf
Bassett Furniture (Sanoluke NV)	Tenant Representation	+/-60,000 sf
Circus Circus, Inc. (a division of MGM Mirage, Inc.)	Tenant Representation	+/-57,000 sf