



LAND COLLECTIVE

Introducing the Spark Realty **Land Collective**, serving the land real estate needs of the Intermountain West. The Collective is a group of highly trained agents with deep expertise and experience in all types of land real estate. With well over \$1.4 billion in closed land transactions, we are among the most experienced agents in North America and offer unsurpassed understanding, capability, and service to our clients. We invite you to explore and to contact us to see how the Land Collective can make a difference in your transaction or project.



Through its partnership with The Pathfinder Institute, Spark Realty offers absolute best-in-class education and training to its agents. For a Spark agent to become a member of the Land Collective and be Land Certified by the Institute, they must complete a set of courses that include basic through advanced land brokerage, water rights, development, and advanced studies in representation and consultation. All land transactions receive additional company oversight, access to senior partners, and outside counsel as needed.

"As former Land Services Manager for Nevada Power Company, I hired Graig to represent us... He completed over \$200 million in total land sales and leases on our behalf. As a broker, I believe him to be among the best, with excellent technical skills, a deep experience base, extensive industry contacts and creative sales ability. He is a deal maker and always looks for the "win-win" option."

~ Brad Schnepf - Fmr. Land Services Manager | NV Energy



EXPERIENCE

With one of the widest selections of transactions completed in North America, the Spark team has successfully worked with clients ranging from farmers to major energy companies, governments to casinos, developers to Indian tribes, and family offices to our friends and neighbors. If it's land-related real estate, there is no better choice than the Spark Land Collective.

We are also a full service brokerage offering residential, commercial, industrial, office, medical, and investment services which means that we understand your project or property well beyond the land it sits on. The Spark team collective transaction volume exceeds \$10 billion across all property types so we offer the power of a major national firm with the agility, responsiveness, and friendliness of a local brokerage.

We are developers, general contractors, appraisers, and engineers ourselves and bring that knowledge and experience to bear for all of our clients, regardless of deal size or complexity.



NOTABLE CLIENTS

UTAH STATE & INSTITUTIONAL TRUST LANDS
INTERMOUNTAIN HEALTH CORPORATION
U.S. GOVERNMENT
STEWARD LAND COMPANY
NEVADA POWER COMPANY
SOUTH SALT LAKE CITY
CITY OF ST. GEORGE
CITY OF KANAB
RESOLUTION TRUST CORPORATION
MULTIPLE NATIONAL HOMEBUILDERS
HALLIBURTON & ENERGY COMPANIES

I have had the pleasure of working with many, but you and your team are the very best, particularly with very complicated and lengthy inter-state transactions. You have operated with great professionalism, fairness, and diligence through a successful closing. I would recommend you highly.

~ Robert Giovanni - Searcy Vasseur Petroleum Services Group



SERVICES

BROKERAGE

SALES & LEASING
COMMERCIAL
INDUSTRIAL
RESIDENTIAL
SINGLE FAMILY
TOWNHOME
MULTIFAMILY
RESORT
MIXED USE
RECREATIONAL
FARM & RANCH
EQUESTRIAN
AVIATION PROPERTY
ENERGY SERVICES
ASSEMBLAGE
REDEVELOPMENT
WATER RIGHTS
UNSURPASSED MARKETING

OTHER SERVICES

INFRASTRUCTURE FINANCE
DEVELOPER INTERFACE
REALTOR AFFINITY PROGRAMS
PROJECT BRANDING
TAX CHALLENGES
EXPERT WITNESS
BROKER SELECTION SUPPORT
OPINION OF VALUE
PORTFOLIO EVALUATION

ENTITLEMENT CONSULTING

ZONING
PLANNING
CONDITIONAL USE PERMITS
VARIANCES
RIGHT OF WAY
EASEMENTS
CC&R's
COMMUNITY REPRESENTATION



~Some services are offered in conjunction or collaboration with our allied partners.

Without question the submittal you provided me for this project is finest, most professional work I have ever seen. I can't thank you enough for not only representing your client in the best possible manner but also allowing Washington County to respond to the RFI with the highest quality submittal the client will receive.

~ Scott Hirschi - Fmr. Economic Development Director | Washington County, UT



TOOLBOX

We believe that the best land brokerage is a combination of “old school” hard work, relationships, and experience combined with the latest cutting edge technology. At the Spark Land Collective, we offer both and pride ourselves on not just having a great toolset, but in being able to use them to the fullest on behalf of our clients. Combining this with a true A-Team of allied professionals creates truly unsurpassed ability while reducing risk and headache and maximizing opportunity.

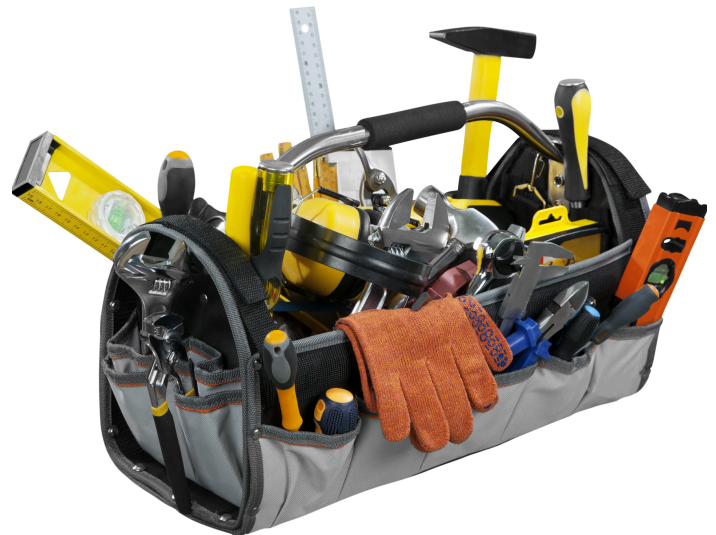
SPARK TOOL BOX

HAND HELD LIDAR MEASURING SYSTEM
STEADY CAM VIDEOGRAPHY GIMBAL
HD 3D MATTERPORT CAMERA SYSTEM
CANON MIRRORLESS R7 CAMERA SYSTEM
MULTIPLE GPS SYSTEMS
CERTIFIED DRONE PILOT
2 IN-HOUSE PILOTS
IN-HOUSE APPRAISAL
1031 ACCOMMODATOR IN-HOUSE
DELAWARE STATUTORY TRUST EXPERTS
GEOTECH EXPERTISE IN-HOUSE

MEMBERSHIPS

5 HOMEBUILDER ASSOCIATIONS
FEDERATION OF EXCHANGE ACCOMMODATORS
SIOR
CCIM
REALTORS LAND INSTITUTE
URBAN LAND INSTITUTE
CONGRESS FOR NEW URBANISM
NAIOP

STATE OF THE ART SOFTWARE
REONOMY
LANDGATE
ARC GIS SYSTEM
ONX HUNT PRO SYSTEM
PICTOMETRY IMAGERY
FEMA FLOOD MAPPING
CREPI ANALYTICS



“As a commercial and land agent with over 25 years’ experience, I never thought I still had so much to learn about land. Attending your Advanced Land Brokerage course was eye-opening to say the least. I left not only inspired but excited at the new perspective and tools I could bring back to my clients.”

~ Robert Welch - Battleborn Investments



MARKETING

Successful marketing land requires a different skill set than improved property. Whether a widely broadcast offering or a private off-market disposition, a top land broker must understand everything that is, everything that could be, and how it all fits together – and then be able to communicate this to a wide variety of prospects. We must speak not only land, but entitlements, utilities, civil engineering, development, construction, and sometimes local politics as well.

Once a land broker has prepared for this, they must also utilize additional, different marketing tools. To help a property be alluring, it can be helpful to model potential projects, provide insight into the applicable development environment, and be proactive in due diligence elements. Often, once the terms of a deal are in place, the land broker may actually assist the buyer's team in their evaluation.

Lastly, land often sells through different venues and Spark Collective uses every major marketing database to get the property in front of the most possible eyes.



ONLINE DATABASES FOR LAND

MULTIPLE MLS SYSTEMS	LANDGATE
LOOPNET	HOMES AND LAND
COSTAR	LAND SEARCH
CREXI	SELL LAND
ZILLOW	PROPERTY RADAR
LANDWATCH	LAND AND FARM
LAND.COM	REALTOR.COM

Listings are also syndicated nationally to multiple other databases.

For over 35 years I have invested developed, bought, sold and leased in excess of \$6.5 billion in real estate. I know real estate and I know real estate people. Graig Griffin is one of the best. He has razor sharp insight in what it takes to consummate a real estate investment, acquisition or sale. His many years in the business has accumulated solid know how, a relentless reach for excellence, and capabilities which he uses with the skill of a surgeon. I wish to add that beyond real estate knowledge and skills, Graig is a person of integrity and a person who cares about his fellow man.

~ Jeffrey Boughrum – Cushman & Wakefield



TEAM

The Spark Land Collective agents are all highly trained and certified by The Pathfinder Institute for the completion of the most extensive land brokerage training program available. This certification means that not only are these agents qualified to market land, they have been educated on development, entitlements, zoning and planning, permitting, financial analysis, and due diligence. Spark Land Collective listings are thoroughly researched and the team can assist with elements far beyond the sale or lease. We understand that knowing and presenting what is possible is just as important as illustrating what exists is critical. Collective agents collaborate and assist each other with perspective, experience, and problem solving and our team of allied professionals is unsurpassed.

SPARK LAND TEAM - LEADERSHIP



GRAIG GRIFFIN, SIOR
MANAGING PARTNER | BROKER

Graig is the founding partner of Spark Realty. He has nearly 40 years in real estate and is among the most experienced land agents in North America. He wrote and teaches the Advanced Land Brokerage class for The Pathfinder Institute and has personally completed over \$1 billion in land transactions.

graidgriffin@gmail.com
435.229.1990



Pathfinder
LEADERSHIP CERTIFIED



KIRSTEN LEAVITT
MANAGING PARTNER - LAND COLLECTIVE

Kirsten is co-founder of the Spark Land Collective. Specializing in land for residential development and commercial sales, she is known for exceptional service and for a creative approach to crafting deals. With thousands of doors and over \$100 million in land deals, her experience is exceptional.

kleavittproperties@gmail.com
385.237.4774



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