



Northern Colorado Commercial Association of Realtors 2018 Board of Directors



Tom Hall
McWhinney
970-962-9990 office
tomh@mcwhinney.com

Tom Hall
WayPoint Real Estate
2018 NCCAR President
Events Chair

Tom Hall is the Vice President Commercial Operations for McWhinney. He leads the Commercial Operations team to ensure the success of McWhinney's commercially managed properties, which includes over 1.5 million square feet of office, medical, light industrial, and retail properties with a value of \$850M. Tom also directs the development team regarding layouts, feasibility and ongoing NOI for project pro formas and is responsible for leasing McWhinney's stabilized assets. He has over 20 years of experience in Commercial Real Estate with an emphasis in accounting, project management, property management and leasing. Tom joined the McWhinney team in 2003 and previously served as the Director of Property Management. Prior to McWhinney, he served as a Property Manager for Pratt Management in Longmont, handling a real estate portfolio of more than 2 million square feet and over 80 customers.



Nick Galluzzo
LC Real Estate Group
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nick@lcrealestategroup.com

Nick Galluzzo
LC Real Estate Group
2018 Vice President
Website Committee Chair

Nick graduated from Colorado State University after completing the Real Estate & Finance program within the College of Business, and in addition he received the Certificate in Entrepreneurship. During his time at Colorado State, he earned his brokerage license, and started with Loveland Commercial through an internship in May 2010. Upon graduation, he became full time with Loveland Commercial, where he is a commercial broker and project manager for developments in Northern Colorado. In addition, Nick works with the sales arm of Midtown Homes, which is the residential homebuilding subsidiary of Loveland Commercial. Outside of the office, Nick enjoys snowboarding, hiking, golf, soccer, playing guitar, and attending various sporting events. Nick remains active with several organizations including the following:

Board Member – Educo Leadership Adventures. 2013-Present. Board President 2015.

Board Member - Northern Colorado Commercial Association of Realtors (NCCAR) 2015 – Present

Ram Real Estate Partners – Chairman of Golf Tournament 2011-Present

Leadership Loveland – Class of 2011 – 2013

Everitt Real Estate Center at CSU Certified Commercial Investment Member (CCIM Candidate)

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Jake Arnold
WayPoint Real Estate
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Jake Arnold
WayPoint Real Estate
2018 NCCAR Treasurer

Jake began his real estate career in Sacramento, California, working with Palmer Capital, a national investment firm. There he presented institution level acquisition opportunities to buyers and introduced numerous capital sources to clients selling properties throughout the United States. Jake went on to work with Niehaus Properties, a regional investment sales and consulting group in Portland, Oregon, where he represented both buyers and sellers of commercial investment properties. After moving to Colorado, Jake started working as a commercial broker at Brinkman Partners before transitioning to Waypoint Real Estate. Jake's broad experience and education allows him to provide unparalleled service to his clients. Jake enjoys reading classical novels, traveling with his growing family and skiing in the Alps. He is very involved in the local community through NOCO Unify, the NCCAR Board, the Fort Collins Housing Catalyst and the Villages Limited Board.

Education

College of Business, Minnesota State University, Mankato, MN
Master's Degree- December 2009
Business Administration

St. John's University, Collegeville, MN
Bachelor of Arts- May 2006



Annah Moore
CBRE
970-227-0035 office
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Annah Moore
CBRE
2018 NCCAR Outgoing President
Government Affairs Chair

Born and raised in Fort Collins, Annah received a Bachelor of Science in Business with a Marketing emphasis from Montana State University. Working as a commercial broker in Northern Colorado since 2001, Annah has been directly involved in over \$100 Million in real estate transactions including office build-to-suits, investment property sales, site selection, and Landlord/Seller representation. Annah excels at solving complex real estate challenges by listening to her clients' needs and working closely to accomplish their real estate goals. She continues to expand her knowledge of the commercial real estate market, recently earning her CCIM designation. Annah is active in both the brokerage community and Fort Collins. She currently sits on the Board of Directors for Northern Colorado Commercial Association of Realtors, volunteers at Liberty Common School and is a Team Treasurer for Arsenal Colorado Soccer Club. Affiliations Include:

- Certified Commercial Investment Member (CCIM)
- National Association of Realtors® (NAR)
- Colorado Association of Realtors® (CAR)
- Northern Colorado Commercial Association of Realtors® (NCCAR)
- Montana State University Alumni



Michelle Hickey-Crawford
Re/Max Alliance
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Michelle Hickey-Crawford
Re/Max Alliance
2018 NCCAR Board Member
Events Co-Chair

Michelle Hickey-Crawford has been conducting business in the Colorado and Wyoming commercial real estate market since 2002 upon graduating from Colorado State University. Her 15 year commercial and investment real estate career spans the real estate spectrum from intricate sales to leasing and property management. In 2007 she earned the prestigious CCIM designation and is committed to meeting her client's goals through her knowledge of current market trends, financial and investment analysis, and a global understanding of commercial real estate. Michelle's high volume of transactions has ranked her amongst the top 50 RE/MAX commercial real estate brokers in the United States. Affiliations and accolades include RE/MAX Hall of Fame, Northern Colorado Commercial Association of Realtors, CoStar Power Broker, and Certified Commercial Investment Member.



Gage Osthoff
Realtec Greeley
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Gage Osthoff
Realtec Greeley
2018 NCCAR Board Member
Membership Chair
Government Affairs & Events Co-Chair

A native of Colorado, Gage Osthoff attended Colorado State University, studying both Finance and Real Estate at the College of Business. Upon leaving Colorado State, he worked as a consultant for an Iowa-based non-profit, travelling to universities across the United States and Canada. A love for the outdoors and the Colorado mountains returned Gage to Colorado to pursue a Master's degree in Real Estate and Construction Management from the Burns School of Real Estate at the University of Denver. As he finished his time at the University of Denver, Gage joined the Realtec Greeley office as an intern providing market research and financial analysis before receiving his broker's license and joining as a broker associate in fall 2012. While with Realtec Gage has focused on the Greeley and Weld County markets, providing local market expertise with technical and analytical skills. Gage works with both local and national clients across a variety of transactions including raw land, build to suit, leasing, and sales.

Affiliations and Community Involvement

Leadership Weld County – Greeley Chamber of Commerce (2013-14)

Board of Directors – Greeley Philharmonic Orchestra (2014-Present)

Board of Directors – Northern Colorado Commercial Association of Realtors (2016-Present)



Matt Patyk
CBRE
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Matt Patyk
CBRE
2018 NCCAR Board Member
Education Chair

Matthew graduated from Arizona State University with a finance degree and began his commercial real estate career in Scottsdale, Arizona in 2002. His primary focus was on Tenant Representation with national and regional clients. Past and current client list includes Cold Stone Creamery, Green Tree Servicing, Data Doctors, Colony Insurance Group, Volt, First National Bank, General Growth Partners, Miller Frishman Group, and New Mark Merrill Mountain States. Matthew has been a commercial broker in Northern Colorado since 2008. He excels in managing a large volume of transactions each year, while maintaining a high level of service for every client. In his free time, Matthew prefers to be outdoors with his wife fly-fishing, photographing wildlife, and running marathons

Affiliations;

Northern Colorado Commercial Association of Realtors (NCCAR)
International Council for Shopping Centers (ICSC)



Sarah Grosboll
NCCAR
Association Executive

Sarah begins her 14th year working for NCCAR. Sarah runs the association from all angles, including; membership management, bookkeeping, NAR/CAR dues management, events, website management, education, board meetings and sponsorship organization. Sarah is a native of Fort Collins and an alum of Colorado State University. Sarah is married with 2 boys.

Sarah Grosboll
NCCAR AE
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