

**DON CHISM**  
*Sr. Vice President*  
*Land/Investments*



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**CAREER SUMMARY** Thirty years experience in commercial real estate, homebuilding, land development, and land acquisitions. Sold and leased millions of dollars of commercial real estate, including land, office buildings, industrial buildings and retail property.

**EXPERTISE** Land sales and acquisitions for residential & commercial development; seller or buyer representation; property valuation analysis; property market analysis.

**EXPERIENCE** **August 2002 to Present** Broker/Salesman  
Founding partner of Clifford Commercial Real Estate.  
Director and Senior Vice President of Land/Investments

**May 1992 to July 2002** Broker/Salesman  
NAI Americana/Horizon Commercial Real Estate.  
Manager of Land Department.  
• Top producer in land sales during ten years at NAI Americana/Horizon Commercial Real Estate.

**February 1973 to April 1992** President/Broker  
Chism Homes, Inc. and Chism Development Company  
• Land acquisition and entitlements for over 1,000 acres; developed lots and built over 5,000 single family homes and hundreds of multi-family units.  
• Named Builder of the Year in 1979 by Southern Nevada Homebuilders Association.

**LICENSES** Nevada Real Estate Broker's License - 1982

**EDUCATION** Graduate of University of Central Arkansas with a Bachelor of Science degree in Business Administration and Economics  
Hundreds of hours of appraising and commercial real estate study, including CCIM 101, 201 and 301.

**PERSONAL** Married since 1971—Two adult children  
Hobbies: Cycling, hiking, travel and photography



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