



Melissa Molyneaux, SIOR, CCIM

EXECUTIVE MANAGING DIRECTOR
SENIOR VICE PRESIDENT, OFFICE SERVICES
Colliers International | Reno



EDUCATION

Bachelor of Science in Marketing
with a Minor in Journalism -
University of Nevada, Reno

AFFILIATIONS OR MEMBERSHIPS

SIOR
CCIM
CREW

CONTACT DETAILS

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AREA OF EXPERTISE

Melissa is a Senior Vice President with Colliers International. Her area of specialization is office properties and her focus includes landlord and tenant representation in leasing and sales. In addition, she has served as the Executive Managing Director of the Colliers International Reno Office since 2015.

PROFESSIONAL ACCOMPLISHMENTS

Since joining the firm in 2005, she has been involved in nearly 850 transactions totaling approximately 5,000,000 square feet of office space. Melissa handles approximately 600,000 square feet of office properties in the Reno/Sparks area at any given time.

Melissa is a distinguished broker in the Northern Nevada market and has received numerous awards for her production as well as her dedication and community service. Melissa is consistently a top producer at Colliers International and has received Gold Level Achievement in 2011 and 2012 and has been awarded Platinum Level Achievement in 2013 through 2019. She was inducted into the Everest Club in 2018 where her production levels were in the top 10% of Colliers International professionals in the US.

Melissa is a multi-time recipient of the coveted Summit Awards for production and volume in the Northern Nevada market. She has been named Overall Top Broker in Northern Nevada in 2018 for her production level among her peers in all service lines, she has received the Office Broker of the Year Award in 2014, 2015, 2016, 2018 for production level among office brokers. She was also awarded the Largest Office Lease in Northern Nevada in 2015, SIOR's Top Office Lease in 2018 and 2019, Top Office Sale in 2018 and 2019 and most number of transactions in 2018 and 2019 for a small market. In addition, she has received the CREW Impact Award in 2014 for her collaboration among CREW Members as well as a multi-time recipient of the CREW Deal of the Year for working with the most number of CREW Members. In 2016 the Women's Council of Realtors named in her in the Top Ten Women in Real Estate and she received the 20 Under 40 award in 2015 by the Reno Gazette Journal and Young Professionals Network

BUSINESS AND EDUCATIONAL BACKGROUND

Melissa has held the Certified Commercial Investment Member Designation (CCIM) since 2009 and her Society of Industrial and Office Realtors (SIOR) designation since 2015. Both designations require members to be experts in commercial real estate brokerage, leasing, asset management, valuation, and investment analysis.

Melissa is a graduate of the University of Nevada Reno and holds a degree in marketing and a minor in journalism. While at UNR she held numerous executive positions in Delta Sigma Pi, the University's business fraternity. She was a presenter of the 2006 award-winning American Advertising Federation's IMC Advertising Competition Team.

In 2009, Melissa was named the University's Outstanding Young Alumnus by the Alumni Association.

COMMUNITY INVOLVEMENT

Melissa is an active member of the community and has served on many boards, foundations and committees. She is the past president of Commercial Real Estate Women (CREW) and the College of Business Alumni Association (COBAA), as well as now being a lifetime Emeritus member.

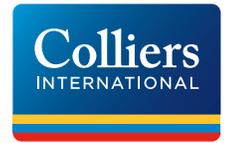
Currently she is on the US Bank Advisory Board and a board member of EDAWN Board of Trustees. In addition, she is a member of the Northern Nevada CCIM Chapter, Commercial Real Estate Women (CREW), Economic Development Authority of Northern Nevada (EDAWN), and the Northern Nevada/California Society of Office and Industrial Realtors (SIOR) Chapter. Melissa is a graduate of the Leadership Reno-Sparks Class of 2009. She founded The Group in 2006 to help collaboration among women in business.

Melissa is a native Nevadan and enjoys the outdoor activities Northern Nevada offers, along with her husband Brian, daughter Charlotte, son Brennen and their two dogs. She is a fitness enthusiast and enjoys running, triathlons, Bikram yoga and cross-country skiing.



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REPRESENTATIVE CLIENTS AND PROJECTS

Melissa specializes in office buildings and the representation of office tenants and buyers in Northern Nevada. Melissa's experience ranges from sales, including investment and user sales, to leasing and has represented a wide variety of landlords, projects, tenants and buyers. Here are some of her noteworthy clients and projects over her career.

LANDLORDS AND SELLERS

LBA Realty	Leasing agent for over a decade and then a member of the sales team for a 160,000 SF class A office
Bank of the West	Office building leasing representation
ABR	Sold four story multi-tenant office building for \$4,250,000 at an 5.23% Cap Rate
CM Capital	Leasing representative of downtown class A high-rise
Blackfire Real Estate Investors	Representation of multiple office redevelopment projects and sales
Schultz Financial Group	Leasing and sales for multiple office buildings including a 15,000 square foot office building, garden office building and land parcels
Fritz Duda/Ryder Homes	Leasing for prominent three story class A office building in South Reno to 100% occupancy
First Independent Bank	Office building representation and REO office building sales
Junior Achievement	Representation of a non-profit in the sale of a building on a ground lease and leasing future offices
Equilibrium LLC	Successfully leased a 20,000 Square foot office building to a credit tenant and subsequently sold
Gonzo Properties	Successfully leased a 16,000 square foot building to 100% occupancy
WELLTOWER (Formerly Healthcare REIT)	Leasing medical office building on the Saint Mary's Medical Campus
Cypress Holdings Nevada LLC	Representation of a medical office building on the Renown Campus
Spanish Springs Medical LLC	Leasing of a medical office project in Sparks, NV
Village Properties	Representation of class A office

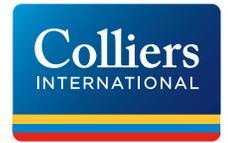
TENANTS AND BUYERS

Software and technology firms	Including Coupa Software, TrainerRoad, HippaRisk, Wimmer Solutions and Shortstack/Pancake Labs
Professional service firms	Including Silverman, Kattleman, Springgate, Guinasso Law, Wells Gaming Research, Trinity Applied Internet, Litigation Valuation Consultants, Prologis, McDonald Carano and Schroeder Law
Call Centers	Arrohealth and Teleperformance
Design firms	Including Henriksen Butler, BJG Engineers and Architects
Financial firms	Including Freedom Road Finance, Open Window Financial, Bowers Wealth Management
Non-profit firms	Including Care Services, Junior Achievement and American Heart Association



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REPRESENTATIVE CLIENTS AND PROJECTS

GOVERNMENT AND PUBLIC ENTITIES

Washoe County	Lease, lease renewals and sales
Washoe County School District	Lease, lease renewals and sales
University of Nevada Reno	Office leasing - School of Medicine, Northern Nevada International Center
Truckee Meadows Fire Protection District	Land purchases, office lease
Job Opportunities in Nevada (JOIN)	Leasing office space and subsequent renewals and consolidations

MEDICAL, DENTAL AND VETERINARIAN

Renew MD Reno Hearing Reno Orthopaedic Clinic (ROC) Dr. Mark Schumacher Dr. Dan Caruso Thunder Pain Management Galena Sport Physical Therapy and Pulmonary Medicine Associates (PMA)	Assisting a wide variety of medical tenants with leases, lease renewals and purchases including building and land acquisitions
Lakeside Animal Hospital	Assisting in the purchase of a veterinary facility and subsequently selling as a leased investment
Aland Family Dentistry Leland Orthodontics	Assisting in the acquisition of an office building converted to a dental office

INVESTMENTS

Representation of sellers and buyers in the sale of investment office properties including the sale of multi-tenant and single tenant office buildings as well as sale lease-back and quasi-investment and owner user opportunities.

LAND

Representation of buyers and sellers in office land sales, purchases and construction projects.