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## KYLE NAGY

Founder, Director  
COMMCAP ADVISORS

**W**hen Kyle Nagy was a student at the University of Nevada, Las Vegas, from which he graduated cum laude with degrees in economics and business administration, one of his professors offered up a useful tidbit.

"He said, 'All of the wealthy people work in the Howard Hughes Center, and it's become the central business district of Las Vegas,'" Nagy said, adding that while he was not sure of his professional aspirations, one thing was for certain: He aspired to work in the Hughes complex.

"I had an interview at a life insurance company in the center, and after the interview, I walked door to door in the building handing out résumés. I said, 'You

companies, Wall Street banks and agency lenders, despite the shaky economy.

"Trust and relationships are the keys to my business," said Nagy, who was elected to the Southern Nevada chapter of the National Association of Industrial Office Properties' board of directors at the age of 30.

"People jump into business and want to make millions of dollars, but real estate is very competitive, and it takes time to build a company and a business and relationships with clients. Also, this is a period where banks are very conservative, so borrowers are calling us up asking where the markets are, and what's available, and what are banks doing and thinking. They want to know

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don't know me, and I don't even know what you do, but I want to work here."

As luck would have it, Nagy wandered into the offices of Keystone Capital Group, where owner Keith Russell was having lunch with his wife. Two days after his 1999 graduation, Nagy began working at Keystone, which was sold to GMAC Commercial Mortgage in 2001. While with GMAC, Nagy was promoted several times, and within four years was one of the company's youngest vice presidents.

In late 2006, Nagy and Russell — whom Nagy now considers a close friend and mentor — co-founded CommCap Advisors, a full-service commercial mortgage banking firm that represents a wide variety of debt and equity sources, including life insurance companies, pension funds, investment banks and specialty lenders.

Although Nagy, who moved here 14 years ago, no longer works in the Howard Hughes Center, his success in his field is indisputable. From 2001 to date, he has originated, underwritten and closed nearly

how long the credit crunch will last and are looking for more education. Today, you really have to understand the market dynamics to do a loan."

Nagy, a 14-year resident of Southern Nevada, attributed his early success to his family.

"Everything I do, I do for the benefit of my family, and I am a father and a husband first," he said. "If I did wrong by a client, or if I was serving my best interests instead of my clients', I would not be able to face my family."

He expects the local real estate market to remain flat this year and possibly next, but remains optimistic about weathering the storm.

"As the market stabilizes, there are people who will make it through to be standing on the other side, and I hope to be one of them," Nagy said. "The market will eventually separate those who have hunkered down to survive the crunch and those who have just been lucky."

— By Danielle Birkin