Same great company.

Fresh new look.

Celebrating 20 years

MindFully Creating Community
Our Mission
To identify, facilitate, and create opportunities to build partner and client wealth through active participation in real estate brokerage, development, home building, and investment.

Our Vision
The vision of LC Real Estate Group is to Mindfully Create Community.
As we approach the company’s 20th anniversary, I am excited to announce our new company branding as LC Real Estate Group and LC Home, as well as our new location in the heart of Loveland at 1712 Topaz Avenue off U.S. 34/Eisenhower Boulevard.

With our roots still firmly in Loveland, the company has evolved as a regional player in brokerage, development, investments, and home building. Don Marostica and I started the company 20 years ago with the primary focus on development in Loveland. With the addition of Blaine Rappé and Nathan Klein as partners in the early 2000’s, we expanded in depth by growing the brokerage and building operations, and in breadth with regional activities in Fort Collins, Greeley, Longmont, and as far south as Colorado Springs. Klein has made LC Real Estate Group Brokerage one of the calls you have to make in Northern Colorado, and Rappé has led LC Home to become a top 10 homebuilder in the region.

Marostica retired in 2012, selling his interest in the brokerage and construction company to Klein and Rappé, although Marostica remains a major investor and advisor to the group. LC Real Estate Group recently added Wayne Lewis, Rollin Goering and Nick Galluzzo to the partnership ranks. Lewis is one of the top analytic minds in the region and heads up our marketing strategy; Goering leads the residential brokerage group for new home sales and recently introduced resale brokerage; Galluzzo has taken on operations of LC Home, guiding it in the age of sustainability, technology and systems.

In the past 20 years, we have developed the Thompson Valley Towne Center (King Soopers) in Loveland, North College Marketplace (King Soopers) in Fort Collins, three affordable housing subdivisions, over 2,500 residential lots, and built nearly 500 homes. We have acquired and rejuvenated the Safeway Center on Mulberry and College in Fort Collins and have gained numerous other commercial buildings. We also acquired a major Industrial complex in Colorado Springs with Federal Express and Cobham as tenants, and are underway with a redevelopment project in Lakewood with tenants such as Rite Aide, Arc Thrift, and AutoZone. We have grown the commercial brokerage to one of the top players in the region and, at the same time, introduced residential brokerage.

What’s next for the LC Real Estate Group? More of the same strong community-based projects, public-private partnerships, affordable and sustainable housing projects, long-term investments in core growth areas of the state, growth of relationships with our banking partners, growth of services to trusted clients, and building great quality projects and homes. Our strategy is to to serve a growing regional community, help that community thrive as it continues to be a great place to raise families – ours and yours. Thank you for being a part of our success!

Sincerely,

Eric J. Holsapple, Partner and CEO
The LC Real Estate Group team consists of talented people with over 80 combined years of experience in real estate brokerage, development, property management, marketing, financial analysis, and administration. The team is committed to improving the quality of life in Northern Colorado, where its members live, work, and raise their families.

In 2016, the name was changed to represent the firm’s broader role as an integrated real estate company. With Partners and Brokers Eric Holsapple, Blaine Rappé, Nathan Klein, Wayne Lewis, Nick Galluzzo, and Rollin Goering along with an experienced support staff, a variety of real estate aspects are provided. “LC Real Estate Group is able to perform all the functions of the real estate transaction from project introduction to the day of closing,” Klein says. He explains that a strategic plan is tailored for each project, placing an emphasis on a high level of personal contact with users, investors, developers and brokers at the local and regional levels. “Through our proprietary database of properties, tenants, brokers, and investors, we are able to have highly targeted direct marketing campaigns that focus on finding the most qualified users or investors for any property.”

LC REAL ESTATE GROUP ASPECTS
COMMERCIAL DEVELOPMENT

“With both Thompson Valley Towne Center, North College Marketplace, we started from scratch,” Klein says. “We bought the land, got it entitled and built the buildings. That’s just one example.” LC Real Estate Group has also taken over the Safeway complex on Mulberry and College in Fort Collins and has renovated and re-tenanted. Additionally, a property in Lakewood on the corner of Jewell and Wadsworth is currently in the works. “We bought out the Albertsons lease and right-sized the area for Rite Aid according to their specifications,” Klein says. “We have a lease with ARC Thrift Store and a land lease with Auto Zone.” It’s again an example of taking an under-utilized center and making it more appropriate for the neighborhood needs.

INVESTMENT AND MANAGEMENT

On several occasions, property has been purchased and improved. “We often found these properties to be under-utilized and so, when we bought them, we would renovate, re-tenant, and work to increase the value.” Their new office is a prime example. LC Real Estate Group purchased the 28,000 square foot property at 1712 Topaz Drive near U.S. Highway 34 and Boise Avenue in December of 2014. After renovation, LC Real Estate Group moved its 21 employees and partners into the west end of the building, inhabiting 4,000 square feet of the complex. It has since contracted with other tenants to complete the plan.
LC HOMES

This arm of LC Real Estate Group provides two different options. The first will be to provide the engineering, entitlement with the involved city and the horizontal (roads and utilities) construction and then offer the lots for development. Klein references the Ridge at Mariana Butte project which offers rare infill development at the world renowned Marianna Butte Golf Course. These will be development ready lots. The second option would also include the vertical (the houses) construction as appropriate.

BROKERAGE

“What sets us apart here is that we come to brokerage with significant experience in commercial real estate, investment and development, and residential areas,” Klein says. The LC Real Estate Group team has such a broad expanse of experience that helps them help their client regardless of the project or need. “We can hold our client’s hand through the entitlement process and on through. It’s not so much transaction centered but more client centered.” And, with the new structural organization, there’s more flexibility. “With the rebranding we have empowered our residential sales people from LC Homes to do third party residential property sales.” Previously they sold homes built by LC Homes and referred other listings to an outside realtor. “Now we can handle both sides of that. We can handle the sale of our property and, if the client is selling their current home to move into ours, we can also handle that.”

The bottom line for LC Real Estate Group’s new position is having the ability to work with the client on whatever the need might be; commercial or residential. “We have so much more flexibility and the opportunity to service the whole client is huge. It’s very exciting.”

PROJECT QUALIFICATIONS

LC Real Estate Group possesses non-typical experience in a number of areas that make it uniquely qualified to assist in the sale of certain listings and development projects.

ECONOMIC DEVELOPMENT

The principals have extensive experience working with ED professionals and understanding complex economic development strategies. Founder Don Marostica served as the Director of Economic Development and International Trade for Colorado until January 2011; Eric Holsapple has a Ph. D in Economics and served as Chair of the Northern Colorado Economic Development Corporation (NCEDC) in 2007. He was selected to serve on the Board of CSU’s Regional Economics Institute in 2011. Nathan Klein is actively involved with the Loveland Chamber of Commerce and was chairman of the board in 2013. Rollin Goering joined the Chamber Board in 2016.

POLITICAL EXPERIENCE

LC Real Estate Group has unmatched experience working with legislature, state, national and local entities to promote bills, or secure funding for projects including the use of Urban Renewal Areas and Tax Increment Financing. Its team has worked on dozens of projects with city staff and maintain continuous working relationships with them.

UNIVERSITY EXPERIENCE

LC Real Estate Group has extensive experience working with universities in many areas including teaching, research and founding, directing and helping to secure funding for the Everitt Real Estate Center at CSU. As Chair of the NCEDC, Holsapple negotiated an agreement that brought a regional economist to CSU. LC Real Estate Group remains active in the Everitt Real Estate Center and maintains a booth to expose company listings at each of the regional real estate events.

NEGOTIATION EXPERTISE

With more than 80 years of combined development and brokerage experience, partners and brokers have negotiated deals with companies ranging from IBM to Mobile Oil to King Soopers/Kroger and totaling several hundred transactions with a transaction value totaling several hundred million dollars.

FINANCIAL EXPERTISE

The company prides itself on being one of the most analytical financial experts in the business. Its team has multiple degrees in economics, finance, real estate, and accounting and understands the unique aspects of what it takes to make a deal feasible. LC Real Estate Group’s experience with public/private partnerships and unique financing mechanisms forms a unique background for financing large projects.
LC Real Estate Group Makes History Over 20 Years

LC Real Estate Group may have started small but, in 20 years, it has blossomed into an impressive operation. It began when Don Marostica and Eric Holsapple connected over common interests.

“I took a sabbatical after I received my PhD in economics from CSU,” Holsapple says. “I met Don, moved into his conference room and went to work. I started helping out with financing on a few projects and we hit it off.”

Deciding to partner officially, they purchased Moore Commercial, and changed the name to Loveland Commercial LLC, creating a real estate development and brokerage company. The vision was to improve the quality of development in Northern Colorado. Blaine Rappé joined them the next year.

Over time, Holsapple says, three segments evolved. “We were doing mostly established development and then added brokerage. The investment and management piece began in 1999 with Thompson Valley Center. It was our first big commercial investment. We were doing mostly what I call horizontal development. We put in the roads and streets and sold lots to developers.”

Nathan Klein joined them in 2004 as a CSU intern and, shortly after graduation, began full time work. “In 2005, Nathan began his work and grew the brokerage business by five times what we used to do,” Holsapple says.

But times changed and so did the company’s focus. “In 2006 and 2007, building basically stopped and builders reorganized. We still had 150 lots and no one interested in building on them.

So, in 2008, we created Midtown Homes and began with Boise Village North,” he explains. Since then, this arm of the company has built a variety of houses, including significant entry-level and affordable neighborhoods such as Pine Tree Village.

The winds of change once again shifted and the partners were faced with a new direction. In 2009, they were called upon to develop North College Marketplace in Fort Collins. More opportunities developed and the company’s efforts expanded. In fact, over the past two decades, the firm has had an impressive impact. It has completed two King Soopers shopping centers (one in Loveland and one in Fort Collins), developed more than 2,500 residential lots and built almost 500 homes, including ongoing projects in Tulip Creek in east Loveland, Spring Creek in Fort Collins and Fox Run in Greeley. In addition, it has expanded its investments and developments into the Denver area and Colorado Springs.

The partners of Loveland Commercial LLC began to look at the broader view of what they had to offer. “We are clearly a regional player in the marketplace,” Holsapple says. “And we realized that we needed to match our image to the reality of our work.”

The firm’s name was changed to LC Real Estate Group LLC to lead to better recognition and acknowledge all the components of the business. Midtown Homes, for example, is now LC Home and part of the same company.

“With different names for the residential and commercial divisions, they appeared to be different companies,” Klein says. “But, now, on every company vehicle and/or commercial and residential project or listing, the LC Real Estate logo will appear. Not to mention we are now positioned to take care of the entirety of a client’s real estate needs, regardless of whether that is commercial or residential in nature.”

Earlier this year, the firm moved into 4,000 square feet of a 28,000-square-foot building it owns at 1712 Topaz Drive near U.S. Highway 34 and Boise Avenue. After remodeling the interior, LC Real Estate Group moved its 21 employees and partners into the west end of the building in early March.
Past projects
1. Walmar Third Res. (225 lots)
2. The Ridges Res. (223 lots)
3. Crestone Village Sub. (38 patio lots)
4. Crestone Assisted Living Ctr Site (2.5 acres)
5. Pine Tree Village Res. (250 lots)
6. Thompson Valley Towne Ctr (115,000 retail s.f., 7 pad sites)
7. Thompson Valley Res. (175 lots)
8. Lakeside Nine Res. (9 estate lots)
9. Frank Farms Res. (320 lots)
10. Thompson Valley Self Storage Office (5,000 s.f.)
11. Thompson Valley Self Storage (380 units)
12. Boise Village Res. (263 lots)
13. Boise Village North Res. (231 lots)
14. Boise Village North Commercial (18 acre size lots)
15. 4900 S. College Ave. Commercial (12,000 office s.f.)
16. North College Mktplc Commercial (9 pad sites)
17. 1820 N. College Ave. Commercial (10,500 retail s.f.)

Current projects
1. 1518 N. Madison Ave. Commercial (8,000 retail s.f.)
2. 115 E. Harmony Rd. Commercial (16,700 retail s.f.)
3. 1856 N. College Ave. Commercial (5,600 retail s.f.)
4. 460 S. College Ave. Commercial (62,000 retail s.f.)
5. 29th St. Shops Commercial (37,000 retail s.f.)
6. 1714 Topaz Drive Commercial (28,700 office s.f.)
7. 7667-7677 W. Jewell Ave. Commercial (70,000 retail s.f.)
8. N. College Ave. Commercial (5 acres)
9. 1850 N. College Ave. Commercial (1,850 retail s.f.)
10. 65th Street Commercial (3 pad sites)

Past residential projects
1. Boise Village North Sub. (136 homes)
2. Thompson Overlook Sub. (30 homes)
3. Rosbury Ridge Sub. (7 homes)
4. Boise Village SW Sub. (29 homes)
5. Sierra Valley Sub. (20 homes)
6. Carlson Farms Sub. (14 homes)
7. Vista Grande Sub. (13 homes)
8. Alford Meadows (9 homes)

Current residential projects
9. Fox Run Sub. (47 homes)
10. Tulip Creek Sub. (75 homes)
11. Storybook Sub. (75 homes)
12. Spring Creek Sub. (76 homes)
“Nathan Klein and the LC Real Estate Group team bring a vast amount of experience and practical solutions to the challenges in commercial real estate transactions.”

TODD WILLIAMS
Vice President, Thompson Ranch Development Company

My experiences with Loveland Commercial (now LC Real Estate Group) go back many years to when just Don and Eric were running the company. As the Finance Director and Deputy City Manager in Loveland, I worked with this group and their expanded partners many times over the years in their roles of developers, brokers, advisors and also representatives of other parties. The experience was always handled in a professional manner, and when Nathan joined the team it even further enhanced the depth of their organization. Now, in my role as Berthoud’s Town Administrator of Berthoud, this partnership has again served us very well when selling surplus property the Town owned, and just recently assisting the Town in acquiring a new facility to be used as Berthoud’s Town Hall. When called upon for professional advice, LC Real Estate partners have always been readily available to Berthoud at a moment’s notice.

MICHAEL HART
Town Administrator – Berthoud, Colorado

“The LC Real Estate Group team members have been instrumental in my real estate projects in Northern Colorado for more than 10 years. They represented me as buyer, seller, lessor, lessee, and real estate advisor. Their focus is building long-term relationships with clients, instead of doing a quick deal for a commission and their integrity is the key to their success. Congratulations on 20 years!”

ROB WOODWARD
RTB Loveland, Subway Restaurants Franchisee

“The North College Marketplace project represents a great catalyst for the North College Urban Renewal Plan Area. Eric, Nathan and staff worked diligently with the City to create a great project that addressed many issues in the area.”

DARIN ATTEBERRY,
ICMA-CM/AICP
City Manager, Fort Collins, Colorado
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Congratulations to LC Real Estate Group for 20 years in business!
Eric Holsapple, CCIM, PhD, has a doctoral degree in economics and over 30 years of experience in real estate investment, construction and development. Holsapple has developed large scale retail, industrial and residential projects on a national basis with a current focus on Colorado holdings. He has taught real estate courses at Colorado State University (CSU) for over 20 years and has published several academic articles in real estate. Holsapple was a founder of LC Real Estate Group Endowed Chair and the Everitt Real Estate Center at Colorado State University, and formerly served as its executive director. He continues to be involved with the Center's Board and its annual forecast.

Blaine Rappé, CCIM, CPM, is LC Real Estate Group’s expert in property management and oversees the entitlement process of the properties under development and construction. Rappé oversees all development and commercial construction activities. He has more than 20 years of experience in construction and real estate accounting, purchase and sale contract negotiations, construction finance, real estate tax planning, and property management. Rappé manages all of LC Real Estate Group’s properties, which includes a Safeway anchored retail shopping center, a 380-unit self-storage complex, and several other commercial properties in Northern Colorado. Rappé currently sits on three different non-profit boards within the construction/development community including the Loveland Business Partnership, Northern Colorado HBA, and the City of Loveland. He is also the Chief Operating Officer of LC Home, Inc. that averages the construction of 75 homes per year.

Nathan Klein joined Loveland Commercial, now LC Real Estate Group, in February 2004 after graduating with a bachelor’s degree in Business Administration with concentrations in Finance and Real Estate. Klein became a partner in 2006 and has established himself as one of the leading real estate brokers in Northern Colorado. Klein has a unique collection of rest estate experience including landlord/tenant and buyer/seller representation in commercial real estate transactions. He also has significant experience working with municipalities to obtain project approvals for his clients. Klein exhibits a knack for creative deal making and institutes a hands-on approach to the real estate business by performing all functions of the real estate transaction from project introduction to the day of closing. His ability to analyze and develop property values, analyze market conditions, and identify market opportunities is exceptional.
Wayne Lewis joined LC Real Estate Group in 2009 specializing in the private capital market of commercial and multi-family investment property and residential land brokerage. He serves as the company’s underwriter for commercial and residential development projects and acquisitions. Lewis became a partner in LC Real Estate in 2013 and is the SVP of Operations for LC Real Estate Group’s affiliated entity LC Home, one of Northern Colorado’s largest privately owned home builders, and is responsible for the company’s marketing product development and market pricing.

Lewis has been engaged in the real estate business for the past ten years and has completed the Certified Commercial Investment Member (CCIM) training. Prior to joining LC Real Estate Group, he was a member of the Retail and Multifamily Private Client Team at Marcus & Millichap in Denver and is experienced in the valuation and/or brokerage of institutional quality investment property.

Nick Galluzzo joined LC Real Estate Group in 2010 from an internship through CSU and became a full time broker shortly after. He has worn several hats in the course of his career including commercial & residential brokerage, development entitlement, project management, and field supervision. Upon becoming a Partner in 2015, he was promoted to Director of Production for LC Home, Inc. Galluzzo oversees the production of 75+ homes annually and, with his unique skillset, he is able to effectively link the sales and construction divisions of the company. He is currently pursuing his Certified Commercial Investment Member (CCIM) designation. Additionally, he is a board member on the Northern Colorado Commercial Association of Realtors (NCCAR).

Galluzzo remains active with several organizations in the community. He played a key role as Board President in the merger between the non-profit organization Educo Leadership Adventures and No Barriers USA.

Rollin Goering served in the U.S. Navy as a chemical firefighter before moving to Colorado to begin a career in real estate. Goering worked with local and national new home builder teams before joining LC Real Estate Group in 2009 as a full-time broker associate. He contributes over 13 years of real estate experience and specializes in residential real estate transactions. Goering became a partner in LC Real Estate Group in 2015 and is the regional sales manager for LC Real Estate Group’s affiliated entity LC Home. He has completed the Certified Negotiations Expert (CNE), Graduate Realtor Institute (GRI), EcoBroker and Managing Broker designation training.

Goering is a member of the Ft. Collins Board of Realtors (FCBRI) and is currently serving on the Board of Directors for the Loveland Chamber of Commerce.

The partners of LC Real Estate Group all wear different hats – and even share them if necessary – which offers a dynamic breadth not normally found in companies of this size. The capabilities of the partners and brokers, combined with our high level of customer service make LC Real Estate Group the brokerage and developer of choice across Northern Colorado.
Community Connections and Philanthropy at the Heart of LC Real Estate Group

While its main focus is on business and client satisfaction, LC Real Estate Group has also demonstrated its commitment to the community and a desire to help this area not only survive but thrive. This is evident in the efforts by both the company as a whole and the partners as individuals.

One of the major contributions the company has made came in the form of establishing an endowed chair in the Colorado State University (CSU) College of Business real estate program in 2004. This $1.5 million dollar contribution was made to promote the growth and training of all real estate students. It created a position for a nationally known expert who could provide cutting-edge research, academic leadership and expertise and is the only endowed chair within the College of Business.

But there’s more as witnessed by the individual efforts. For example, Eric Holsapple is one of the founders of LC Real Estate Group Endowed Chair and the Everitt Real Estate Center at CSU. He formerly served as the Center’s executive director and continues to be involved with the Center’s Board and its annual forecast. Holsapple is a past chair of the Northern Colorado Economic Development Corporation, and has been involved in numerous other boards throughout his career.

Nathan Klein is committed to the betterment of the community on a...
professional and volunteer basis and remains active with several professional and civic organizations. His list of involvements is extensive and, to name a few, includes serving as both board member and treasurer for the Food Bank for Larimer County. Klein serves on the board of the Poudre Valley and MCR Foundation, on the CSU Real Estate Council, and is co-founder and member of Northern Colorado United for Youth Children’s Foundation (formerly NoCo 2030). With his involvement, the group has raised over $2.3 million for children’s charities in Northern Colorado.

Wayne Lewis serves as president of Northern Colorado EnergyStar Home Board, is a member and frequent panelist of CSU’s Everitt Real Estate Center, and is a member of the Alpha Gamma Sigma Real Estate Society.

Nick Galluzzo is on the board for the Northern Colorado Commercial Association of Realtors, serves on the advisory committee for No Barrier’s USA/Educo Leadership Adventures organization and is involved with Ram Real Estate Partners, (an organization of recent CSU Real Estate Alumni that works closely with the CSU Everitt Real Estate Center).

Blaine Rappé currently sits on three different non-profit boards within the construction/development community including the Loveland Development Fund and the City of Loveland Construction Advisory Board. Rappé is also a past member of the Habitat for Humanity Board.

Holsapple explains the inspiration for involvement. “From the beginning, we have always been aware that our success, as a company and as individuals, relied heavily on a positive and consistent connection to the community around us. Furthermore, we strongly believe in giving back to the community in which we live, work and play to make it the best possible place to be. That commitment continues to this day.”

Bill Standerfer Photography

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460 S. College Avenue
Mulberry and College Avenue Safeway Center, Fort Collins, CO.

The partners of LC Real Estate Group purchased this shopping center in December 2014 as part of a 1031 Exchange after selling the Thompson Valley Towne Center in Loveland. Since acquisition, the Group has invested significant money into the center including exterior lighting, awnings, parking garage improvements, new electronic message center monument sign and more. Key tenants in the center include Safeway, Mulberry Max Wine & Spirits, Jackson Hewitt, and Great Clips. The project is 62,000 square feet.

North College Marketplace
King Soopers anchored shopping center, Fort Collins, CO.

LC Real Estate Group acquired the land that would later become North College Marketplace in 2009 after working with the City of Fort Collins Urban Renewal Authority to secure funding assistance for major infrastructure requirements within the development. The project is anchored by a 123,000 square-foot King Soopers Marketplace store and has a great mix of national tenants including Chase Bank, Discount Tire, and Starbucks as well as several local and regional brands. The project has served as a catalyst and anchor for the north end of Fort Collins and within the Urban Renewal Area and is a great example of a successful public private partnership. The project includes approximately 150,000 square feet of total retail space on nine pad sites.

7667 W. Jewell Avenue
Jewell Ave. & Wadsworth Avenue in Lakewood, CO.

Also purchased as part of the 1031 exchange associated with the sale of the Thompson Valley Towne Center, this 70,000 square-foot retail center was grossly under-utilized and included a vacant former grocery store space and an oversized Rite Aid store. Since acquiring the property in late 2014, LC Real Estate Group negotiated a deal to down-size and relocate Rite Aid to a new space; and signed leases with Arc Thrift Store and Autozone.

Mariana Butte Tracts R&S
Rossum Drive, Loveland, CO.

One of the most recent residential land development purchases of LC Real Estate Group is the 15 acres known as Tracts R & S at the Mariana Butte golf course. The last tract of undeveloped land at the golf course, this property is located with golf course frontage along hole 10, 15, and 18, just above the Big Thompson River. LC Real Estate Group is currently pursuing final engineering and platting on the property to include 18 estate residential lots, and 30 single family lots with development expected during Summer 2016.

Spring Creek Residential Subdivision
Drake and Timberline, Fort Collins, CO

One of LC Home's newest subdivisions, this 76-home subdivision was purchased in 2014 as a fully platted and engineered subdivision, and LC Real Estate Group developed the lots in the fall and winter of 2015/2016. LC Home has begun vertical construction in the project and anticipates delivery of the first new homes by summer 2016.
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CONGRATULATIONS TO LC REAL ESTATE GROUP, ERIC HOLSAPPLE, NATHAN KLEIN, BLAINE RAPPE AND THE ENTIRE LC REAL ESTATE GROUP TEAM ON 20 YEARS OF SERVING NORTHERN COLORADO!

Thanks for being a great partner, a leader in the industry and for your many contributions to the CSU Everitt Real Estate Center.

Congratulations!

Tom Livingston

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