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EXECUTIVE SNAPSHOT

Chris Bentley: FOUNDER, THE BENTLEY GROUP

BY HUBBLE SMITH

Chris Bentley learned about customer service through the hospitality industry and transferred that knowledge to commercial real estate investment in Las Vegas.

Bentley, who's originally from Germany, moved to Las Vegas in 1993 and became a top-producing broker for Marcus & Millichap, specializing in multifamily housing. He formed The Bentley Group in 2004 with a focus on comprehensive brokerage services. The firm has handled nearly \$1 billion in transactions, including \$248 million last year.

With the unraveling of the subprime market and a growing number of foreclosures, apartment properties offer a viable and long-term investment opportunity as more people enter the rental market, Bentley said.

He recently brokered the sale of Rancho Del Rey apartments at 2701 N. Decatur Blvd. for \$21.3 million, or about \$111,000 a unit. Both the seller, Hamilton Zanze & Co., and the buyer, The Matteson Cos., are from California, which is where most of the apartment investors are coming from.

How do you like to spend your free time?

What free time? I like the outdoors, off-roading in the desert. I just bought a Polaris Ranger. Then my other hobby is flying. That I mix with business to visit clients.

Who's your favorite actor?

George Clooney. He doesn't get in trouble and he's very charitable.

Where do you like to go on vacation?

I love to explore new places and new cultures. I went to Argentina in September. I went on a China trip with my wife and daughter. That was amazing. The people's respect and friendliness blew me away. Especially in Japan, the cleanliness ... people smoke over there and you didn't see one (cigarette) butt on the sidewalk.

What's the last good movie you've seen?

"The Illusionist." It's a very entertaining movie about a magician.

Name something the United States has over Germany.

Twenty-four-hour 7-Elevens.

What does Germany have over the United States?

People's attention to detail.

What's your favorite restaurant in Las Vegas?

I like Sapporo's at Flamingo Road and the Las Vegas Beltway.

Who has influenced your life professionally?

Two people I look up to are Maddy Graves (Flamingo Realty) and Clyde Turner (former chairman of Circus Circus Enterprises). When people are successful and do well in their business, sometimes they have to be harsh and yet remain nice, friendly, good people. Both of these guys are.



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