

William and Millie Gohres Help Change The Face of North Las Vegas

Property development ran in the blood of the Gohres family, William and Millie Gohres were involved early in real estate management.

"Bill's father was a real estate broker and owned property," said Millie Gohres. "Bill bought some property and so did I, at that time we needed someone to manage the properties, so I did it, I collected the rent and took care of anything else that needed to be taken care of."

Their partnership continued when they moved to Las Vegas 13 years ago and bought property that later became the Ranch Del Norte master planned community.

"We broke ground on Rancho Del Norte in 1987, we put in the roads and everything," said William Gohres. "We annexed into North Las Vegas at a time when North Las Vegas wasn't very popular. People thought that we were crazy, but North Las Vegas has a Mayor and its own water company, everything that had to be done we could go down to City Hall and do without going into Las Vegas."

Rancho Del Norte is one of the only master planned communities in Las Vegas that doesn't have a homeowners association. The Gohres sold their property to approximately 13 builders to put together their new development and have recently begun developing apartment complexes.

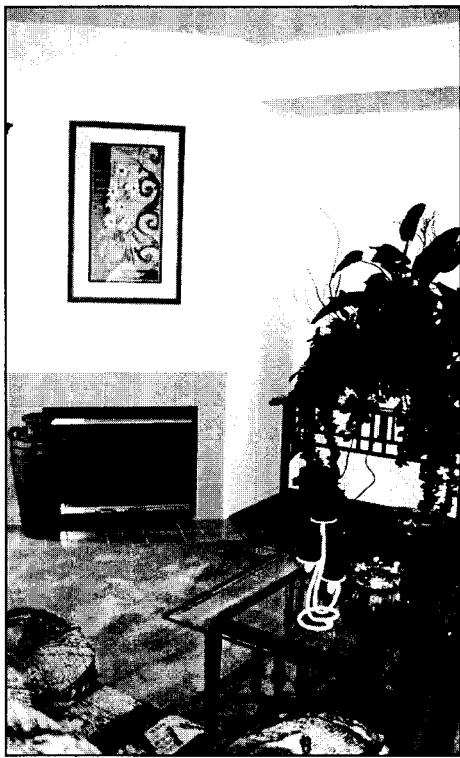
"According to DMV statistics 27 percent of new home buyers bought condos or townhomes," said Gohres. "So we analyzed the market and decided there was a need for more apartments."

Currently William and Millie Gohres have three apartment complexes completed, Villas I and II and Decatur Villas. Craig Road Villas is under construction and The Villas at Cheyenne are slated to break ground in October or November.

Rancho Del Norte Communities and its affiliated companies have been investing in and building properties in Southern Nevada for over 10 years. In 1988, development began on the 320-acre Rancho Del Norte, which is comprised of 2,000 homes and commercial sites designed by 14 builders. The company also has 1,789 rental units in five locations throughout the valley.



William & Millie Gohres



A fireplace and mantel area are the focal points for the living room, with its vertical lift which brings the eyes up to the heightened ceiling area, relaxing and prompting ease of living in the most special of rooms.



Guy Asher and Gary Gardner take a moment out from the grandopening of the Villas II.

Norwest Bank offers construction loans for area communities

Norwest Bank is proud to provide construction financing for many developers around the valley, including William L. Gohres' Rancho Del Norte Communities Inc.

"We've been talking to Bill Gohres for a few years now about how we could get involved with his projects," said Gary Gardner, senior vice president and managing officer for commercial real estate at Norwest Bank.

That persistence paid off, according to Guy Asher, vice president of commercial real estate at Norwest, because Norwest is now providing the construction financing for Gohres' Craig Road Villas apartment community in North Las Vegas, which will be opening in October or November 1999.

"We're doing the construction

financing for Craig Road Villas. We gave Bill a construction loan with the option of a permanent loan," Asher said.

Besides apartments, Norwest also provides financing for other commercial real estate needs, including shopping centers, offices and warehouses.

"Our customer base in the commercial real estate department is essentially professional real estate developers," Gardner said.

The commercial real estate department at Norwest has about 15 employees, including six lending officers.

"We have a lot of very experienced lenders here that have been in the market a long time and are familiar with the growth of the Las Vegas area," Asher said.

Norwest is a full-service bank

with business, trust and brokerage services, as well as commercial real estate services. However, the bank will not be known as Norwest in the near future.

"We're in the process of merging with Wells Fargo - at the end of the year, our name will change to Wells Fargo," Gardner said. "We'll be joining a bigger bank and offering more products."

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Southwest Gas helps Rancho Del Norte apartments be more efficient

Southwest Gas has been providing natural gas for Rancho Del Norte Communities since the beginning, however, recently they have made changes to make their communities more efficient.

"Craig Road Villas will be completely gas heated," said Bob Jay of Southwest Gas. "Unlike the Villas I and II that are heated with electricity, Craig Road Villas will be completely heated by natural gas, including the stove, water heater, central heating and the clothes dryer."

The advantages of heating with natural gas are that the apartments stay warmer and are more energy efficient than when heated with electricity. Most appliances that use natural gas are more efficient; natural gas dryers can dry two and a half loads of laundry in the time it takes for an electrical dryer to dry one load.

"This really is a win-win situation for all involved," said Jay. "The smaller heating units allow for more living space and are more cost efficient for the tenants and the communities have less maintenance concerns to worry about."

We are "building" a long and lasting relationship!

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Cooks and gourmets alike will enjoy the spacious kitchen area, the abundant storage space, and the warmth of the oak cabinets.

Rancho Del Norte communities plans two new rental developments

Rancho Del Norte Communities is planning two more rental communities to add to its portfolio. The company is the developer of The Villas and Villas II at Rancho Del Norte and Decatur Villas at Silverwood.

With the addition of Craig Road Villas and The Villas at Cheyenne, the company will have a total of 1,789 rental units.

Groundbreaking was held August 11 for Craig Road Villas at Rancho Del Norte. The community is preleasing now and first move-ins will be available in October or November. The 409-unit community will be entirely completed January 15, 2000. The community is located at 4730 E. Craig Road.

The Villas at Cheyenne will break ground in October. Move-ins are scheduled for April 2000 and comple-

tion of the 369-unit community is expected by September 2000. The community is located at Cheyenne Avenue and Simmons Street in North Las Vegas.

The two new communities will each have two floor plans. The two-bedroom, two-bath model measures 1,056 square feet and the three-bedroom, two-bath model measures 1,240 square feet.

Interiors include washers, dryers, fireplaces, ceiling fans, linen closets, built-in cutting boards and microwaves. The homes also feature patios and the three-bedroom units each have two patios.

Other community amenities include a pool, spa, volleyball court, basketball court, tot lot, picnic areas, dry cleaning service and fitness center.

Gypsum Construction, a valued vendor

Gypsum Construction Inc. has worked with Rancho del Norte Communities on their last two projects, Decatur Villas and Villas II, after buying out one of their competitors, Nichols Constructions. Gypsum Construction has been in Las Vegas since 1988 when they followed a customer to Vegas from their Phoenix office. Gypsum is a subsidiary of M. Ecker and Company in Chicago. They also have offices in Phoenix, AZ, and Ft. Lauderdale, FL.

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Villas, Villas II tout convenience, amenities

The Villas at Rancho Del Norte and Villas II at Rancho Del Norte rental condominiums offer residents a convenient location and a variety of outstanding amenities.

The communities are close to schools, shopping, the freeway and the Craig Ranch Golf Course.

Two floor plans are available.

The Mesa is a two-bedroom, two-bath design measuring 1,056 square

feet. It rents for \$965 per month downstairs and \$995 upstairs at Villas and \$985 per month downstairs and \$995 upstairs at Villas II.

The San Marino measures 1,240 square feet with three bedrooms and two baths. It rents for \$1,095 per month downstairs and \$1,125 per month for an upstairs unit at Villas and \$1,095 downstairs and \$1,105 upstairs at Villas II.

Interiors include full-size washers and dryers, ceiling fans, microwaves, fireplaces, mini and vertical blinds, patios, nine-foot ceilings, oak cabinets and decorative shelving.

Community amenities include a clubhouse, fitness center, pool, spa, tanning bed, media room, children's play area, covered parking and a volleyball court.

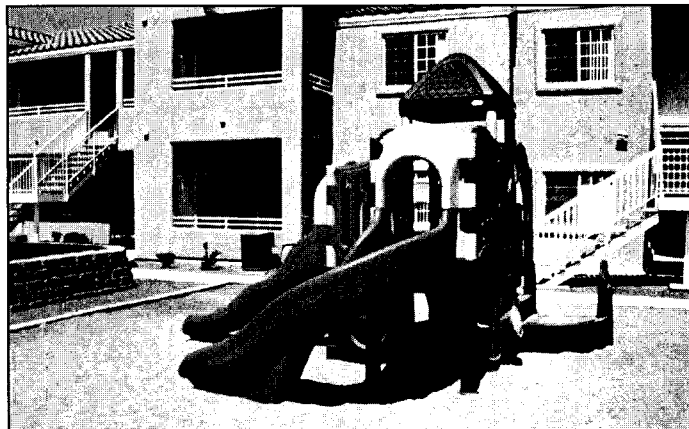
Pets are allowed, including dogs up to 30 pounds. There are dog runs on site.

To visit the Villas, take Interstate 15 north to Craig Road and head west. Take a right on Camino al Norte and

a right on Rancho del Norte. Follow the road around and take a left into the development. The community is located at 370 Casa Norte Drive. For more information, call 642-0140.

To visit Villas II, take Interstate 15 north to Craig Road and go west. Take a right on Camino al Norte and a right on Lone Mountain Road. The community is located at 770 Lone Mountain Road. For more information, call 639-4333.

Leasing office hours are Monday through Saturday from 8:30 a.m. to 7 p.m. and Sunday from 10 a.m. to 4 p.m.



When the TV is turned off the children can enjoy many hours at the playground.

COFCO Management strives to satisfy residents

Headquartered in Phoenix, Arizona, COFCO Management Company manages properties throughout the western states of California, Arizona and Nevada.

Established in 1993, COFCO Management Company is a subsidiary of BNU Corp. based in Phoenix, Arizona. COFCO is a diversified holding company with 11 fully integrated subsidiaries in various investment, real estate development and property management service industries.

Currently the managing agent for Rancho del Norte apartment community Villas I, Villas II, Decatur Villas, and soon to open Craig Road Villas The Villas at Cheyenne, COFCO Management Company seeks to manage each of its properties with the clients long-term goals and objectives in mind and strives to achieve greater satisfaction by its residents.

"Our management team is able to meet the owners' goals and objectives primarily due to our ongoing in-house training program," said Jan Schultz, President of COFCO Management Company. "We teach real estate concepts not only to the site managers, but all the way down to the groundskeepers - the entire team must understand how their words and actions impact the property's performance."

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*Nothing succeeds
like dedication and perseverance.*

Thanks, Rancho Del Norte,
for letting us be a part of your success.



Helix Electric, Inc.

CONSTRUCTORS

ENGINEERS

Victor Fuchs
EXECUTIVE VICE PRESIDENT

Jim Shepherdson
VICE PRESIDENT OF ESTIMATING, LAS VEGAS DIVISION

(702) 732-1188 • (702) 732-4386 fax

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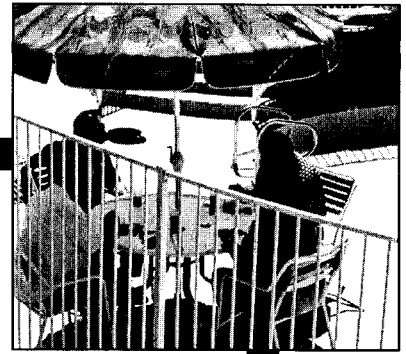
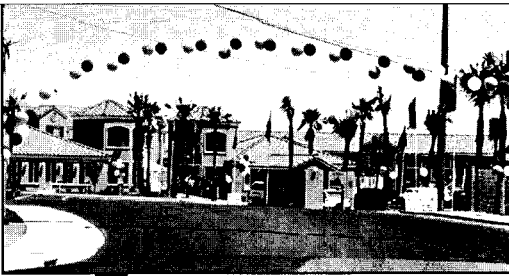
Wishes to congratulate Bill and Millie Gohres on the groundbreaking of their new Craig Road Apartments and

***Congratulations,
Bill and Millie!***

to thank you for allowing us to facilitate the financing for this project. We look forward to serving you in the future.

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Busch Financial Services, Inc., Provides Financing For Craig Villas

Continuing its long-running relationship with the Gohres, Busch Financial Services, Inc., has facilitated the financing for Rancho Del Norte, according to David Hehn, manager of the company's Las Vegas satellite office.

"We are extremely pleased to work with the Gohres on Craig Road Villas," said Hehn. "We think it is a great addition to the community and a much needed project."

In addition to facilitating a large construction loan through Norwest Bank, BFS also arranged the financial data for the project and completed the financial package.

Busch Financial Services also facilitated the financing for Rancho Del Norte Community's Villas I project, also in North Las Vegas.

Busch Financial Services, Inc., is an affiliate of The Busch Firm, a boutique Orange County law firm which specializes in estate planning and

transactional services for large estates and affluent individuals. BFS is a licensed mortgage broker in the states of California and Nevada. Since 1993,

"We are extremely pleased to work with the Gohres on Craig Road Villas," said Hehn.

the company's primary service has been the placement of conventional debt for selective operating companies, Busch Firm affiliated companies, affluent individuals and commercial real estate projects which include large construction and permanent loans for multi-family properties, office buildings and full-ser-

vice hotels.

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**Congratulations!
IT ADDS UP!
Our relationship
with Rancho Del
Norte and Bill and
Millie Gohres is
always in the black!**

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Company Notes

• **Cedar Roofing Inc.** has been in Las Vegas since 1963 and recently opened an office in Reno. Cedar Roofing handled the roofing for Villas II, Decatur Villas and will handle the roofing for the Craig Road Villas.

• **John Elkins**, owner of **Contract Window Coverings** has been making and installing window coverings for about 35 years. Originally from Florida, Elkins moved to Las Vegas two years ago and opened his business. He has provided vertical blinds for Villas I and II, Decatur Villas and will be providing the blinds for Craig Road Villas and Cheyenne Villas.

• **Baja Construction** has worked with Rancho Del Norte Communities from the very beginning providing carpents for each of their locations. Based in Martinez, Calif., Baja Construction has been in Las Vegas for 20 years. They also have offices in southern California and Arizona.

• **Drennen Stine** of **Eagle Paint** has spent over 30 years in the painting business and has been in Las Vegas for two years. Eagle Paints completed the painting for Villas II and Decatur Villas.

• **Ed Finger** of **Nevada Landscape** approached Ranch Del Norte to provide landscaping design and installation for each of their projects. Nevada Landscape has been in Las Vegas for 12 years after moving from Phoenix, AZ where he still owns Earth Shapers a landscape company. Finger has been in the landscape business for 25 years.

• **A.L. Greenbaum companies** has provided carpet, padding, linoleum and installation supplies on Villas II and Decatur Villas. A Las Vegas based company, A.L. Greenbaum has been in business since 1963.

• **Mad Dog** has recently joined the list of vendors for Ranch Del Norte communities and will begin grading, paving and doing the earthwork for Craig Road Villas. Originally from southern California, Mad Dog moved its operations to Las Vegas about three years ago.

• Based in Las Vegas, **Capital Cabinets** has been serving Las Vegas for 17 years. They also have offices in Ontario, California. Capital Cabinets handled the construction and installation of cabinets and countertops for Villas II and Decatur Villas.

• **The Drywall Company** has been in business since 1994 and provided drywall products for Villas II and Decatur Villas.

• Based in Las Vegas for 21 years **Harrison Door Company** provided gated entry systems for Rancho Del Norte Communities. Harrison Door Company has two locations, one in Las Vegas and another in Reno; they currently have nine division for residential and commercial building including gated entry systems, garage doors and garage door openers, decorative wrought iron gates, window treatments and closet and garage organizers.

• **Blaine Equipment** is a family owned company based in Las Vegas and operating for 19 years. Blaine Equipment has two locations one in Las Vegas and another in Elko. A John Deere construction equipment dealer, Blaine Equipment has rented equipment on the Villas, Villas II and Decatur Villas to help move dirt during construction.

• **Layne and Associates** a local insurance agency has been in Las Vegas since 1984. With an office in Las Vegas and another in Reno, Layne and Associates handles property, casualty and employee benefits. They also handle risk management and loss control. Layne and Associates handled writing the insurance policies for each of the Rancho Del Norte Communities.

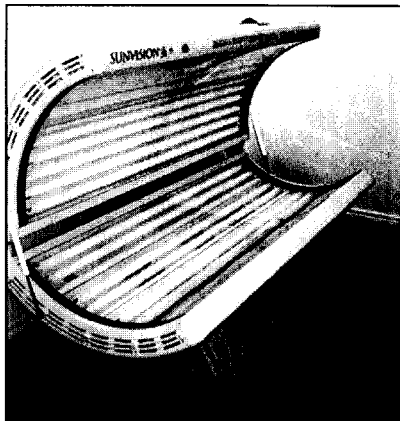
• **Elliot, Lewis, Liebar & Stumpf certified public accountants** have handled accounting services for Bill Gohres for 30 years. Based in Santa Ana, California, Elliot, Lewis, Liebar & Stumpf have handled the taxes and tax consultation for Rancho Del Norte Communities, Inc.

• **Krahenbuel Plumbing** has been working in Las Vegas for the past seven years. They will begin working with Rancho Del Norte Communities, Inc. on their latest project, Craig Road Villas, to install and design the plumbing for this apartment community. Green Valley Plumbing is a sister company to Krahenbuel Plumbing and will provide all the service for these apartments. Krahenbuel Plumbing specializes in apartment complexes and is currently working in six states throughout the country installing and designing plumbing systems.

• **ATI Title of Nevada** has been serving the escrow and settlement needs of Las Vegas since 1994. Based in Omaha, Nebraska, ATI Title has been in business since the late 70's. ATI Title of Nevada currently has three locations in southern Nevada and has provided title services for Rancho Del Norte Communities, Inc.

• **Desert Specialties Building and Design** has been in Las Vegas since 1988. They were purchased last year and became part of nationwide group of contractors with more than 100 offices nationwide. Desert Specialties Building and Design has been working with Rancho Del Norte for about four year and has provided windows, installed fireplaces, bathroom accessories, closet shelving and mirrors for Villas I, Villas II and Decatur Villas and will continue working with Rancho Del Norte on their subsequent projects.

Decatur Villas Offers Luxurious Living



Personal trainers available on site and a tanning bed are among the amenities that make Decatur Villas a luxurious place to live.

Other community amenities include a pool, spa, volleyball court, basketball court, tot lot, picnic areas, dry cleaning service, fitness center and putting green.

The 353-unit community features two floor plans.

The two-bedroom, two-bath model measures 1,056 square feet and rents for \$945 per month. The three-bedroom, two-bath model measures 1,240 square feet and rents for \$1,075 per month.

Interiors include washers, dry-

ers, fireplaces, ceiling fans, linen closets, built-in cutting boards and microwaves. The homes also feature patios and the three-bedroom units each have two patios.

Pets are allowed at Decatur Villas, including dogs up to 50 pounds. The community is in the process of building a dog run.

Leasing office hours are 8:30 a.m. to 7 p.m. Monday through Saturday and 10 a.m. to 4 p.m. Sunday. For more information, call 636-1110.

Decatur Villas is located in the Silverwood planned unit development, on the corner of Decatur Boulevard and Cheyenne Avenue, at 3318 N. Decatur Blvd.

Advertorial

Villas Communities' "Preferred Employers' Program" pays big dividends for employers and their employees

You might think that location, amenities, professional management and construction "extras" are what have made Rancho Del Norte communities so popular. Just imagine adding to all that the benefit of saving rent dollars when the company you work for is participating with the Villas Communities' Preferred Employers' Program.

The program gives employers an extra "perk" to offer their employees, and the employees benefit from extra savings and assistance when they're in need of a quality apartment home.

For example, employees can receive cash rewards and a reduction in security deposits. This savings comes in addition to whatever "special" is being offered by the property. In addition, the site staff are able to assist employers with any employee transfers to the Las Vegas area.

Companies near the Villas Communities have been invited to become "Preferred Employers."

Their response has been overwhelmingly positive... and why not?

"Many Companies have appreciated adding this savings to their current employee benefit package," explains Tonya Nelson, Regional Property Manager for COFCO Management Company. "It allows them to be a cut above the norm."

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For more information on the Villas Communities' Preferred Employer Program, or to schedule a personal tour, please contact Tonya Nelson in Las Vegas at 732-0635.

Congratulations!

Rancho Del Norte Communities

In Celebration of the Grand Opening of Its Newest Apartment Community **Villas II**

And the Groundbreaking of
Craig Road Villas

Best Wishes and Continued Success
to **Bill & Millie Gohres and Mike & Karen Turk**

COFCO Management Company is bursting with pride to manage these new properties and all of the Rancho Del Norte Communities!



COFCO MANAGEMENT COMPANY

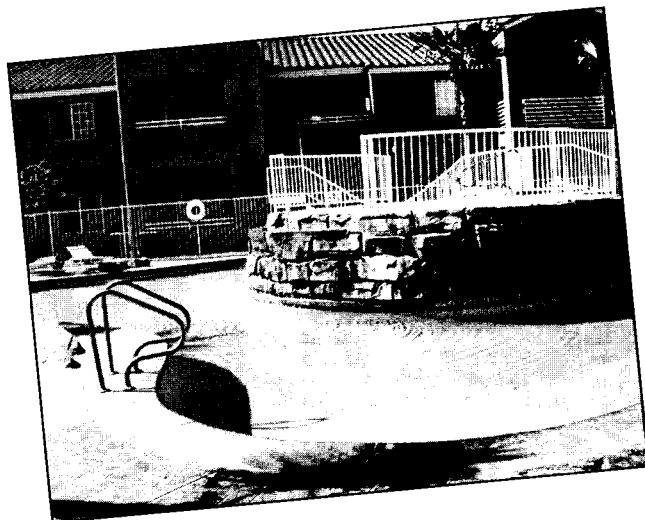
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Helix Electric Inc. Provides Electric for Communities

Among the strengths of Helix Electric is its engineering, pre-construction services and construction services. These strengths helped Helix Electric Inc. get involved with Rancho Del Norte Communities, Inc.

"We talked with Rancho Del Norte when they first decided to do these projects," said Victor Fuchs, executive vice president and general manager of Las Vegas operations. "We helped them with the pre-construction and construction on their first three properties and we're planning on doing the engineering, pre-construction and construction on their next two projects."

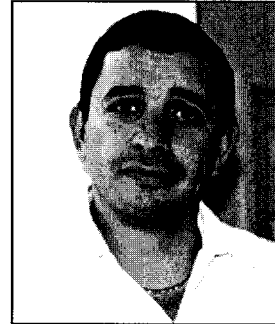
Helix Electric Inc. prides itself in keeping the project on time and within budget.

"We helped to design the project in a cost effective way," said Fuchs. "We always keep our projects on time and within budget as far as the electrical is concerned."

"Helix Electric has worked on three of our Villas communities and has started on the fourth and we plan to keep them on for our fifth community," said William L. Gohres of Rancho Del Norte Communities, Inc.

"We like the work they have been doing and hope to keep working with them on our future properties."

Helix Electric Inc. is the 16th largest electric contractor in the United States. Working on such projects as Galleria Mall, Levi-Strauss production plant in Henderson and McCarrean Airport parking structure. Helix Electric is the fourth largest electrical contractor in the Nevada and currently is working with a wide variety of clients.



Victor Fuchs

"We're originally based in San Diego, we came to Las Vegas at the request of some of our clients," said Fuchs. "Locally, we work with a mix of businesses, hotels and casinos, commercial properties and large apartment complexes."

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Southwest Escrow Handles Rancho Del Norte Communities' Needs

Southwest Escrow Company coordinates all of Rancho Del Norte Communities' escrow work, transaction documentation, handling of funds for property purchase and sale of properties.

Carole Beahn, certified senior escrow officer, is handling the Rancho Del Norte Communities account, with Southwest Escrow President and Owner Dale Puhl responsible for construction control.

Southwest Escrow Company works with commercial and residential escrow needs, as well as bulk business sales. The company also specializes in non-real estate escrow transactions. Southwest Escrow's offices are located at 3110 Valley View Blvd.

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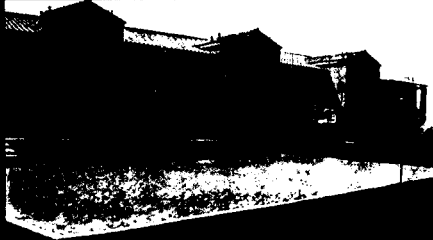


Carole Beahn

Villas at Rancho del Norte I

370 Casa Norte Drive
(702) 642-0140

Villas at Rancho del Norte II



3770 W. Lone Mountain
(702) 639-4333

Decatur Villas



3318 N. Decatur Blvd.
(702) 636-1110

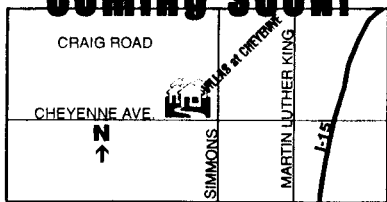
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