



Sun West Custom Homes

The pool wraps around the home.

REAL ESTATE MILLIONS

# Canadian investor enters Las Vegas luxury home market

Local builders create MacDonald Ranch, Seven Hills mansions

By Buck Wargo  
Real Estate Millions

SOUTHERN Nevada saw the Canadian invasion when investors bought lower-priced homes and rented them out following the collapse of the housing market.

Now, a Calgary-based investor, Dave Lambert, has embarked on a new strategy of buying land and having a Las Vegas builder design and construct multimillion homes and selling them.

Lambert, through his Nevada subsidiary, Ventana Beaumont Inc., just completed his second luxury home that's on the market in MacDonald Highlands for \$8 million.

The home built by Sun West Custom Homes overlooks DragonRidge Country Club and measures 8,500 square feet. In 2015, Blue Heron built Lambert an 8,500-square-foot home in Seven Hills, overlooking Rio Secco Golf Club that sold for more than \$4 million.

Lambert hired Bob Barnhart, owner of Luxurious Real Estate in Las Vegas to help him acquire the land, design the homes and build them.

"We think there's opportunity to design homes with great builders and have it turnkey ready-to-go so someone doesn't have to go two to 2½ years through that," Lambert said. "There's a market for that because life moves quickly."

Barnhart said he's worked with a lot of foreign investors, including Canadians who bought homes and leased them out, but it's unusual for one to take it a step further and build a luxury home from scratch.

"This is definitely different," Barnhart said. "We do get people who buy land and build spec homes but



Calgary-based investor, Dave Lambert, through his Nevada subsidiary, Ventana Beaumont Inc., just completed his second luxury home that's on the market in MacDonald Highlands for \$8 million.

most of them live in Las Vegas versus coming from outside the country. Most people that are speculating are buying apartments or single-family homes and leasing them and collecting rent revenues and would sell them down the line."

Located at 1210 MacDonald Ranch Drive the single-story home has four bedrooms, 5½ baths and a four-car garage.

"What makes the home cool is it's pretty contemporary for the neighborhood, and it fits in nicely," said Sun West President Dan Coletti. "We are next to the clubhouse, which has

a contemporary flavor to it, and on the other side of us are homes that have been there for 10 years. We're bridging the gap between the old and new."

The home abutting the golf course is restricted to one level on the property so the views of others aren't restricted, Coletti said. They were able to take advantage of the views of not only the golf course but the mountains and city lights.

Coletti said he didn't want the views to "just be taken in but instead would be absorbed. The way the property fanned out in the back

from the front allowed more rooms to open to the views, he said.

"We were trying to protect other people's views on the other side of the golf course but even though it was restricted to one level, we did build a beautiful lifestyle deck," Coletti said. "It's upstairs and not covered, and you can see the city, golf course and mountains. It's a stellar view."

Sun West has been a long-time builder in MacDonald Highlands, and in this case worked with Donna

See LUXURY 8G



ASCAYA | WHERE DREAMS LIVE

The new standard for custom homesites.  
Contact a Personal Sales Concierge today.  
702 978 5800 | ASCAYA.COM

ADVERTISING FEATURE

# Las Vegas high-end home sales on the rise

High-end home sales are on the rise this year in Southern Nevada.

For proof, consider these recent statistics from the Greater Las Vegas Association of Realtors, which reported that 295 existing local properties have sold for \$1 million or more from Jan. 1 through Sept. 1, 2017.

That's up nearly 36 percent from the same time in 2016, when 217 total properties sold for \$1 million or more.

These statistics include single-family homes, condos, townhomes and high-rise condos sold in Southern Nevada through GLVAR's Multiple Listing Service.

GLVAR President David J. Tina said "some of this increase is to be expected, since we've been seeing a steady increase in all types of home sales this year. But million-dollar home sales have been growing much faster than the overall market."

So far this year, Tina said overall sales have been running about 10 percent ahead of last year's pace.

Tina, a longtime local Realtor, cited several reasons for the increasingly hot market for high-end home sales.

"A lot of it comes down to the economy continuing to improve and people — including wealthier people who can afford luxury homes — having more confidence in the local housing market," he explained.

Tina suggested "the Raiders effect" and the Vegas Golden Knights starting their first hockey season here this year may also be factors. Besides reports that some professional sports players and executives are already starting to buy high-end homes here, he sees a psychological benefit to Las Vegas becoming a "major-league city" and having National Hockey League and National Football League teams.

Of course, he added that developments like the new headquarters and practice facility the Vegas Golden Knights recently opened in Summerlin and the \$1.9 billion stadium being built near the Las Vegas Strip for the Raiders, UNLV and high-pro-



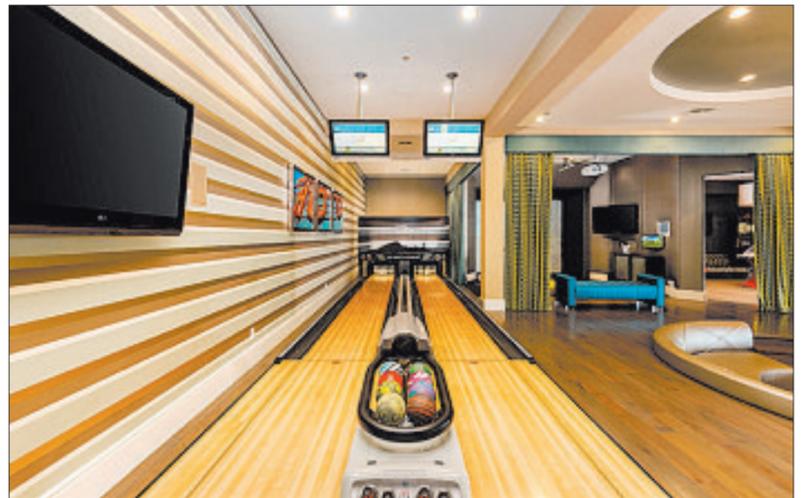
The 14,031-square-foot contemporary modern, two-story home was listed for \$6,250,000 through Luxury Estates International. It recently sold for \$5.5 million, according to listing agent Michael Zelina.

file events also help the local economy and the housing market.

"Our housing market would still be doing well without the Golden Knights and without the Raiders coming here," Tina said. "Having pro sports teams in Las Vegas is really like the cherry on top for us."

*GLVAR was founded in 1947 and provides its more than 14,000 local members with education, training and political representation. The local representative of the National Association of Realtors, GLVAR is the largest professional organization in Southern Nevada. Each GLVAR member receives the highest level of professional training and must abide by a strict code of ethics.*

*For more information, visit [www.LasVegasRealtor.com](http://www.LasVegasRealtor.com). E-mail your real estate questions to [ask@glvar.org](mailto:ask@glvar.org).*



Moon Crest Estate in MacDonald Highlands, which features a 6,300-square-foot, \$4 million mega entertainment floor, sold for \$5.5 million, according to listing agent Michael Zelina, Luxury Estates International.

**INSPIRADA**  
LIVE INSPIRED.

## Save the Dates

FOR THE

### fresh52 Farmers' & Artisan Markets at Inspirada

**October 14 & October 28**  
**November 11 & December 9**

9 a.m. - 1 p.m.

Solista Park at Inspirada  
2000 Via Firenze, Henderson

The fresh52 Farmers' Market at Inspirada is a friendly, open-air market showcasing more than 35 choice vendors. It brings organic produce, freshly baked goods, gourmet items, and artisan wares including herbal and holistic oils, soaps, art, jewelry, and more!

For more information, visit [inspirada.com/events](http://inspirada.com/events)

After the Farmers' Market, be sure to explore our beautiful community!

**VISIT OUR BUILDERS:**  
Beazer Homes | Century Communities  
KB Home | Pardee Homes | Toll Brothers

**inspirada.com**

Equal Housing Opportunity Builders. See each individual builder for details and procedures for establishing priority.