

Norma Nisbet, ALC, CCIM, CIPS

Registered Representative with Great Point Capital (GPC) LLC

As a commercial investment brokerage specialist for over 25 years, Norma Nisbet has specialized in land sales, development, and site acquisition for multiple types of retail, residential, industrial, and commercial uses. Transactions have included sales, leases, and 1031 exchanges that have served the clients of Vista Properties and Investments, the firm established and owned by Norma Nisbet. Alternative securitized investments offer additional diversification, income-growth potential and wealth maintenance for client's asset based portfolios.

Securities offered through Great Point Capital (GPC) LLC. Member FINRA/SIPC.

Norma Nisbet is a registered representative with GPC LLC.



PROFESSIONAL CREDENTIALS

- Accredited Land Consultant (ALC)
- Certified Commercial Investment Member (CCIM)
- Certified International Property Specialist (CIPS)
- Women Business Enterprise Certified (WBE)
- FINRA S22 and S63 Registration

PROFESSIONAL SERVICE:

- National Association of Realtors (NAR)
Served on Executive, Education, and International Operations Committees
- Realtors Land Institute
Pres.-elect, Vice-Pres., (2002-2003)
- Missouri Realtors Land Institute (RLI)
State President 1991-1994
- Missouri Realtors Association (MAR)
Director - 12 yrs.
Exec. Board, MAR Honor Society
Economic Development Council
Commercial, Strategic Planning
- South County Chamber (St. Louis)
Board of Directors, 2 years.
- CCIM – St. Louis, Board of Directors, 4 yrs.
- Missouri Women's Council, Director, 2009-Present

PROFESSIONAL AFFILIATIONS:

- Realtors Land Institute (RLI)
- Certified Commercial Investment Member Institute (CCIM)
- Urban Land Institute (ULI)
- Global Business and Alliances (NAR)
- Missouri Chamber of Commerce (State of Missouri)
- World Trade Center
- Lemay Chamber of Commerce
- Zonta International
- National Association of Realtors (NAR)
- Missouri Association of Realtors (MAR)
- St. Louis Association of Realtors (STLAR)
- IRWA (International Right of Way)
- Jefferson County Development and Growth Assn. (JCGDA)

BUSINESS SERVICES:

Vista Properties and Investments is a real estate and investment firm specializing in real estate and alternative investment products to clients.

Services include, buyer-seller representation, landlord-tenant representation with specialization in land, and development, site acquisition. The spectrum of brokerage services may include retail, industrial, mixed use development projects, and commercial investments, 1031 Exchanges.

In addition, Norma Nisbet is FINRA Registered Representative, offering alternative securitized investment portfolio products.

Clients receive confidential, individual, and personal attention to meet their real estate and investment needs as the transactions are successfully concluded.

- **Site Selection, corporate or individual**
(Retail, industrial, office, or development)
- **Tax Deferred Exchanges (1031)**
- **Consulting and Analysis** (Lease or purchase)
- **Transaction and Investment Analysis**
- **Professionalism and Confidentiality**
(Exclusive representation of client through completion of transaction)
- **Networking affiliations** local, state, national, international contacts to best serve client base
- Serving Landlords, Tenants, Buyers, Sellers, Investors
- **Securities** offered through Great Point Capital (GPC) LLC. 200 W. Jackson, Ste. 1000, Chicago, IL 60606. Member FINRA/SIPC. Norma Nisbet is a registered representative with GPC LLC. Vista Properties and Investments LLC is independent of GPC LLC.

AWARDS AND HONORS:

- Distinguished Service Award (DSA) (RLI) 2012
- State of Missouri Women's Council (2009-Present)
- Board of Directors
- Richard Mendenhall Distinguished Service Award 2008
- Realtors Commercial Alliance National Award - 2007
- Land Realtor of America (RLI) 2006
- Missouri Association Presidents Award 2004
- Realtors Land Institute (RLI)
National President – 2004