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Center Story #5

Chris Mazzone: The Man Behind Mazzone Commercial

Today, we are publishing the fifth in a series of stories focusing on Commercial Center as written by noted long-time Las Vegas journalist, Diane Taylor.

In this article, Diane talks to and profiles Chris Mazzone, the owner of Mazzone Commercial Real Estate. With his fingers in many pies, Chris (and his business) has become a fixture at Commercial Center over the past several years.

How does Chris feel about Commercial Center today?

How did he move from the Commercial Arts Building to New Orleans Square, and then to Pavilion/Building A, where his business resides today?

What was Chris's current space before he took it over?

Chris Mazzone says his decision in 2022 to open his own real estate brokerage was one of the best decisions he has ever made.

Chris's business (Mazzone Commercial in Commercial Center's Pavilion/Building A) specializes in leasing, sales and acquisition of commercial real estate (not residential). Of his office and its location, he eagerly says, "I love it here."

Born and raised in Glendale, California, Chris moved with his family to Las Vegas in 2003. He had been studying at Glendale College but took time off for the Las Vegas move.

While a young adult, he then moved East for two years and lived with his brother and his brother's fiancé in Boston. Chris learned a bit of finish carpentry while working construction there. When his brother and fiancé broke up – and given that the winters were mighty cold - the Mazzone brothers packed everything they could fit in a Chevy Blazer and drove cross country back home to Mom and Dad...in Las Vegas.

In Vegas, Chris took a number of jobs trying to find his future. He ultimately got a telemarketing gig in Commercial Center, working first in the former Commercial Arts Building. His company next moved to New Orleans Square, then owned by Real Estate Broker and Property Owner Ron McMenemy. Chris would run into Ron frequently, as not only did Ron own the building, but his brokerage was there, too.

Chris gradually got to know McMenemy and - when one day Ron asked if he would like to work for him - Chris said, "I was like a kid at Christmas given that this man liked me enough to hire me. He promised to train me and pay me. He took me everywhere and I learned from the ground up. He was my mentor." Within six months, Chris earned his real estate license and was beginning his career.

Over the next 10 years, Chris worked with McMenemy learning everything he could from him. One of the most important things he learned was to value relationships. Chris takes pride in his long-term client relationships - so much so that most of the people he works with become friends. Chris even ran McMenemy's commercial brokerage firm for a few months following McMenemy's death in 2022.

At that time, Chris was married (and still is). He and his wife, Anna Karisa, have three children, Kim, Michael and Christopher (the family also has a rottweiler named Nero).

Chris has a child with a physical disability so owning his own business gives him the much-needed flexibility to be there for his son.

At about the time that he opened the business and while looking into office locations, a client and friend, Lindsey Olson, who owns Commercial Center's Pavilion/Building A, offered Chris a space in his building. It was a deal he could not pass up, especially because it allowed him to stay in Commercial Center. He renovated that space - a former hair salon - and turned it into his office. It worked out for both of them as he is also Lindsay's on-site Building Manager now.

Today, Chris not only manages, leases, and problem-solves at the approximately 30 retail spaces in Pavilion/Building A, but he acts as the Leasing Agent for other Commercial Center owners. In addition, he helps other people who want to buy, sell, or lease commercial real estate throughout Las Vegas.

"Other than for my listings, I do no advertising," Chris says. "Most of my business comes via word of mouth."

How is Chris feeling about the future of Commercial Center? "We have 24-hour security now, so coming to Commercial Center day or night is a safe thing to do. There was also a time when Commercial Center leases were available to anyone who fogged a mirror, but that's not the case now. We have lots of folks wanting space, but we are very picky in that we want our tenants to make a positive impact."

When it comes to a few closing words about his company's presence in Commercial Center, Chris says, "Lots of people call me for advice and recommendations, even non-clients. No day is ever boring."

By: Diane Taylor