

# IRR Detroit Office Profile

Overview of Expertise  
Key Personnel  
Core Competencies  
Client List  
References  
Key Personnel Qualifications  
Corporate Profile  
Competitive Advantage  
Contact Us

Integra Realty Resources  
Detroit

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# Overview of Expertise

Integra Realty Resources - Detroit provides valuation and consulting services for various types of real property with special emphasis on investment grade real estate and litigation valuations. Integra - Detroit specializes in analyzing unique situations including distressed properties, special purpose properties, subdivision analyses, and court-related assignments wherein Principals and Analysts are routinely called as expert witnesses.

Integra Detroit's primary market area is southeastern and southern Michigan, and northwest Ohio. Assignments are undertaken out of this market area under special circumstances. Integra Detroit does a significant amount of work in the City of Detroit and in the suburban communities surrounding Detroit, as well as assignments in other major Michigan cities such as Lansing, Grand Rapids, Flint, Ann Arbor, Saginaw, Kalamazoo, Muskegon, Jackson, Traverse City and Battle Creek.

Our professionals have been serving pension funds, investment advisory firms, corporations, private clients, developers, lenders including mortgage backed security lenders, financial institutions, investors, governmental agencies, real estate owners, and other professionals concerned with the value, use, and feasibility of real estate for over 48 years.

## Principal Markets Served

### Michigan

Allegan	Eaton	Kent	Montmorency	St. Clair
Alcona	Emmet	Lake	Muskegon	Tuscola
Alpena	Genesee	Lapeer	Newaygo	Washtenaw
Antrim	Gladwin	Leelanau	Oakland	Wayne
Arenac	Grand Traverse	Lenawee	Oceana	Wexford
Barry	Gratiot	Livingston	Ogemaw	
Bay	Hillsdale	Mackinac	Osceola	<b>Ohio</b>
Benzie	Huron	Macomb	Oscoda	Allen
Branch	Ingham	Manistee	Otsego	Cuyahoga
Calhoun	Ionia	Mason	Ottawa	Coshocton
Charlevoix	Iosco	Mecosta	Presque Isle	Delaware
Cheboygan	Isabella	Midland	Roscommon	Franklin
Clare	Jackson	Missaukee	Saginaw Bay	Hancock
Clinton	Kalamazoo	Monroe	Sanilac	Lucas
Crawford	Kalkaska	Montcalm	Shiawassee	Paulding

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# Key Personnel

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# Core Competencies

Office  
Retail  
Multifamily  
Industrial  
Land

- Valuation for all facets of real estate lending, asset acquisition, and disposition decision-making, legal proceedings, and public-sector planning and development initiatives
- Market and feasibility studies for major residential and commercial development projects
- Litigation and qualified expert testimony in all litigation and arbitration venues
- Comprehensive research coverage of the major asset classes (office, retail, industrial and multi-family)
- Expertise in special-purpose property valuation and real property interests (leasehold and other partial interests)
- Extensive experience in government contracting and management of large valuation and consulting projects
- Complex cash-flow modeling, asset performance peer studies
- Real estate consulting on complex real estate matters
- Residential valuation inclusive of all facets of residential valuation from condo minimum to large estates
- Comprehensive market, development, and feasibility studies
- Real estate counseling for public and private-sector clients
- Valuation for trust and estate planning
- Valuation for purchase price allocation and financial reporting
- 

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# Areas of Specialization

Regional Malls/Retail Shopping Centers  
Manufactured Housing  
Medical Office Buildings  
Office Buildings/Condominiums  
Corridor Valuations Student Housing Marinas  
Churches  
Schools/University  
Parking Garages  
Hotels  
Golf Course/Country Clubs  
Senior Housing  
Dealerships  
Corridor Valuations  
Recreational and Resort (land, condos, lodges, fractional interests, fitness center/sports clubs, hotels and resorts)  
Specialty medical (ambulatory surgical centers, hospitals, etc.)  
Subdivisions  
Gas/Service Stations/Convenience Stores  
Multifamily Apartments  
Affordable Housing & LIHTC and HUD Map Lending  
Land/Commercial  
Industrial/Manufacturing Buildings  
Funeral Homes/Mortuary  
Self-Storage  
Marinas  
Net Leased Properties  
Car Wash  
Restaurant Tavern/Bar/Microbrewery  
Truck Stop/Transit Facility

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# Office Assignments



## The Wabeek Building

An office property containing 53,976 SF, 15 tenants, constructed in 1928, located in Birmingham, MI.



## Towers 25 & 35

A Class A office property containing 171,162 SF, 14 tenants, constructed in 2008, located in Grand Rapids, MI.



## One Northwestern Plaza

A Class A office property containing 248,907 SF, 40 tenants, parking garage, constructed in 1989, located in Southfield, MI.



## First National Building

An office property containing 1,109,050 SF, surface and parking garage, constructed in 1921, located in Detroit, MI.



## Victor V Office Building

An office property containing 120,990 SF, 19 tenants, surface parking, constructed in 1991, located in Livonia, MI.



## Fisher Building

An office property containing 790,927 SF, surface parking, constructed in 1928, located in Detroit, MI.

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# Retail Assignments

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## Great Lakes Crossing Shopping Center

A regional shopping center containing 1,123,098 SF, constructed in 1998, located in Auburn Hills, MI.



## Birch Run Premium Outlets

An outlet mall containing 682,312 SF, constructed in 1986, located in Birch Run, MI.



## CJ Barrymore's

A family entertainment center property containing 35,997 SF, 1 tenant, constructed in 1986, located in Clinton Township, MI.



## Bronner's CHRISTmas Wonderland

A retail property containing 320,000 SF, constructed in 1945, located in Frankenmuth, MI.



## Rainbow Rascals Day Care Center

A day care center property containing 19,464 SF, 1 tenant, constructed in 2018, located in Detroit, MI.



## Brownies on the Lake

A full-service restaurant property containing 8,422 SF, 1 tenant, constructed in 1962, located in St. Clair Shores, MI.



# Multi-Family Assignments

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## Elevation

A multi-phase Class A apartment project containing 170 units, Phase 1 was constructed in 2018. There is excess land for future development of 188 units.



## Evolve at Allendale

A purpose-built student housing project at Grand Valley State University, containing 224 units and 600 beds. Constructed in 2016.



## Himelhoch

These apartments were constructed in 1901 in Downtown Detroit. The building contains 36 apartment units situated on floors 4-6, all of which are encumbered by a Section 8 contract.



## The Albert Kahn

Built in 1931, this iconic former office building is on the national historic registry. The former building is a proposed conversion into a luxury mixed-use building containing 211 apartment units with 69,419 SF of ground floor commercial space.



## Gateway at Belknap

Situated in Downtown Grand Rapids, this luxury mixed-use building was built in 2016 containing 88 apartments units and 12,550 SF of ground floor retail space.



## The Scott at Brush Park

Situated in the Midtown neighborhood of Downtown Detroit, this Class A mixed-use apartment building was constructed in 2016 and contains 199 apartments units and 14,006 SF of ground floor retail space.





# Industrial Assignments

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**Industrial Manufacturing/Research**  
State-of-the-art manufacturing and research facility containing 80,269 SF, built in 2018, located in Plymouth Township, MI.



**Industrial Office/Research**  
State-of-the-art manufacturing, office and research facility containing 103,751 SF, built in 2000, located in Auburn Hills, MI.



**Industrial Warehouse Building**  
Industrial warehouse building containing 270,144 SF, built in 1990, located in Mt. Clemens, MI.



**Industrial Cold Storage**  
Industrial cold storage building containing 150,872 SF, built in 2008, located in White Pigeon, MI.



**Industrial Engineering**  
Industrial engineering building containing 115,635 SF, built in 2017, located in Novi, MI.



**Industrial Data Center**  
Industrial data center building containing 92,383 SF, built in 2011, located in Lansing, MI.



# Specialty Properties



## Jaguar of Novi

An automotive dealership property containing **19,096 SF**, constructed in 2001, located in Novi, MI.



## All Seasons Senior Housing

An assisted living property containing **154,599 SF**, constructed in 2013, located in West Bloomfield, MI.



## Chrysler Tech Center

A multi-building office and research complex property containing **5,280,735 SF**, owner occupied, three-level parking garage, constructed in 1987, located in Auburn Hills, MI.



## Bharatiya Temple

A house of worship property containing **68,014 SF**, 1 tenant, constructed in 1980, located in Troy, MI.



## Pine Lake Country Club

A golf-course property containing **131+ Acres**, heavily renovated and rebuilt in 1992, located in West Bloomfield Township, MI.



## Inn at St. John's

A hotel property containing **97,094 SF**, 118 rooms and restaurant constructed in 2005, located in Plymouth, MI.

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# Client List

## Financial Institutions & Lenders

Allstate Insurance  
Ameriserv Financial  
Arbor Commercial  
Bank Midwest  
Bank of America  
Bank of Ann Arbor  
Bank United  
Bellwether Enterprises  
Capmark Financial Group  
Chemical Bank  
CIBC World Markets  
CIT Small Business Lending  
Citizens Bank  
Comerica Bank  
Commercial Alliance  
Central Bank  
Community South Bank  
Deutsche Bank  
DFCU  
Eastern Mortgage  
Fidelity Bank  
Fifth Third Bank  
First Independence Bank  
FirstMerit Bank  
First Michigan Bank  
First State Bank of East Detroit  
Flagstar Bank  
Hantz Bank  
Huntington National Bank  
JP Morgan Chase  
Key Bank  
Lake Michigan Credit Union  
Lakeshore Bank & Trust  
Level One Bank  
mBank  
Macatawa Bank  
Mercantile Bank of Michigan  
MetLife Bank  
Michigan Business Connection  
Michigan Commerce Bank  
Monroe Bank & Trust  
MSU Federal Credit Union  
NStar Community Bank  
Old National Bank  
Oxford Bank  
PNC Bank, NA  
Sun Trust Bank  
TCF National Bank  
United Bank & Trust  
University Bank  
U.S. Bank  
Wells Fargo

## Mortgage Bankers/Services

American Equity Inv. Life  
Ameriserv Financial  
Bernard Financial  
Branoff Investment  
Carson Real Estate Company  
Centerline Servicing Capital  
Citi Group  
Doeren Mayhew  
Equity Capital  
Forest City Residential Management  
Gershman Mortgage  
Goldman Sachs'  
Gryphon Capital  
ICI Property Consultants  
Ladder Capital  
LNR Partners  
Love Funding  
MBC Loans  
Milestone Realty Services  
Plante Moran  
Signature Advisory Services  
StanCorp Mortgage  
Starwood

## Developers/Owners

Ari-El Enterprises  
Arteva Homes  
Bedrock  
Broder & Sachse  
Edward Rose & Sons  
Ferlito Construction  
Forbes Management  
Hillman Properties  
KMG Prestige  
Lautrec, Ltd.  
MHT Housing  
Moceri Companies  
Pogoda Companies  
R.C. Schmidt & Sons LLC  
Rancilio  
Smith Group

## Law Firms/Accounting

Baker, Tilly Vichow Krause  
Banks | Rifkin  
Bodman, LLP  
Clark Hill  
David Mendelson  
David Yaldo & Associates  
Debra Ribitwer  
Diggers, Schultz & Herbst  
Harriet Rotter  
Halloran, PLC  
Honigman, Miller, Schwartz & Cohn  
Howard & Howard  
Jeffrey Sherbow

John Schaefer  
Kecskes, Gadd, & Silver, PC  
Kostopoulos Rodriguez, PLLC  
Maddin, Hauser, Wartell, Roth & Heller  
Miller Canfield  
Randall P. Whately, PLLC  
Russell & Weber, PLC  
Secrest Wardle  
Simon, Galasso & Frantz, PLC  
Stewart & Irwin, PC  
Taubman, Nadis & Neuman, PC  
Wease

## Corporations

DTE Energy  
PPG Industries

## Government & Organizations

City of Auburn Hills  
City of Dearborn  
City of Detroit  
City of Eastpointe  
City of Royal Oak  
City of Warren  
City of Westland  
DTE Energy  
Great Lakes Water Authority  
GSA (Government Services Administration  
Huron-Clinton Metroparks  
MDOT  
Oakland University  
Oxford Public Schools  
State of Michigan  
USPS (United States Postal Service)  
US Small Business Administration  
State Building Authority

## Health Care

DMC Hospital  
Ascension Genesys  
Beaumont  
Henry Ford Health System

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## Developers & Investors

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# Donald L. Selvidge, MAI – Senior Managing Director

## Experience

Mr. Selvidge is a Certified General Appraiser (1201006537) who has been active in appraisal and advisory services since 1995. Mr. Selvidge has a wide and varied knowledge base having worked on complicated properties throughout his career specializing in large mixed-use developments, all types of multifamily housing, land development assignments, and seniors housing. Mr. Selvidge has experience with nearly all types of commercial property including hospitality, single-and multi-tenant retail and office, self-storage, and industrial uses. Mr. Selvidge has extensive knowledge and experience working with nearly all types of lending institutions including conventional lenders, conduits, Freddie Mac, Fannie Mae, and HUD, including 223(f), 202, and 221(d)4 assignments. Mr. Selvidge also completes market studies for various government agencies, developers, and rent comparability studies for HAP renewals. Finally, Mr. Selvidge is a member of the IRR Senior Housing Specialty Practice Group and has extensive experience in preparing appraisals and market studies for independent living, assisted living, memory care, and skilled nursing facilities.

Mr. Selvidge received his MAI designation in 2008.

## Professional Activities & Affiliations

Appraisal Institute, Member (MAI)

## Licenses

Michigan, State Certified General Real Estate Appraiser, 1201006537

## Education

Bachelor of Science Business Administration, Finance Major  
Wayne State University, Detroit, Michigan.

Successfully completed numerous real estate related courses and seminars sponsored by the Appraisal Institute, including:

110 Real Estate Appraisal Principles  
120 Real Estate Appraisal Procedures  
SPPA/SPPB Standards of Professional Practice Part A & B  
310 Basic Income Capitalization  
320 General Applications  
510 Advanced Income Capitalization  
520 Highest & Best Use & Market Analysis  
530 Advanced Sales Comparison & Cost Approach  
540 Report Writing and Valuation Analysis  
550 Advanced Applications

Section 8/HUD Rent Comparability Studies and Standards

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# Anthony Sanna, MAI, CRE, FRICS -Executive Director

## Experience

Executive Director with Integra Realty Resources – Detroit. With over 30 years of real estate valuation and consulting experience in the Metro Detroit area, he is actively engaged in a wide range of commercial, industrial and vacant land assignments. The firm completed an extensive list of large scale assignments including major regional malls, numerous Class A office buildings and large scale manufacturing facilities. Special purpose properties include a wide range of properties such as golf courses, self-storage facilities, movie theatres, military bases, hotels, and marinas. Mr. Sanna has considerable experience working with lenders in relation to loan work outs, asset disposition and foreclosure proceedings.

Mr. Sanna has recognized experience in tax appeals, condemnation and litigation oriented appraisals. Additionally, he provides corporate clients and institutional investors an array of real estate consulting services on all classes of property.

Clients served include life insurance companies, pension funds and pension fund advisors, banks and financial institutions, conduits, developers and investors, law firms, hospitals, corporations and government.

## Professional Activities & Affiliations

Appraisal Institute, Member (MAI)  
Counselor of Real Estate (CRE)  
Royal Institute of Chartered Surveyors, Fellow (FRICS)  
Board of Directors: Integra Realty Resources - 2005-2008 and 2010-2017  
Board of Directors: Commercial Board of Real Estate - Michigan Chapter

## Licenses

Michigan, State Certified General Real Estate Appraiser, 1201001324

## Education

Bachelor of Science (Business Administration) Wayne State University

Appraisal Institute Courses:

- Principals of Real Estate Appraisal
- Procedures of Real Estate Appraisal
- Uniform Standards of Professional Practice
- Basic Income Capitalization
- Advanced Income Capitalization
- Report Writing
- Advanced Applications/Case Studies

## Qualified Before Courts & Administrative Bodies

Qualified expert witness before the Michigan Tax Tribunal, various Circuit Courts, planning boards, commissioner hearings and County Tax Boards.

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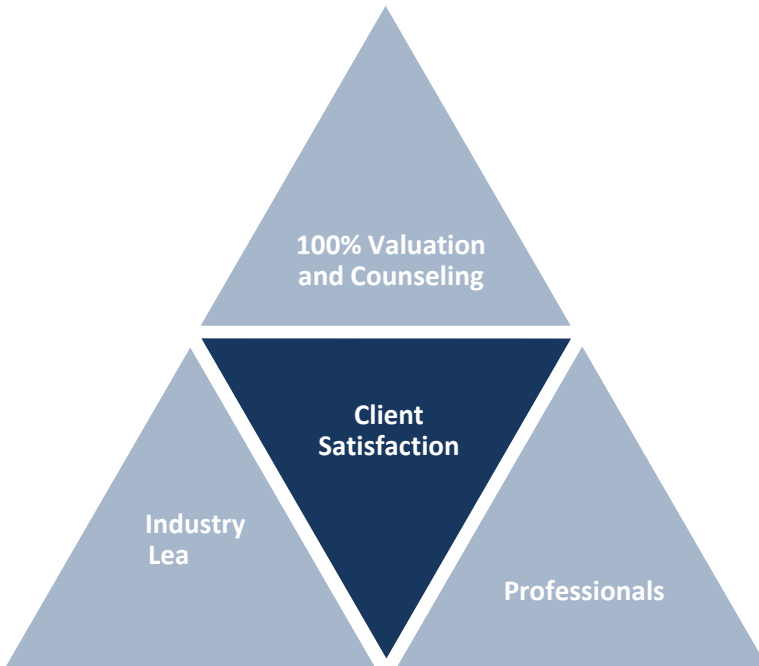
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# Competitive Advantage



## Client Satisfaction

Integra is committed to streamlining the management and delivery of assignments so our clients have confidence and direct contact with the appropriate individuals.

## 100% Valuation and Counseling

Integra's personnel, resources, data and techniques are focused exclusively on valuation and counseling. We do not offer other conflicting services, and we are independent and have only one interest in mind: The Client.

## Industry Leasing Research

Integra, through its proprietary database - DataPoint - provides in-depth analytics throughout the US. This unrivaled database is compiled from more than 100,000 valuation assignments across multiple markets.

## Elite Professionals

Integra has over 165 MAIs and more than 30 CREs, more than any other company. With Integra, you get the broadest national coverage with over 60 offices throughout North America and over 900 'best in class' values.

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