INTEGRA REALTY RESOURCES
IRR DETROIT
COMMERCIAL REAL ESTATE
VALUATION & CONSULTING

66

years serving Michigan markets

IRR®—INTEGRA REALTY RESOURCES—

provides world-class commercial real estate valuation and counseling services to both local and national top financial institutions, developers, corporations, law firms, and government agencies. As one of the largest independent property valuation and counseling firms in the United States, we provide our diverse array of clients the highly informed opinions and trusted expert advice needed to understand the value, use and feasibility of their real estate. ***IRR. Local expertise. Nationally.***

2,500+

appraisals completed annually

RECENT APPRAISAL ASSIGNMENTS OF NOTABLE AND VARIED ASSETS

Office

- **One Campus Martius, 1 Campus Martius, Detroit, MI 1,325,214 SF**
- Fisher Building, 3011 W. Grand Blvd., Detroit, MI, 634,819 SF
- Galleria Officentre, 100-400 Galleria Officentre, Southfield, MI, 1,005,143 SF
- Chrysler House, 719 Griswold St., Detroit, MI, 343,420 SF
- Tower 35, Spectrum Health, 35 Michigan Street NE, Grand Rapids, MI, 151,062 SF
- Birmingham Place, 401-411 S. Old Woodward Ave., Birmingham, MI, 107,691 SF

Industrial

- **2110 Executive Hills, Auburn Hills, MI, 103,819 SF**
- 41144 Concept Drive, Plymouth, MI, 80,269 SF
- 26999 Meadowbrook Rd., Novi, MI, 115,317 SF
- Gibraltar Trade Center, 237 N. River Rd., Mount Clemens, MI, 270,144 SF
- Data Center, 2703 Ena Dr., Lansing, MI, 92,383 SF
- Potato Processing Facility, 70255 Blue School Rd., White Pigeon, MI, 150,872 SF

Multifamily

- **The Albert Kahn Building, 7430 Second Ave., Detroit, MI, 243,885 SF/211 Units**
- The Scott at Brush Park, 3150 Woodward, Detroit, MI, 175,858 SF/199 Units
- Evolve Allendale Student Apartments, Allendale, MI, 266,592 SF/600 Beds
- Gateway at Belnap, 513 Clancy Ave. NE, Grand Rapids, MI, 67,935 SF/88 Units
- Elevation Apartments, NWC Jolly & Okemos Roads, Okemos, MI, 137,308 SF/126 Units
- Himelhoch Building, 1545 Woodward, Detroit, MI, 58,464 SF/72 Units

Hospitality

- **Proposed Hilton Garden Inn, 352 S. Saginaw, Flint, MI, 90,969 SF/101 Rooms**
- Inn at St. John's, 44045 Five Mile, Plymouth, MI, 97,094 SF/118 Rooms
- Harbour View Inn, 6860 Main, Mackinac Island, MI, 39,000 SF/83 Rooms
- City Flats Grand Rapids, 83 Monroe Center NW, Grand Rapids, MI, 17,158 SF/48 Rooms
- Proposed element Hotel, 33 John R, Detroit, MI, 122,745 SF/110 Rooms
- Weber's Inn & Restaurant, 3050 Jackson, Ann Arbor, MI, 114,441 SF/158 Rooms

Retail

- **Palladium at Birmingham, 209 Hamilton Row, Birmingham, MI, 123,789 SF**
- Universal Mall, 28582 Dequindre, Warren, MI, 410,359 SF
- Fairlane Green, 3349 Fairlane, Allen Park, MI, 119,000 SF
- Willow Creek Shopping Center, 41840 Ford Rd., Canton, MI, 166,076 SF
- Breton Village, 1830 Breton SE, Grand Rapids, MI, 185,000 SF
- Macomb Mall, 32233 Gratiot, Roseville, MI, 508,957 SF

Specialty Assignments

- **The David Whitney Building, Detroit, MI, 78,438 SF/105 Apts. & Aloft Hotel**
- Dort Financial Event Center Arena, 3501 Lapeer Road, Flint, MI 171,259 SF
- Grosse Ile Airport Office & Repair Buildings 9311 Groh Road, Grosse Ile, MI 36,933 SF
- DMC Central Campus, 4201 St. Antoine, Detroit, MI, Multiple Properties
- All Seasons Senior Housing, 5600 Drake, West Bloomfield, MI, 154,599 SF
- Zehnder's Splash Village, Frankenmuth, MI, 192,735 SF & 178 Hotel Rooms

OUR VALUE PROPOSITION

What sets our firm apart is the longevity of our principals and senior analysts who have been collaborating on property analyses for over 25 years. Through developing our team relationships, our specialty appraisal practices have evolved to create high quality, industry-leading standards. IRR-Detroit has defined specialty practices for various property segments adding value and insight that empowers our clients. Our analysts have been afforded the opportunity to concentrate their appraisal and consulting expertise in niche property segments including apartments, regional lifestyle malls, office and industrial buildings, places of worship, hotels and motels. This focus by property sector allows for timely delivery of appraisal services at an economical fee structure, which serves as a differentiation for most of our clients in choosing Integra.

Donald L. Selvidge, MAI, Senior Managing Director

Mr. Selvidge has 26+ years of real estate valuation and consulting experience. 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. 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.

Anthony Sanna, MAI, CRE, Executive Director

Mr. Sanna is the Executive Director of the Detroit, MI office and has over 30 years of real estate valuation and consulting experience. Mr. Sanna is active in a number of national and local organizations including the Counselors of Real Estate, Real Estate Answer Forum, Entrepreneurs Organization and Commercial Board of Realtors (CBOR), a local commercial realtor board.

Donald J. Passalacqua, MAI, Senior Director

Mr. Passalacqua has been actively engaged in the appraisal industry for over 30 years specializing in valuation and counseling for multifamily and senior housing projects including conventional apartments, luxury residences, urban projects, low-income rental housing, and tax credit developments. Mr. Passalacqua also maintains a specialty in the valuation of special-purpose facilities used for religious, educational and community purposes.

H. William Hansen, Jr., MAI, Senior Director

Mr. Hansen has performed commercial real estate appraisals and market analyses for over 30 years specializing in various commercial properties including special use medical facilities, marinas, office buildings, casinos, automobile factories, refrigerated buildings, parking garages, and ice sports arenas.

Thomas H. Chuba, Senior Director

Mr. Chuba has extensive knowledge in a variety of property types including industrial and manufacturing properties, food processing buildings, contractor storage yards, retail, restaurants, marinas, churches, railroad corridors, office and various other income-producing properties. Mr. Chuba also has extensive experience in right-of-way acquisition and has performed as an expert witness in a number of litigation projects.

Bradley G. Conkey, Senior Director

Mr. Conkey has been engaged in real estate valuations and counselling for 30 years specializing in the appraisal of automotive dealerships, net-leased properties, day care facilities and industrial properties. Bradley is a member of Integra Realty Resources Automotive Dealership's Experts Exchange. Mr. Conkey also specializes in litigation support working with attorneys and accountants preparing well-supported, independent appraisals for estates, marriage dissolution or partnership dissolution.

Constantino (Dino) G. Naoum, Senior Director

Mr. Naoum has extensive knowledge in a variety of commercial property segments including land development, manufactured housing communities, office buildings, medical office buildings, golf courses, single-and multi-tenant retail centers, multifamily and vacant land parcels. Mr. Naoum is highly proficient at Argus and has extensive experience in litigation support including rezoning cases, tax appeals, divorce proceedings, partnership disputes and right-of-way assignments.

Coleen Handlon Shaull, Senior Director

Mrs. Shaull, a member of Integra Hotels – Specialty Practice Group, focuses on appraising various hospitality enterprises including full and limited-service hotels of all classes, water park hotels, and extended stay/all-suite hotels encompassing proposed and redevelopment projects. Mrs. Shaull also has extensive knowledge and experience with self storage, income- producing properties, and special purpose education/research buildings preparing market rent analyses for the State of Michigan Building Authority.

OUR CLIENTS.

Accounting

- Baker Tilly
- Clayton & McKervey PC
- Deloitte LLP
- Doeren Mayhew & Co. PC
- Ernst & Young LLP
- Plante Moran PLLC

Banks

- Bank of America
- Bank of Ann Arbor
- Bank United
- Chemical Bank
- CIBC World Markets
- Citizens Bank
- Comerica Bank
- Commercial Alliance
- DFCU
- Fidelity Bank
- Fifth Third Bank
- First Independence Bank
- FirstMerit Bank
- Flagstar Bank
- Hantz Bank
- Huntington National Bank
- JP Morgan Chase
- Key Bank
- Level One Bank
- mBank
- Macatawa Bank
- Michigan Business Connection
- Monroe Bank & Trust
- Oxford Bank
- PNC Bank, NA
- TCF National Bank
- U.S. Bank
- Wells Fargo

Developers/Owners

- Ari-El Enterprises
- Arteva Homes
- Bedrock
- Broder & Sachse
- Edward Rose & Sons
- Ferlito Construction
- Forbes Management
- Friedman Integrated Real Estate Solutions
- Hillman Properties
- KMG Prestige
- Larc Community Development Group
- Lautrec, Ltd.

Developers/Owners Continued

- MHT Housing
- Moceri Companies
- Pogoda Companies
- R.C. Schmidt & Sons LLC
- Rancilio
- Smith Group

Government & Organizations

- City of Auburn Hills
- City of Dearborn
- City of Detroit
- City of Eastpointe
- City of Petoskey
- City of Royal Oak
- City of Warren
- City of Westland
- County of Wayne
- DTE Energy
- Great Lakes Water Authority
- Government Services Administration (GSA)
- Huron-Clinton
- MDOT
- Metroparks
- Michigan DNR
- Michigan State Housing Development Authority (MSHDA)
- Oakland University
- Oxford Public Schools
- State of Michigan
- State Building Authority
- U.S. Postal Service (USPS)
- U.S. Small Business Administration
- U.S. Department of Housing and Urban Development (HUD)
- U.S. Department of Agriculture (USDA)

Health Care

- Ascension Genesys
- Beaumont Health System
- DMC Hospital
- Henry Ford Health System
- Tenet Healthcare

Law Firms

- Baker Tilly
- Bank | Rifkin
- Bodman PLC
- Butzel Long PC
- Clark Hill
- David Mendelson

Law Firms Continued

- David Yaldo & Associates
- Debra N. Ribitwer & Associates
- Dickinson Wright PLLC
- Driggers, Schultz & Herbst
- Halloran, PLC
- Honigman, Miller, Schwartz & Cohn, LLP
- Howard & Howard Attorneys PLLC
- Jaffe Raitt Heuer & Weiss PC
- Sherbow Law
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- Secrest Wardle
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- Taubman, Nadis & Neuman, PC
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- Wease Halloran, PLC
- Varnum LLP

Mortgage Banks/Services

- Ameriserv Financial
- Arbor Commercial
- Bellwether Enterprises
- Berkadia Commercial Mortgage
- Bernard Financial
- Branoff Investment
- Carson Real Estate
- Centerline Servicing Capital
- Citi Group
- Deutsche Bank
- Forest City Residential
- Gershman Mortgage
- Goldman Sachs
- Gryphon Capital
- Ladder Capital
- LNR Partners
- Love Funding
- MBC Loans
- Prudential Huntoon Paige Associates
- Signature Advisory Services
- StanCorp Mortgage
- Starwood

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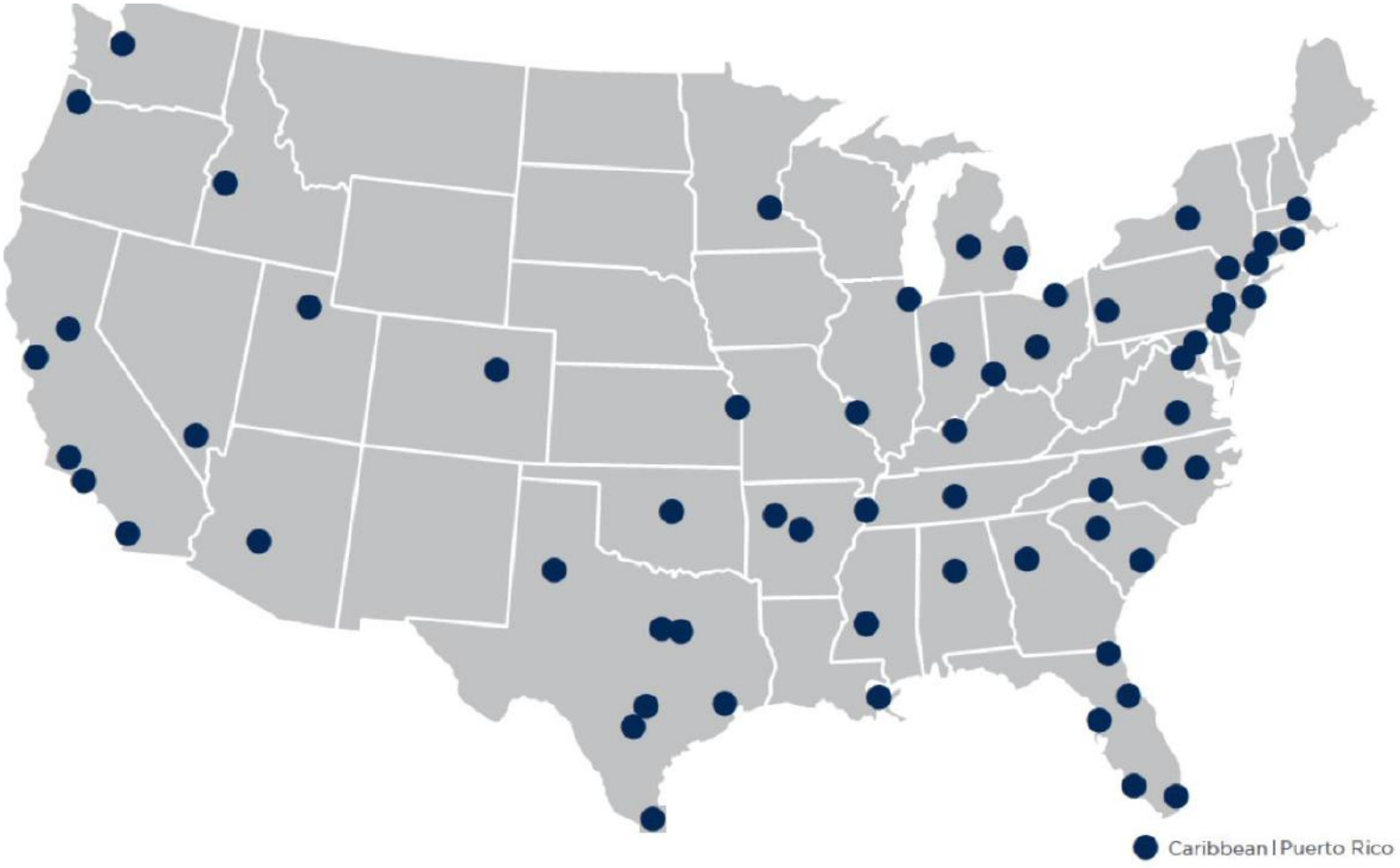
50+
local offices

60+
markets covered U.S. and Caribbean



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