



INTEGRA REALTY RESOURCES

IRR | DETROIT

COMMERCIAL REAL ESTATE
VALUATION & CONSULTING



69

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
- Birmingham Place, 401-411 S. Old Woodward Ave., Birmingham, MI, 107,691 SF
- Southfield Town Center, 1000-4400 Town Center, Southfield, MI, 2,161,570 SF
- South State Commons II, 1000 Oakbrook Drive, Ann Arbor, MI, 131,465 SF
- Julian C Madison Building, 1420 Washington Blvd., Detroit, 53,990 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
- 100 Peyerk Court, Romeo, MI, 89,600 SF

Multifamily



- **The Millie on Brush, 555 Brush Street, Detroit, MI 357,835 SF / 338 Units**
- Lions Gate Apartments, 1251 Main Gate Drive, Davison Twp., MI, 271,728 SF / 192 Units
- Parkways of Auburn Hills, 124 Optimist Road, Auburn Hills, MI, 317,142 SF / 180 Units
- Jackson Housing Commission, 301 Steward Ave., Jackson, MI, 410,950 SF / 542 Units
- Orchestra Tower, 3501 Woodward Ave., Detroit, MI, 176,947 SF / 248 Units
- North Hill Farms, 74 Cherry Hill Drive, Pontiac, MI, 334,000 SF / 525 Units

Hospitality



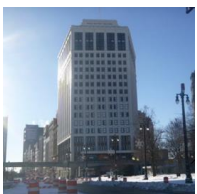
- **Proposed Hyatt Place, 3071 W. Grand Blvd., Detroit, MI, 75,870 SF/124 Rooms**
- Inn at St. John's, 44045 Five Mile, Plymouth, MI, 97,094 SF/118 Rooms
- Walloon Lake Hotel 4127 M-75, Walloon Lake, MI, 23,400 SF/32 Rooms
- Harbour View Inn, 6860 Main Street, Mackinac Island, MI, 39,000 SF/85 Rooms
- The Garner by IHG, 12112 S. Beyer Road, Birch Run, MI, 36,981 SF/71 rooms
- Spring Hill Suites by Marriott, 530 S. Main St., Frankenmuth, MI, 28,795 SF/66 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 30+ 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 more than 35 years of experience in real estate valuation and consulting assignments, with the past 25 years focused on multifamily and senior housing properties. This work includes conventional apartments, luxury residences, urban developments, and various types of affordable housing (LIHTC, HUD, MSHDA, etc.) properties. He also provides valuation services for special-purpose religious, educational, and community facilities.



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
- Deloitte LLP
- Doeren Mayhew & Co. PC
- Ernst & Young LLP
- Plante Moran PLLC

Banks

- Bank of America
- Bank of Ann Arbor
- Bank United
- 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
- mBank
- Macatawa Bank
- Michigan Business Connection
- Monroe Bank & Trust
- Oxford Bank
- PNC Bank, NA
- U.S. Bank
- Wells Fargo

Developers/Owners

- American Community Developers
- Ari-El Enterprises
- Arteva Homes
- Bedrock
- Broder & Sachse
- Continental Management
- Detroit Housing for the Future Fund
- Edward Rose & Sons
- Ferlito Construction
- Forbes Management
- Friedman Integrated Real Estate Solutions
- Ginosko Development Company
- Hillman Properties
- KMG Prestige
- Larc Community Development Group

Developers/Owners Continued

- Lautrec, Ltd.
- MHT Housing
- Mocerri 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

- Corewell Health Systems
- DMC Hospital
- Henry Ford Health System
- Tenet Healthcare

Law Firms

- Baker Tilly
- Bank | Rifkin
- Bodman PLC
- Butzel Long PC
- Clark Hill
- David Mendelson
- David Yaldo & Associates
- Debra N. Ribitwer & Associates
- Dickinson Wright PLLC
- Driggers, Schultz & Herbst

Law Firms Continued

- Halloran, PLC
- Honigman, Miller, Schwartz & Cohn, LLP
- Howard & Howard Attorneys PLLC
- Jaffe Raitt Heuer & Weiss PC
- Sherbow Law
- John Schaefer
- Kecskes, Silver, & Gadd, PC
- Kostopoulos Rodriguez, PLLC
- Maddin Hauser
- Miller Canfield, Paddock & Stone PLC
- Plunkett Cooney PC
- Secrest Wardle
- Simon, Galasso & Frantz, PLC
- Stewart & Irwin, PC
- Taubman, Nadis & Neuman, PC
- Warner Norcross & Judd LLP
- Wease Halloran, PLC
- Varnum LLP

Mortgage Banks/Services

- Ameriserv Financial
- Arbor Commercial
- Bellwether Enterprises
- Berkadia Commercial Mortgage
- Bernard Financial
- Centerline Servicing Capital
- Citi Group
- CPC Mortgage Company
- Deutsche Bank
- Forest City Residential
- Gershman Mortgage
- Goldman Sachs
- Gryphon Capital
- Ladder Capital
- LNR Partners
- Lument
- MBC Loans
- Prudential Huntoon Paige Associates
- Signature Advisory Services
- StanCorp Mortgage
- Starwood

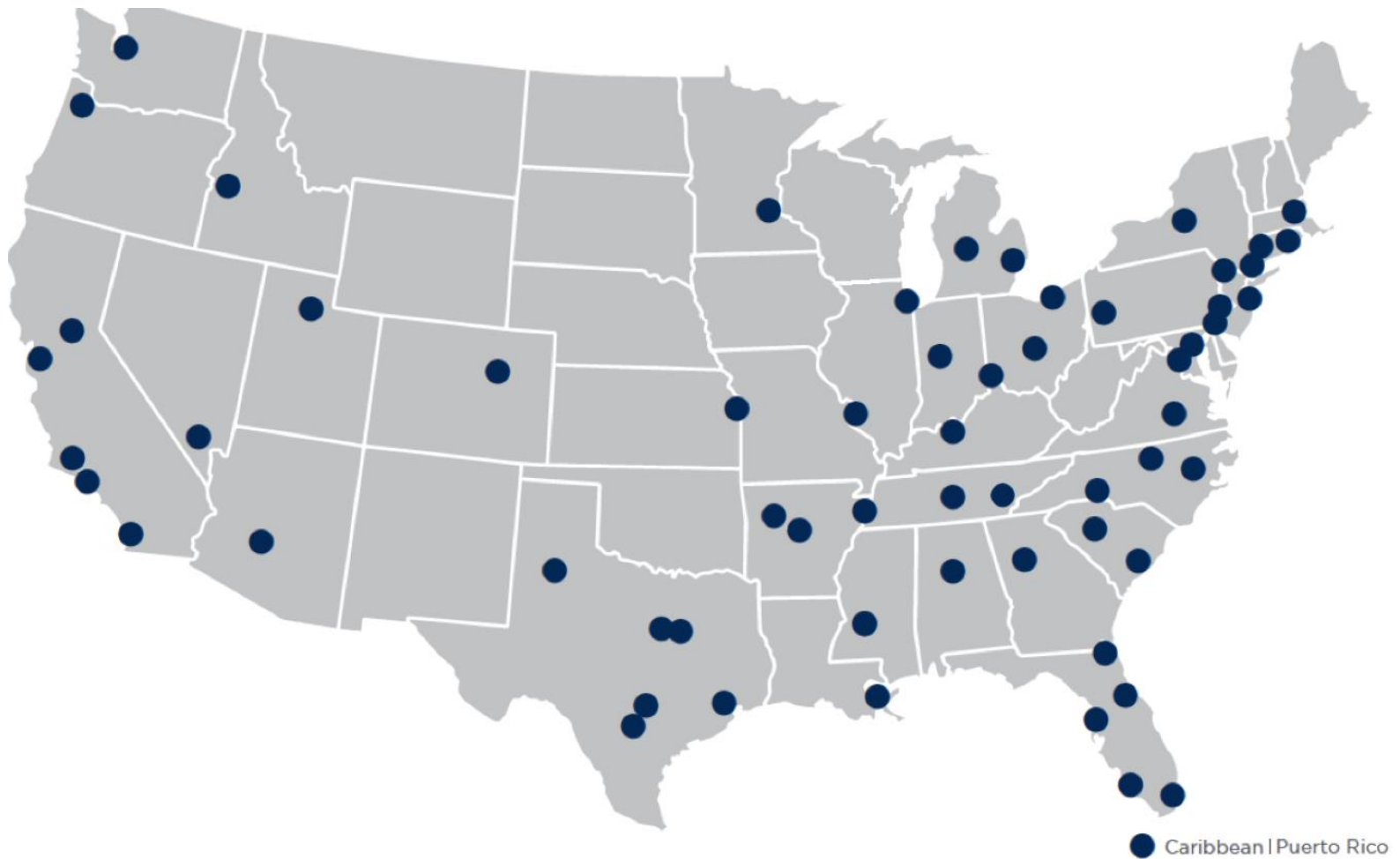
LOCAL EXPERTISE. NATIONALLY.

50+

local offices

60+

markets covered U.S. and Caribbean



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