

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

400 West Maple Road
Suite 100
Birmingham, MI 48009

T 248.540.0040

F 248.540.8239

detroit@irr.com

irr.com/detroit



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 Counties	Clinton	Kalamazoo	Monroe	Sanilac
Allegan	Crawford	Kalkaska	Montcalm	Shiawassee
Alcona	Eaton	Kent	Montmorency	St. Clair
Alpena	Emmet	Lake	Muskegon	Tuscola
Antrim	Genesee	Lapeer	Newaygo	Washtenaw
Arenac	Gladwin	Leelanau	Oakland	Wayne
Barry	Grand Traverse	Lenawee	Oceana	Wexford
Bay	Gratiot	Livingston	Ogemaw	
Benzie	Hillsdale	Mackinac	Osceola	
Branch	Huron	Macomb	Oscoda	Second State Counties (Ohio)
Calhoun	Ingham	Manistee	Otsego	Fulton
Charlevoix	Ionia	Mason	Ottawa	Lucas
Cheboygan	Iosco	Mecosta	Presque Isle	Williams
Clare	Isabella	Midland	Roscommon	Wood
	Jackson	Missaukee,	Saginaw Bay	

Integra Realty Resources
Detroit

400 West Maple Road
Suite 100
Birmingham, MI 48009

T 248.540.0040
F 248.540.8239

detroit@irr.com
irr.com/detroit



Key Personnel

Senior Management

Anthony Sanna, MAI, CRE, FRICS
Senior Managing Director - Principal
asanna@irr.com

Donald Selvidge, MAI
Senior Director
dselvidge@irr.com

Donald Passalacqua, MAI
Senior Director
dpassalacqua@irr.com

H. William Hansen, MAI
Senior Director
whansen@irr.com

Senior Analysts and Analysts

Thomas Chuba
tchuba@irr.com

Bradley Conkey
bgconkey@irr.com

Constantino Naoum
dnaoum@irr.com

Coleen Handlon-Shaull
cshaull@irr.com

Matthew Coakley
mcoakley@irr.com

Eugene Szkilnyk
eszkilnyk@irr.com

David Kasica
dkasica@irr.com

Michael Taweel
mtaweel@irr.com

Viktor Tkatchouk
vtkatchouk@irr.com

Integra Realty Resources
Detroit

400 West Maple Road
Suite 100
Birmingham, MI 48009

T 248.540.0040
F 248.540.8239

detroit@irr.com
irr.com/detroit



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, & 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 condominium to large estates

Integra Realty Resources
Detroit

400 West Maple Road
Suite 100
Birmingham, MI 48009

T 248.540.0040
F 248.540.8239

detroit@irr.com
irr.com/detroit



Office Assignments



The Wabeek Building

An office property containing 53,976 SF, 15 tenants, contracted in 1928, located in Birmingham, MI. Valuation for the mortgage lender.



Towers 25 & 35

A Class A office property containing 171,162 SF, 14 tenants, contracted in 2008, located in Grand Rapids, MI. Valuation for the mortgage lender.



One Northwestern Plaza

A Class A office property containing 248,907 SF, 40 tenants, parking garage, contracted in 1989, located in Southfield, MI. Valuation for the mortgage lender.



Continental Plaza

An office property containing 104,000 SF, 27 tenants, surface and parking garage, contracted in 1986, located in Troy, MI. Valuation for the mortgage lender.



Victor V Office Building

An office property containing 120,990 SF, 19 tenants, surface parking, contracted in 1991, located in Livonia, MI. Valuation for the mortgage lender.



Lake Pointe Office Center

An office property containing 93,819 SF, 18 tenants, surface parking, contracted in 1986, located in Novi, MI. Valuation for the mortgage lender.

Integra Realty Resources
Detroit

400 West Maple Road
Suite 100
Birmingham, MI 48009

T 248.540.0040
F 248.540.8239

detroit@irr.com
irr.com/detroit



Retail Assignments

Integra Realty Resources
Detroit

400 West Maple Road
Suite 100
Birmingham, MI 48009

T 248.540.0040
F 248.540.8239

detroit@irr.com
irr.com/detroit



Fairplain Plaza Shopping Center

A Class A office property containing 273,216 SF, 22 tenants, contracted in 1958, located in Benton Harbor, MI. Valuation for the mortgage lender.



Troy Shoppes

A Class A office property containing 17,000 SF, 3 tenants, proposed 2013, located in Troy, MI. Valuation for the mortgage lender.



CJ Barrymore's

A family entertainment center property containing 35,997 SF, 1 tenant, contracted in 1986, located in Clinton Township, MI. Valuation for the mortgage lender.



Classic Chassis Car Wash

A retail property containing 3,374 SF, 1 tenant, 6 bays, contracted in 1999, located in Flint Township, MI. Valuation for the mortgage lender.



Midas

An automobile repair facility property containing 4,085 SF, 1 tenant, 6 bays, contracted in 1989, located in Shelby Township. Valuation for the mortgage lender.



Brownies on the Lake

A full-service restaurant property containing 8,422 SF, 1 tenant, contracted in 1962, located in St. Clair Shores, MI. Valuation for the mortgage lender.



Areas of Specialization

Regional Malls
Self-Storage
Manufactured Housing
Medical Office Buildings
Student Housing
Marinas
Churches & Schools
Parking Garages
Hotels
Golf Courses
Senior Housing
Dealerships
Industrial Buildings

- Comprehensive market, development, and feasibility studies
- Custom real estate studies for private clients
- Right-of-way/ eminent domain
- Corridor valuations
- Competency in Uniform Appraisal Standards for Federal Land Acquisition (UASFLA or "Yellow Book") valuation (including state and federal land exchanges, managed exchanges, in-holdings, etc.)
- Recreational and resort (land, condos, lodges, fractional interests, hotels, and resorts)
- Subdivision and transitional land analyses
- Specialty medical (ambulatory surgical centers, hospitals, etc.)
- Dispute mediations/arbitrations
- Tax appeal, use and market studies
- Expert witness (testimony)
- Urban renewal & reuse analyses
- Real estate counseling for public and private-sector clients
- Valuation for trust and estate planning
- Valuation for purchase price allocation and financial reporting

Integra Realty Resources
Detroit

400 West Maple Road
Suite 100
Birmingham, MI 48009

T 248.540.0040
F 248.540.8239

detroit@irr.com
irr.com/detroit



Specialty Properties



Village Manor

A senior housing assisted living property containing 119,410 SF, 116 units, contracted in 2008, located in Hartland Township, MI. Valuation for the mortgage lender.



Don Gooley Cadillac

An automotive dealership property containing 19,252 SF, 1 tenant, contracted in 1999, located in St. Clair Shores, MI. Valuation for the mortgage lender.



Chrysler Tech Center

A multi-building office and research complex property containing 5,280,735 SF, owner occupied, three-level parking garage, contracted in 1987, located in Auburn Hills, MI. Valuation for the mortgage lender.



Bharatiya Temple

A house of worship property containing 68,014 SF, 1 tenant, contracted in 1980, located in Troy, MI. Valuation for the mortgage lender.



Pine Lake Country Club

A golf-course property containing 131+ Acres, heavily renovated and rebuilt in 1992, located in West Bloomfield Township, MI. Valuation for the mortgage lender.



Country Inn & Suites

A hotel property containing 52,535 SF, 1 tenant, 87 rooms, contracted in 2001, located in Delta Township, MI. Valuation for the mortgage lender.

Integra Realty Resources
Detroit

400 West Maple Road
Suite 100
Birmingham, MI 48009

T 248.540.0040
F 248.540.8239

detroit@irr.com
irr.com/detroit



Client List

Financial Institutions & Lenders

Allstate Insurance
Ameriserv Financial
Bank Midwest
Bank of America
Bank of Ann Arbor
Bank of Birmingham
Capmark Financial Group
Charter One Bank
CIBC World Markets
Ciena Capital
CIT Small Business Lending
Citizens Bank
Comerica Bank
Commercial Alliance
Commercial Lending
Community Central Bank
Community South Bank
Deutsche Bank
Fidelity Bank
Fifth Third Bank
First Independence Bank
FirstMerit Bank
First Michigan Bank
First Place Bank
First State Bank of East Detroit
Flagstar Bank
GE Commercial Finance
Hantz Bank
Huntington National Bank
JP Morgan Chase
Key Bank
mBank
Mercantile Bank of Michigan
MetLife Bank
Michigan Business Connection
Michigan Commerce Bank
Minnwest Bank
Monroe Bank & Trust
NStar Community Bank
Ocean Capital
PNC Bank, NA
The Private Bank
Signature Bank

Talmer Bank & Trust
TCF National Bank
United Bank & Trust
University Bank
U.S. Bank
Wells Fargo

Mortgage Bankers/Services

American Equity Inv. Life Insurance Co.
Ameriserv Financial
Arbor Commercial Mortgage
Bernard Financial
Branoff Investment
Carson Real Estate Company
Centerline Servicing Capital
Equity Capital
Forest City Residential Management
Gershman Mortgage
ICI Property Consultants
LNR Partners
Love Funding
MBC Loans
Milestone Realty Services
Plante Moran Trust
Pillar Capital
Signature Advisory Services
StanCorp Mortgage

Developers/Owners

Ari-El Enterprises
Arteva Homes
Edward Rose & Sons
Ferlito Construction
Forbes Management
Hillman Properties
Huron-Clinton Metroparks
Pogoda Companies
R.C. Schmidt & Sons, LLC
Smith Group

Law Firms

Bodman, LLP

David Yaldo & Associates

Honigman, Miller, Schwartz & Cohn
Kecskes, Gadd, & Silver, PC Kerr,
Russell & Weber, PLC Maddin,
Hauser, Wartell, Roth & Heller
Miller Canfield
Randall P. Whately, PLLC
Secrest Wardle
Simon, Galasso & Frantz, PLC
Stewart & Irwin, PC
Taubman, Nadis & Neuman, PC
Wease Halloran, PLC

Corporations

DTE Energy
Henry Ford Health System
PPG Industries
Fannie Mae
William Beaumont

Government & Organizations

City of Auburn Hills
City of Dearborn
City of Detroit
City of Eastpointe
City of Warren
City of Westland
GSA (Government Services Administration)
Oakland University
Oxford Public Schools
USPS (United States Postal Service)
US Small Business Administration

Integra Realty Resources
Detroit

400 West Maple Road
Suite 100
Birmingham, MI 48009

T 248.540.0040

F 248.540.8239

detroit@irr.com

irr.com/detroit



References

Financial Institutions and Lenders

Gerald Svoboda, CRE
Comerica Bank
39200 West Six Mile Road
Livonia, MI 48152
gfsvoboda@comerica.com

Andrew Luzod, MAI, SRA
Fifth Third Bank
27255 Lahser Road
2nd Floor
Southfield, MI 48075
Andrew.luzod@53.com

Paul Meyer
Bristol Capital
400 West Maple Road
Suite 175
Birmingham, MI 48009
pjm@briscap.com

Investment Banks/Pension Fund Advisors/ REITS

Michael Maddox
Goldman Sachs
100 Crescent Court
Suite 1000
Dallas, TX 75201
Phone (214) 855-1000

Nathan Morris
Barclays Investment Bank
200 Park Avenue
New York, NY 10166
Phone (212) 412-4000

Stephan Mazzacca
Ladder Capital Finance, LLC
600 Lexington Avenue
23rd Floor
New York, NY 10022

Developers & Investors

Arkan Jonna
AF Jonna Development & Management Co.
4036 Telegraph Road, Suite 201
Bloomfield Hills, MI 48302
Phone (248) 593-6200

Integra Realty Resources Detroit

400 West Maple Road
Suite 100
Birmingham, MI 48009

T 248.540.0040
F 248.540.8239

detroit@irr.com
irr.com/detroit



Key Personnel Qualifications

Anthony Sanna MAI, CRE, FRICS

Senior Managing Director with Integra Realty Resources – Detroit. With over 20 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 theatre, military bases, hotels, and marinas. Most recently, appraisals have been provided to financial institutions 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.

Bachelor of Science (Business Administration) Wayne State University

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

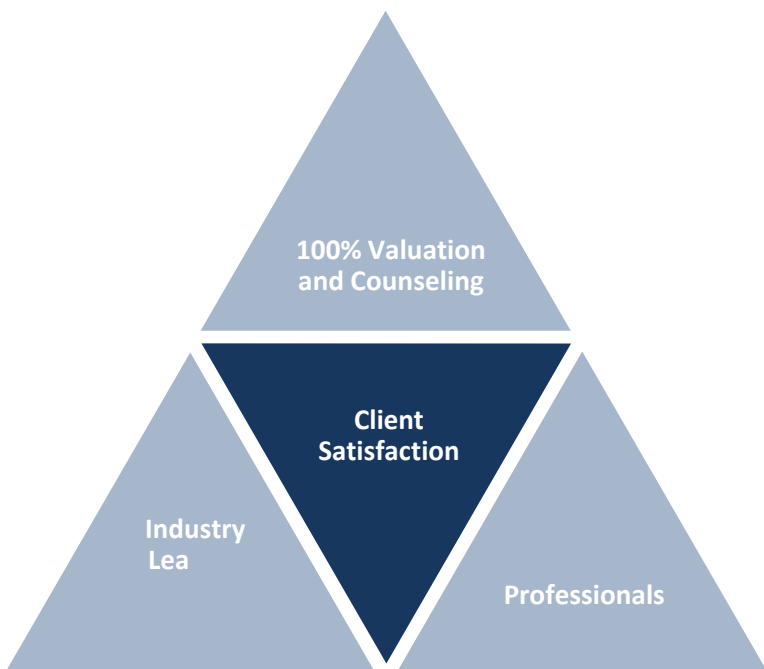
Integra Realty Resources
Detroit

400 West Maple Road
Suite 100
Birmingham, MI 48009

T 248.540.0040
F 248.540.8239

detroit@irr.com
irr.com/detroit

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.

Integra Realty Resources
Detroit

400 West Maple Road
Suite 100
Birmingham, MI 48009

T 248.540.0040
F 248.540.8239

detroit@irr.com
irr.com/detroit



Contact Us

Integra Realty Resources Detroit

400 West Maple Road
Suite 100
Birmingham, MI 48009
T 248.540.0040
F 248.540.8239

Detroit@irr.com
irr.com/detroit

Email:
Anthony Sanna
asanna@irr.com

Integra Realty Resources Corporate Headquarters

1133 Avenue of the Americas
27th Floor
New York, NY 10036
T 212.255.7858
F 646.424.1869

info@irr.com
www.irr.com

Andrew Ludwig
Chief Marketing Officer
aludwig@irr.com
212.255.7858 extension 2015

Jan L. Decker, MAI, SRA
Quality Control and Compliance Officer
jdecker@irr.com
973.818.2572

Integra Realty Resources
Detroit

400 West Maple Road
Suite 100
Birmingham, MI 48009

T 248.540.0040
F 248.540.8239

detroit@irr.com
irr.com/detroit

