

NAI Farbman Welcomes Oxford Bank

An aerial photograph of a city skyline, featuring a river on the left and several modern, multi-story buildings. The sky is a pale blue with some light clouds. The image is overlaid with a white rectangular box containing the title text.

Andy Gutman, President

Introductory Remarks

An aerial photograph of a city skyline, featuring a river on the left and several modern, multi-story buildings. The sky is a pale blue with some light clouds. A white rectangular box is overlaid on the center of the image, containing the title text. The text is in a bold, dark red font.

Michael Kalil, COO / CRO

Services Overview

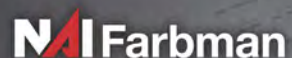
FARBMAN GROUP SERVICES



RECEIVERSHIP
PROPERTY MANAGEMENT



HVAC



BROKERAGE



CAMPUSVILLE
WHERE COMFORT MEETS CAMPUS

STUDENT HOUSING



CONSTRUCTION



MEDICAL REAL ESTATE



HUNTINGTON
MAINTENANCE COMPANY

MAINTENANCE



PROJECT MANAGEMENT
MOVE MANAGEMENT

Delivering Results

NAI Farbman
Services
Michael Kalil, COO / CRO



Brokerage Services

OVER 400 OFFICES IN NORTH AMERICA, LATIN AMERICA & THE CARRIBEAN, EUROPE, AFRICA, MIDDLE EAST & ASIA PACIFIC

- Medical, Office, Retail, Industrial, Land & Investment Sales (incl. multi-family, MHP & hospitality)
- Landlord Lease & Sale Representation
- Tenant Lease Representation
- Lease Buyouts and Subleasing
- Site Acquisition



Investment Sales & Net Lease

Advisors

OVER \$5 BILLION IN TRANSACTIONAL VOLUME

- Multi-Tenant Investment Opportunities; Office, Industrial, Retail, Multi-Family, Mobile Home Communities, Hospitality, Student Housing, Senior Housing
- Triple Net Lease Properties
- Sale-Lease Back
- Property Evaluation
- Portfolio Analysis
- Strategic Advice & Recommendations



Construction Services

OVER 10,000 SUCCESSFULLY COMPLETED PROJECTS TO DATE

- Industry Leader in Tenant Suite Build-outs, "Adaptive Re-use" & New Construction
- On-Time and On-Budget
- Cost effective
- Value Engineering Approach
- Professional, Responsive & Experienced Staff
- Project Management/Owner Representation
- Move Management



Property & Facility Management

OVER 25 MILLION SF MANAGED

- Medical, Office, Retail, Industrial, Multi-family, Regional Malls & Manufacturing Facilities Experience
- High Quality Service
- Cost Savings Procedures
- Institutional Quality Budgeting & Reporting
- Servicing Large Institutions & Private Investors



Medical Real Estate

OVER 5 MILLION SF OF MANAGED MEDICAL REAL ESTATE

- Servicing Medical Institutions, Physician Groups & Private Physicians
- Compliance Advisory Services
- Owner Acquisition, Site Acquisition & Financial Analysis Services
- Joint Commision, AOA, HFAP Oversight
- Cost Savings Procedures
- Institutional Quality Budgeting & Reporting



Receivership/Repositioning

RECEIVER APPOINTMENTS THROUGHOUT THE UNITED STATES

- Renowned Repositioning & Asset Stabilization
- Resources for Rapid Mobilization & Seamless Transitions
- Economical & Competitive Fee Structure
- Diverse Receivership Experience



NAI Farbman
Commercial Real Estate Services, Worldwide.

Farbman Group

MIDWEST EXPERTISE, GLOBAL REACH.

248 353 0500 | naifarbman.com

An aerial photograph of a city skyline, featuring a river in the foreground and several modern high-rise buildings. The sky is clear and blue. The image is overlaid with a white rectangular box containing the title text.

Todd Szymczak, SVP

Investment Sales Overview

Chagrin Lee Plaza

- Neighborhood retail center located in Shaker Heights, OH
- 52,506 GSF
- Two Land Leases secured by Walgreens and Bank of America
- Added Leased space to US Post Office and local Daycare provider
- 95% Occupied
- \$370,000 Current NOI
- Will likely sell around \$4,400,000



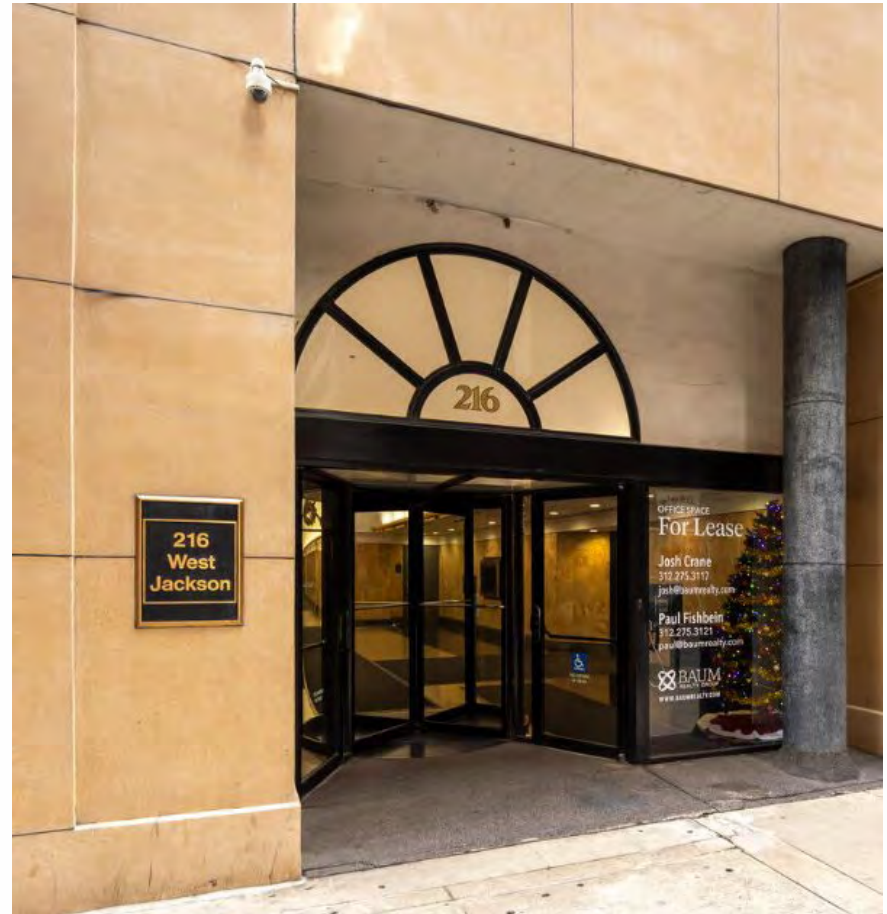
Case Study: Raleigh Officentre

- Southfield, MI – Strong, yet competitive office market in metro Detroit
- Approximately 300,000 SF on 14 acres
- Sold via Online Auction (Ten-X)
- Traded assuming fully vacant within 6 months
- Traded at \$3,350,000 (\$11.16 PSF)



Case Study: Suburban Chicago Multi-Tenant

- Located in Chicago, IL
- Approximately 185,000 SF
- Sold via Online Auction (Ten-X)
- Approximately 14.38% occupied at time of sale, significantly negative cash flow (neg \$912K).
- Midblock location with limited windows, not a conversion candidate
- Sold for approximately \$13.51 PSF.



Case Study: Multi-Tenant Retail Center

- Williamsburg, Iowa
- 261,831 GSF
- 73.42% Occupied, \$757,606 NOI (proforma)
- Renewals for some tenants were in process at the time of sale. Many leases were set to expire within the next 12 months. Potential for next owner to reposition some of the tenants (Lee Wrangler) and develop or sell off outparcels
- Sold at 17.00% Cap Rate \$4,458,750 (\$17.03 PSF) with buyer's premium based on proforma



STNL – Early Education

- 19 years left on lease
- Opened in Feb. 2024
- Minimal LL responsibility
- Largest operator of Montessori Schools – Corporate guarantee on lease – Higher Ground Education
- NOI – \$466,000
- Will sell around \$6,500,000



Student Housing @ WMU

- Walkable to Western Michigan Campus
- Stable Enrollment
- 20 Units – 100% Occupied
- Recent Renovations
- 3rd Party Management in place
- Pro-Forma NOI – \$127,000
- Will sell around \$1,600,000



Land at DTW Airport

- Located across from the private air travel terminal
- New Avid Hotel being developed next door
- Ideal for Hotel Development
- Will sell around \$1,000,000



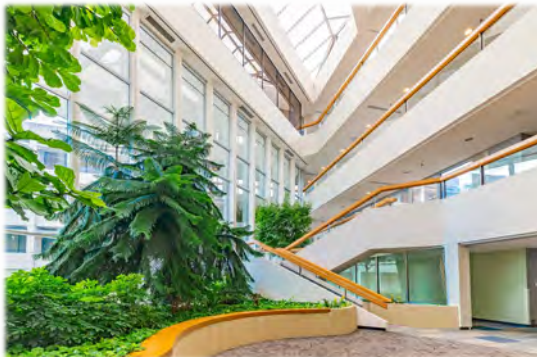
Off Market - Available

- Service-oriented neighborhood retail center located in Center Line, MI
- 72,747 GSF
- Strong visibility on a busy corner with close proximity to I-696
- 93.6% Occupied
- \$465,624 Current NOI
- Likely sell for around \$6.25 MM



Corporate HQ – Available

- Ideal Corporate HQ – Southfield Civic Center (former BCBS office)
- Great Access to I-696 and M-10 (Lodge)
- 180,000 SF
- Park-Like Grounds
- Beautiful Interior Atrium Gardens
- Pricing TBD



Coming Soon

- Taylor Retail Center anchored by Burlington Coat Factory
- Heavy Traveled Retail Corridor
- Across from Southland Mall
- Parking lots being refinished
- 180,000 SF
- Pricing TBD



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Ron Goldstone, SVP

Retail Market Overview



NAI Farbman
Retail
Ron Goldstone, SVP

Conveyed via 501(3)C appraised value of \$10,700,000
then simultaneously traded conventionally at \$2,600,000

Building Size: ▶ 114,397 SF of beautiful office space
located on 4.78 AC of B-3 Land

Sale Date: ▶ August 26, 2024

Occupancy: ▶ Vacant

CLOSED IN 30 DAYS AND SOLVED TWO CHALLENGES

- Successfully coordinated the property conveyance from a charity foundation to a non-profit, followed by a sale to an investor.
- Achieved an optimal outcome for all parties.



Sold: ▶ \$3,310,000 (\$90.00 PSF)

Building Size: ▶ +/- 36,664 SF

Sale Date: ▶ November 16, 2023

Occupancy: ▶ 47%

NOI: ▶ \$56,500

CLOSED IN 90 DAYS!

- Structured an auction process through Ten-X
- Solved Lender Issues
- Produced an Optimal Outcome
- We would welcome the opportunity of assisting you on your assets.

Mid-Big Box Retail Comps Sold/Leased By NAI Farbman



19990 Telegraph Road,
Detroit, MI 48219
142,508 SF



Sale Price: \$5.1MM / \$35.79 PSF - Sold Date: 12/23/15

16705 Fort Street,
Southgate, MI 48195
174,758 SF



Sale Price: \$5.5 MM / \$31.47 PSF - Sold Date: 09/28/16

Burlington Square
22269-22331 Eureka Rd, Taylor, MI 48180
230,000 SF



Sale Price: \$8.1 MM / \$35.46 PSF - Sold Date: 05/25/17

6800 Orchard Lake Road,
West Bloomfield, MI 48322
42,625 SF



Sale Price: \$2.7 MM / \$63.34 PSF - Sold Date: 06/15/17

495 Summit Drive,
Waterford, MI 48328
101,843 SF



Sale Price: \$1.6 MM / \$15.71 PSF - Sold Date: 07/07/17

30000-30180 Grand River,
Farmington Hills, MI 48336
291,333 SF



Sale Price: \$8 MM / \$27.46 PSF - Sold Date: 08/16/17

For More Information Contact:

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28400 Northwestern Hwy Fourth Floor Southfield, MI 48034 248 353 0500 tel naifarbman.com



Mid-Big Box Retail Comps Sold/Leased By NAI Farberman



18055 Silver Parkway,
Fenton, MI 48430
129,172 SF



Sale Price: \$3 MM / \$23.22 PSF - Sold Date: 06/15/18

165 S Wayne,
Westland, MI 48188
101,700 SF



Sale Price: \$3 MM / \$21.05 PSF - Sold Date: 09/06/18

3083 Miller Road,
Flint, MI 48507
99,000 SF



Sale Price: \$1.5 MM / \$15.15 PSF - Sold Date: 09/06/18

5331 Salem Avenue,
Dayton, OH 45426
129,000 SF



Sale Price: \$650K / \$5.04 PSF - Sold Date: 09/10/18
*subject was in poor physical condition

5025-5135 Gratiot Road,
Saginaw, MI 48638
179,291 SF



Sale Price: \$2 MM / \$11.34 PSF - Sold Date: 12/27/18

3001 E Michigan Avenue,
Jackson, MI 49202
100,231 SF



Sale Price: \$2.1 MM / \$20.95 PSF - Sold Date: 01/22/19

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205 S Greenville Road,
Greenville, MI 48838
91,266 SF



Sale Price: \$1.5 MM / \$16.44 PSF - Sold Date: 01/31/19

1755 Wright Avenue,
Alma, MI 48801
83,552 SF



Sale Price: \$1.1 MM / \$13.17 PSF - Sold Date: 03/19/19

2103 S Linden Road,
Flint, MI 48532
52,243 SF



Sale Price: \$2.9MM / \$55.50 PSF - Sold Date: 04/10/19

701 68th Street SW,
Byron Center, MI 49315
115,000 SF



Sale Price: \$3.25 MM / \$28.26 PSF - Sold Date: 04/23/19

2948 S State Road,
Ionia, MI 48846
94,800 SF



Sale Price: \$1.4 MM / \$14.77 PSF - Sold Date: 06/07/19

34800 Warren Road,
Westland, MI 48185
46,373 SF



Sale Price: \$1.5 MM / \$32.35 PSF - Sold Date: 06/07/19

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Mid-Big Box Retail Comps Sold/Leased By NAI Farbman



2355 US 23 S
Alpena, MI 49707
118,200 SF



Sale Price: \$2.4 MM / \$19.97 PSF - Sold Date: 08/05/19

32700 John R Rd
Madison Heights, MI 48071
48,126 SF



Lease Rate: \$6.50 NNN - Lease Date: 11/07/19

5186 Fenton Rd,
Flint, MI 48507
39,685 SF



Sale Price: \$210,000 / \$5.29 PSF - Sold Date: 12/04/19

5900 W Saginaw Hwy,
Lansing, MI 48917
43,000 SF



Sale Price: \$1.5 MM / \$34.88 PSF - Sold Date: 12/31/2019

601 Woodman Dr
Dayton, OH 45341
118,400 SF



Sale Price: \$2.7 MM / \$22.80 PSF - Sold Date: 03/05/2021

1550 N Mitchell Rd
Cadillac, MI 49601
47,945 SF



Sale Price: \$1.1 MM / \$22.94 PSF - Sold Date: 04/02/2021

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Mid-Big Box Retail Comps Sold/Leased By NAI Farbman



2760 Interstate 75 Business Spur
Sault Saint Marie, MI 49783
93,000 SF



Sale Price: \$2 MM / \$21.51 PSF - Sold Date: 08/08/22

1820-1856 N Perry Rd
Pontiac, MI 48340
32,000 SF



Sale Price: \$2.05 MM / \$64.06 PSF - Sale Date: 11/18/2022

901 Lafayette Ave
Bay City, MI 48708
10,880 SF



Sale Price: \$930,000 - 7.9% Cap - Sold Date: 11/17/2022

3-71 S Telegraph Rd
Pontiac, MI 48341
95,940 SF



Sale Price: \$7.15 MM / \$74.53 PSF - Sold Date: 12/20/22

6945 Maynardville Pike
Knoxville, TN 37918
5.06 Acres



Sale Price: \$1.71 MM / \$342,000/AC - Sold Date: 04/13/2023

5200 Kokomo Dr
Saginaw, MI
12,064 SF / 27.86 Acres



Sale Price: \$850 K / \$70.46 PSF - Sold Date: 10/24/23

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Mid-Big Box Retail Comps Sold/Leased By NAI Farbman



525 E Big Beaver Rd
Troy, MI 48083
36,664 SF



Sale Price: \$3.31 MM / \$90.00 PSF - Sold Date: 11/16/2023

1721 and 1845 Central Avenue
Chattanooga, TN 37408
80,000+ SF



Sale Price: \$3.2 MM / \$40.00 PSF - Sold Date 11/30/23

25990 Plymouth Rd
Redford, MI 48239
9,619 SF



Sale Price: \$775 K / \$80.57 PSF - Sold Date: 5/3/24

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An aerial photograph of a city skyline, featuring a river on the left and various industrial and commercial buildings. The image is overlaid with a white rectangular box containing the title text. The background is a soft-focus aerial view of a city, with a river visible on the left side and various buildings and infrastructure throughout the scene.

Doug Fura, SVP

Industrial Market Overview