



David J. Abraham, MAI, SRA

VALUATION SERVICES DIRECTOR
Valuation & Advisory Services



david.abraham@colliers.com

EDUCATION AND QUALIFICATIONS

Bachelor of Science in Business Administration, Siena Heights University, Adrian, MI

STATE CERTIFICATION

Michigan & Ohio

CONTACT DETAILS

MOB +1 734 674 9505
FAX +1 248 226 1873

Colliers International
2 Corporate Dr., Suite 300
Southfield, MI 48076

www.colliers.com

BUSINESS EXPERIENCE

David Abraham serves as the Valuation Services Director of Colliers International's Southfield (Detroit), Michigan office, which provides valuation and advisory services throughout the state of Michigan.

He represents clients on a national basis and has provided real estate appraisal and consulting services since 1983. Recently, Abraham has focused on both apartment and hospitality valuation and has completed the valuation of over 30 hotel properties as well as over 5,000 multi-family housing units in the past 18 months.

Mr. Abraham is a Designated member of the Appraisal Institute, holding the MAI and SRA designations. He is experienced in the valuation easements, takings and partial interests, and has served as an expert witness in a variety of valuation cases. Abraham is regularly retained for his expertise in performing hotel valuations, market studies, and feasibility analyses, or to serve in an expert witness capacity for hotel and multi-family properties as well as matters regarding litigation, condemnation or tax appeals.

PROFESSIONAL MEMBERSHIPS AND ACCREDITATIONS

Designated Member of the Appraisal Institute, MAI and SRA designation

Certified General Appraiser – Michigan
#1201000512

Certified General Appraiser – Ohio
#ACGO.2014001729

ASTM International - Member
Committee E06 on Performance of Buildings
ASTM is an international standards organization that develops and publishes voluntary consensus technical standards

APPRaisal INSTITUTE COURSES

Appraisal Principals, Appraisal Institute
Course 110

Appraisal Procedures, Appraisal Institute
Course 120

Basic & Advanced Income Capitalization,
Appraisal Institute Courses 310 & 510

Highest & Best Use & Market Analysis,
Appraisal Institute Course 520

Advanced Sales Comparison & Cost
Approaches, Appraisal Institute Course 530

Report Writing and Valuation Analysis,
Appraisal Institute Course 540

Subdivision Valuation, Appraisal Institute

Advanced Spreadsheet Modeling for
Valuation Applications, Appraisal Institute

Practical Regression Using Microsoft Excel,
Appraisal Institute

The Appraiser as an Expert Witness:
Preparation & Testimony, Appraisal Institute

OTHER RELATED COURSES

Trends in the Lodging Industry, Oct. 2012

7-Hr National USPAP (Uniform Standards of
Professional Appraisal Practice), May 2013

Business Practices & Ethics, June 2013

Appraising Troubled Properties, AI

SPECIALTY PROPERTY TYPES

Hotel & Hospitality

Apartment / Multi-Family

Easement & Value Loss

Development Rights / Riparian & Air Rights



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OFF +1 248 540 1000

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Southfield, MI 43560

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REPRESENTATIVE CLIENTS AND PROJECTS

12/2006 – Peter N. Heydon to Washtenaw Land Trust – Stein Road, Scio Twp., MI

Donation of Development Rights for IRS Use – Value Accepted by IRS – No Challenge

07/2007 – City of Dearborn CSO-9 – 23830 Michigan Avenue, Dearborn, MI

Loss of Dev. Rights for Subsurface Easement – Accepted by Courts – No Challenge

06 to 10/2008 – City of Troy – 1250 Wattles Road and 13 other parcels, Troy, MI

Temporary & Permanent Easement for Road & Drainage Development – No Challenge

08/2010 – Willy's Overland Lofts to Detroit Historic Preservation Willis St., Detroit, MI

Donation of Development Rights for IRS Use – No Challenge

11/2010 – Confidential Owner to Michigan DNR – Former Nike Missile Silo Site

Loss of Value due to Proposed Development Rights Agreement – No Challenge

12/2011 – Eagle Development to Portage County Road Commission (Abeska Law)

Eagle Pointe, Eagle Lake Road, Edwardsburg, MI

Value Diminution based on Loss of Riparian Rights – No Challenge

EXPERT WITNESS TESTIMONY

Washtenaw County Circuit Court

Lenawee County Circuit Court

Michigan Tax Tribunal

Lenawee County Probate Court

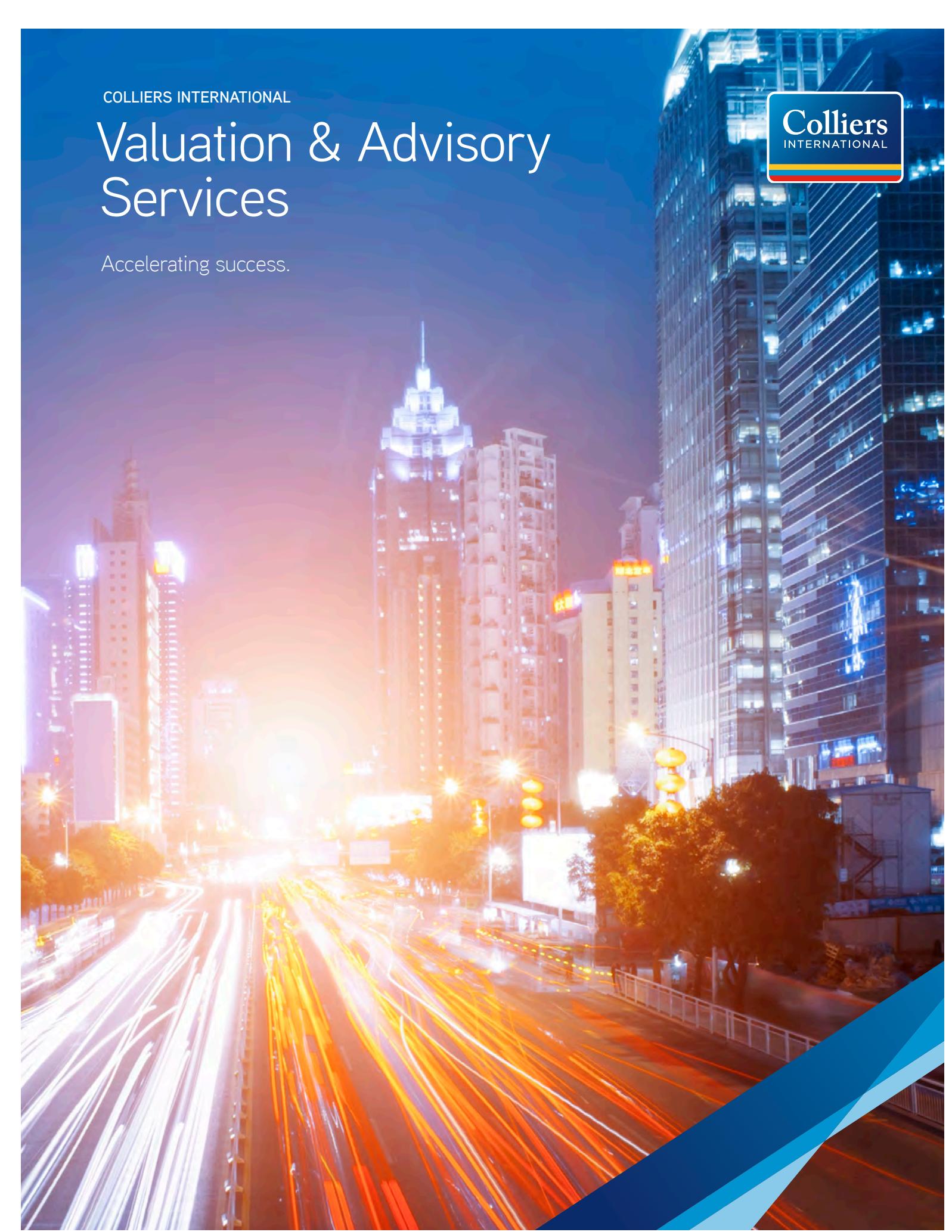
Speaker – 1994 - Lenawee County Board of Realtors – Easements & Takings

Consulting Appraiser – Penobscot Building in Detroit CBD

COLLIERS INTERNATIONAL

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Valuation & Advisory Services

Valuation & Advisory Services Offered

Single Asset Valuation
Portfolio Valuation
Institutional Asset Valuation
Loan Pool Valuation
Appraisal Review
Appraisal Management
Lease and Cost Analysis
Insurance Valuation
Arbitration & Consulting
Feasibility Studies
Investment Analysis
Highest and Best Use Studies
Tax Appeals
Litigation Support
Segregated-Cost Analysis

Experience That Counts

Office
Industrial
Retail
Multifamily
Mixed-Use Properties
Senior Housing
Land
Self-Storage
Manufactured Housing
Net Lease
Hospitality
Health Care
Subdivisions
Embassies & Consulates
GSA Properties
Special Use Properties
Telecommunications

Real estate valuations play a pivotal role in today's business climate. An accurate and well supported opinion of property value can mean the difference between reaching a critical goal—securing a loan, closing a sale, reporting to investors, choosing the best asset—or failing to achieve it altogether.

Colliers Valuation & Advisory Services' reports are designed to deliver insight into a property's fundamentals, its competition and the overall market dynamics affecting value. A solid valuation report can be a strategic asset for investors, lenders and owners, provided that it addresses both a property's unique characteristics and the most current market conditions.

Commitment to high-end client service, coupled with Colliers International's unparalleled market intelligence and resources, differentiates us as the firm of choice in the real estate industry.

PROFESSIONALS

Our professionals share a commitment to deliver the highest level of service and consistent results. We go the extra mile for our clients, whether this means meeting a tight deadline or working with a complex and challenging property.

TECHNOLOGY

Our unmatched report creation technology speeds appraisals through the pipeline. This secure, centralized production system generates a wide range of reports and high volume portfolio orders without delays.

INFORMATION

Today's business climate places valuation in a more pivotal position than ever before. All our appraisals are evaluated and approved by an experienced review team to ensure our clients receive concise and timely appraisals. With clear, prompt reporting and a comprehensive, big picture approach, Colliers International's Valuation and Advisory reports give our clients the information they need to make better business decisions.



Real estate advisors in more than
485 offices in 62 countries.



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Member of World
Economic Forum



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times than any other
real estate firm



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real estate brand

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VALUATION & ADVISORY KEY CONTACTS

ATLANTA

Eric Durden MAI
Managing Director
Eric.Durden@colliers.com
+1 404 781 0222

BOISE

Andrew Boespflug
Sr. Valuation Services Director
Andrew.Boespflug@colliers.com
+1 208 472 2853

BOSTON

Robert LaPorte MAI, CRE
Managing Director
Robert.Laporte@colliers.com
+1 617 330 8101

BUFFALO

James Murrett MAI, SRA
Executive Managing Director
Jim.Murrett@colliers.com
+1 716 312 7790

CHARLESTON

Curt McCall, Jr. CRE, MAI
Managing Director
Curt.McCall@colliers.com
+1 843 284 3000

CHARLOTTE

Murray Williams MAI
Managing Director
Murray.Williams@colliers.com
+1 704 409 2377

CHICAGO

Jeremy R. Walling MAI, MRICS
EMD | National Operations
Jeremy.Walling@colliers.com
+1 312 602 6157

CINCINNATI

Brian Graham CCIM
Valuation Specialist
Brian.Graham@colliers.com
+1 513 562 2214

COLUMBUS / CLEVELAND

Bruce Nell MAI, MRICS, MIP
Executive Managing Director
Bruce.Nell@colliers.com
+1 614 436 9800

DALLAS

Thomas Bogdon MAI
Executive Managing Director
Thomas.Bogdon@colliers.com
+1 214 217 9350

DENVER

Jonathan Fletcher MAI
Managing Director
Jon.Fletcher@colliers.com
+1 303 779 5500

DETROIT

David Abraham MAI, SRA
Valuation Services Director
David.Abraham@colliers.com
+1 248 226 1872

FRESNO

John Larson
Sr. Valuation Services Director
John.Larson@colliers.com
+1 559 221 1271

HAWAIIAN ISLANDS

Bobby Hastings MAI, MRICS
Managing Director
Bobby.Hastings@colliers.com
+1 808 200 5603

HOUSTON

Michael Miggins MAI
Managing Director
Michael.Miggins@colliers.com
+1 713 222 2111

INDIANAPOLIS

William Fowler
Senior Valuation Specialist
Will.Fowler@colliers.com
+1 317 663 6072

IRVINE

William Drewes MAI
Valuation Services Director
Bill.Drewes@colliers.com
+1 949 751 2703

JACKSONVILLE

Kevin Branton
Valuation Specialist
Kevin.Branton@colliers.com
+1 904 861 1150

KANSAS CITY

Alex Hoenig MAI
Valuation Services Director
Alex.Hoenig@colliers.com
+1 816 556 1122

LAS VEGAS

Joshua Smith
Senior Valuation Specialist
Joshua.Smith@colliers.com
+1 702 836 3760

LITTLE ROCK

Thomas Bogdon MAI
Executive Managing Director
Thomas.Bogdon@colliers.com
+1 214 217 9350

LOS ANGELES

Casey Merrill MAI, ASA, FRICS
Managing Director
Casey.Merrill@colliers.com
+1 949 751 2701

MIAMI

Charles Badell MAI
Managing Director
Charles.Badell@colliers.com
+1 305 359 3690

MILWAUKEE

Ryan Sikorski CFA
Senior Valuation Specialist
Ryan.Sikorski@colliers.com
+1 414 727 9800

MINNEAPOLIS

John Kubes MAI
Valuation Services Director
John.Kubes@colliers.com
+1 952 837 3056

NASHVILLE

Patrick Gibson MAI, CCIM
Valuation Services Director
Patrick.Gibson@colliers.com
+1 615 850 2774

NEW YORK

Morgan Turnbow MAI
Managing Director
Morgan.Turnbow@colliers.com
+1 212 355 1029

PHILADELPHIA

Jake Ramage MAI
Managing Director
Jake.Ramage@colliers.com
+1 215 928 7513

PHOENIX

Philip Steffen MAI
Executive Managing Director
Philip.Steffen@colliers.com
+1 602 222 5165

PORTLAND/VANCOUVER

Jeff L. Grose MAI
Executive Managing Director
Jeff.Grose@colliers.com
+1 503 226 0983

RICHMOND

Michael Miller MAI, FRICS
Managing Director
Michael.G.Miller@colliers.com
+1 804 289 2168

SACRAMENTO

Jeffrey Shouse
Executive Managing Director
Jeff.Shouse@colliers.com
+1 916 724 5500

SALT LAKE CITY

John Blaser MAI
Valuation Services Director
John.Blasler@colliers.com
+1 801 295 0253

SAN DIEGO

Rob Detling MAI
Managing Director
Rob.Detling@colliers.com
+1 858 860 3852

SAN FRANCISCO

Vathana Duong
Senior Valuation Specialist
Vathana.Duong@colliers.com
+1 415 788 3100

SARASOTA

Craig Smith MAI, FRICS
Valuation Services Director
Craig.L.Smith@colliers.com
+1 941 923 8588

SEATTLE

Reid Erickson MAI
Executive Managing Director
Reid.Erickson@colliers.com
+1 206 343 7477

ST. LOUIS

John Griffin
Senior Valuation Specialist
John.Griffin@colliers.com
+1 314 932 3917

TAMPA

Jerry P. Gisclair MAI, MRICS
EMD | National Client Services
Jerry.Gisclair@colliers.com
+1 813 871 8531

WASHINGTON D.C.

Ashton Rowles MAI
Managing Director
Ashton.Rowles@colliers.com
+1 202 534 3611

NATIONAL CLIENT SERVICES

Jerry P. Gisclair MAI, MRICS
EMD | National Client Services
Jerry.Gisclair@colliers.com
+1 813 871 8531

NATIONAL OPERATIONS

Jeremy R. Walling MAI, MRICS
EMD | National Operations
Jeremy.Walling@colliers.com
+1 312 602 6157

AMERICAS LEADERSHIP

Eduardo Alegre MAI, MRICS
President | Valuation & Advisory
Ed.Alegre@colliers.com
+1 714 496 9400