



BOB LOTZAR

Senior Vice President

SCOPE OF SERVICE EXPERIENCE

For over 30 years, Bob has been directly involved in the acquisition, development, management, and leasing of over 40 million square feet of real estate space. In addition, his market insight and knowledge of decision analysis tools allow him to provide unparalleled investment analysis and advice. As a member of the NAI Wisinski brokerage team, Bob provides specialized service to his clients and customers, emphasizing retail development, land-lord/tenant representation, and complex land development transactions.

EDUCATION

Michigan State University, BA/BS; Marketing/Finance
Detroit College of Law at Michigan State University, JD

FAVORITE QUOTE

"Luck is what happens when preparation meets opportunity." - Seneca

PROFESSIONAL AFFILIATIONS

Commercial Board of Realtors (CBOR)
Commercial Alliance of Realtors (CAR)
Michigan Association of Realtors (MAR)
National Association of Realtors (NAR)
International Council of Shopping Centers (ICSC)
- Member

COMMUNITY INVOLVEMENT

American Cancer Society Volunteer
Children's Healing Center Volunteer
Habitat for Humanity Volunteer
MSU Detroit College of Law Alumni Association
MSU Eli Broad Business School Alumni Association
Legendary Capital
Choice Hotels
Medler Electric
True North
Princeton Enterprises
Bacall Companies

STRATEGIC CLIENTS

AT&T
Bank One
Biggby
Chicago Diversified Foods
City BBQ
Citizen's Bank
Comerica Bank
Cort Furniture
Dollar General Store
Dunkin'
Fidelity Investments
Fifth Third Bank
Food Lion Stores
Foremost Insurance
Group 10 Management
Home Depot
House of Blinds
Kimco
K-Mart
Jet's Pizza
JP Morgan Chase & Co.
Lake Trust Credit Union
LensCrafters

Lonestar Steakhouse
McDonald's Corporation
Meijer
Meritage Hospitality Group
Midas
NAPA Auto Parts
Office Max
Planet Fitness
Pizza Ranch
Poppy's
Radio Shack
Rite Aid
Sear's
Sprint
Staples
Tim Horton's
Union Bank
United States Postal Service
Washington Mutual
Walmart
Wells Fargo
Wendy's
Xfinity

Client	Transactions Type	SF
1031 Clients	Acquisitions	Multiple Locations
Biggby Coffee	Lease	Multiple Locations
Comerica	Dispositions	Multiple Locations
DK Boxing (Title Boxing Club)	Lease	12,000 SF
Dunkin' Donuts	Acquisitions/Lease	Multiple Locations
First Merit Bank	Disposition	
Golden Corral	Acquisitions	Multiple Locations
GNC	Lease	Multiple Locations
Holiday Inn/Residence Inn	Acquisitions	Multiple Locations
IHG Hotels	Acquisitions	Multiple Locations
JPMC	Dispositions	Multiple Locations
Kimco	Landlord Representation	75,000 SF
Kmart	Acquisitions	Multiple Locations
Lake Trust Credit Union	Acquisition/Disposition	Multiple Locations
Lowes	Acquisitions	Multiple Locations
Marriott Hotels	Acquisitions	Multiple Locations
Meijer	Acquisitions	Multiple Locations
NAPA	Lease	Multiple Locations
On the Border	Acquisitions	Multiple Locations
Planet Fitness	Acquisitions/Lease	Multiple Locations
Rite Aid	Lease/Disposition	Multiple Locations
Rogers Plaza	Disposition/Lease	367,000 SF
Spiegel Properties	Landlord Representation	113,000 SF
Spring	Lease	Multiple Locations
Xfinity/Comcast	Acquisitions/Lease	Multiple Locations
United States Postal Service	Acquisitions/Lease	Multiple Locations