



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 space. In addition, his market insight and knowledge of decision analysis tools allow him to provide an 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

STRATEGIC CLIENTS

- | | |
|---------------------------|------------------------------|
| AT&T | Lonestar Steakhouse |
| Bank One | McDonald's Corporation |
| Biggby | Meijer |
| Chicago Diversified Foods | Meritage Hospitality Group |
| City BBQ | Midas |
| Citizens Bank | NAPA Auto Parts |
| Comerica Bank | Office Max |
| Cort Furniture | Planet Fitness |
| Dollar General Store | Pizza Ranch |
| Dunkin Donuts | Poppy's |
| Fidelity Investments | Radio Shack |
| Fifth Third Bank | Rite Aid |
| Food Lion Stores | Sears |
| Foremost Insurance | Sprint |
| Group 10 Management | Staples |
| Home Depot | Tim Horton's |
| House of Blinds | Union Bank |
| Kimco | United States Postal Service |
| Kmart | Washington Mutual |
| Jet's Pizza | Walmart |
| JP Morgan Chase & Co. | Wells Fargo |
| Lake Trust Credit Union | Wendy's |
| LensCrafters | Xfinity |

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

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
Fifth Third Bank	Acquisitions/Disposition	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
Lowe's	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
Sprint	Lease	Multiple Locations
Xfinity/Comcast	Acquisitions/Lease	Multiple Locations
United States Postal Service	Acquisitions/Lease	Multiple Locations