



DANE DAVIS

Senior Vice President

SCOPE OF SERVICE EXPERIENCE

Dane Davis is an Associate Broker at NAI Wisinski of West Michigan's Kalamazoo office. Dane's 24 years of commercial real estate experience encompass numerous projects and product types with an extensive focus on quiet land assemblage, lease and purchase negotiations, and site design and development. He has garnered a well-rounded education in all facets of commercial real estate allowing him to create value through innovative and practical solutions for his clients.

Dane's projects have ranged from locating and closing on properties for a multi-million dollar roll-out of new concierge facilities for an insurance company to land assemblage for one of the largest privately held retailers in the Midwest.

Prior to entering the commercial real estate brokerage industry, Dane worked as an environmental consultant for seven years. His environmental background has proved instrumental in shepherding environmentally challenged properties to a successful closing for both buyer and seller.

Dane is committed to continuing education and is an Institute Candidate for the Certified Commercial Investment Member Institute (CCIM).

PROFESSIONAL AFFILIATIONS

Michigan Association of Realtors (MAR)
National Association of Realtors (NAR)
Commercial Alliance of Realtors (CAR)
Greater Kalamazoo Association of Realtors
Licensed Real Estate Associate Broker, MI
Institute Candidate for the Certified Commercial Investment Member (CCIM) Institute
International Council of Shopping Centers (ICSC)
Kalamazoo Chamber of Commerce
National Brownfield Association
Synergy Networking Group - Cofounder

EDUCATION

Michigan State University, East Lansing, Michigan

- Bachelor of Science, Resource Development

NOTEABLE TRANSACTIONS

Championed Large Leasing Assignment

Multibillion dollar National REIT; Unseated the incumbent broker by aggressively and strategically providing the target prospect with critical market intel and data while purposing a value-add disposition solution; Won the leasing assignment for 423,000 SF logistics facility.

Hospitality Site Acquisition

Regional Hospitality Group; Strategic rollout of Midwest markets for site search and control. Outpacing other hotel developers in a highly competitive market segment. Closed on eight sites with six more markets in the pipeline. Arranged a financing conduit in excess of \$6 MM in non-traditional smaller market.

CLIENTS

Menards
Meijer
Welche's Foods
Softball Fans
Zaremba Group
Norman Camera
The UPS Store
Goodwill
Brann's Steakhouse
HHC Hospitality
Dockerty Health Systems
Berries Restaurants
Five Star Pizza (Domino's)
Envision Properties

CLIENT TESTIMONIALS

"I am pleased to offer this recommendation in support of Mr. Dane Davis, Associate Broker for NAI Wisinski of West Michigan, for the exceptional work he performed on a recent transaction for Big W Holdings, LLC. The successful outcome of this transaction is a testament to Dane's expertise, dedication, and unwavering commitment to ensuring our real estate objectives were met.

My connection with Dane was fortuitous, arising from a challenging situation where a regional competitor failed to respond in a timely manner to our real estate needs. I was subsequently referred to Dane by a trusted advisor, and from our first meeting, it was clear that we had found a true professional who was dedicated to understanding our unique requirements and providing valuable solutions.

During our initial call, Dane and I delved deep into the intricacies of our investment goals. We had in-depth discussions about various crucial aspects of the real estate market, including cap rates and their trajectory, construction costs, and a comprehensive understanding of the market dynamics related to industrial properties. It was immediately apparent that we were in capable hands, with Dane offering meaningful guidance and invaluable market insights.

One of the most challenging aspects of our endeavor was aligning our existing lease structure with our desired cap rate. Dane approached this task with creativity and innovation, working tirelessly to showcase real rental comps and demonstrate that our existing base rent was under-market. Dane expertly negotiated and found a solution that not only benefited us as the facility owner but also brought significant value to the buyer. Dane's ability to navigate these complex issues showcased his strategic thinking and his unwavering commitment to securing a favorable outcome.

Throughout the entire process, I must emphasize that Dane conducted himself with the utmost integrity and honesty. He presented a realistic timeline, and remarkably, we were right on target with our expectations.

In conclusion, Dane Davis has proven to be an invaluable partner during a challenging real estate transaction. His expertise, commitment to understanding our unique needs, and his unwavering dedication to achieving our objectives were evident at every stage of the process. I wholeheartedly recommend Dane to anyone seeking a real estate professional who combines market knowledge with creativity and integrity."

- David C. Rhoa