

THE CITY OF SOUTHGATE, MICHIGAN

RESPONSE TO REQUEST FOR QUALIFICATIONS REAL ESTATE AGENT SERVICES FOR C-2 PROPERTY SALE

MAY 10, 2023

Prepared By:

Bruce D. Baja
Director of Retail Division
Vice President / Principal
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Senior Associate
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(734) 341-9950 (c)

Prepared For:

Daniel Marsh
City of Southgate
(734) 258-3021
dmarsh@southgatemi.gov



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One Towne Square, Suite 1200
Southfield, Michigan 48076



**SIGNATURE
ASSOCIATES**

One Towne Square, Suite 1200
Southfield, MI 48076

1 (248) 948 9000
www.signatureassociates.com

May 10, 2023

Daniel Marsh
City of Southgate
dmarsh@southgatemi.gov

Re: Response to Request for Qualifications – Real Estate Agent Services for C-2 Property Sale

Dear Mr. Marsh:

We are very excited to have this opportunity to submit to you this Response to your Request for Qualifications – Real Estate Agent Services for C-2 Property Sale.

First, I'd like to start out by saying thank you for this opportunity. As you may know, Signature Associates has been involved with numerous brokerage assignments serving many clients in the City of Southgate.

Secondly, we are the most qualified brokerage company to handle this property on the City of Southgate's behalf. Signature completes, year in and year out, in excess of 40% of all commercial real estate transactions in the entire Southeast Michigan marketplace. That should not go unnoticed. It represents in excess of 30 million square feet of property transactions (office, medical, industrial, retail and commercial) and sales above 2,000 acres per year.

The following response demonstrates our excellent reputation within the business and real estate community, successful track record of completed municipal projects, and knowledge of the local real estate markets, putting us in the best position to help the City of Southgate successfully complete the sale of the 0.66 acre vacant lot on Northline Road.

We understand the importance to the City of Southgate of finding the highest and best use for the vacant land on Northline Road. We will reach out to developers and companies who may have a potential interest in the site.

Please review the contents of this Response to RFQ at your convenience. Our team looks forward to discussing this with you personally at the appropriate time.

Sincerely,

THE SIGNATURE TEAM

Bruce D. Baja
Director of Retail Division
Vice President / Principal

Justin W. Gaffney
Senior Associate

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- Bio of Justin Gaffrey
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COMPANY BACKGROUND

Years of Experience: Established in 1989, Signature is the largest volume full-service commercial real estate firm in the Midwest region. With our headquarters in Southfield, Michigan, we also have eight offices throughout Michigan and Northern Ohio.



Experience with commercial real estate sales: Signature Associates consistently maintains 42% of the market share. In 2022, Signature completed more than 1,381 transactions totaling 32.9 million square feet and 2,114 acres with a total value of \$1.8 billion.

During the last 10 years, in the Western Wayne market, Signature has completed 1,691 transactions totaling 44.1 million square feet and 2,394 acres valued at \$1.6 billion. Our dominant presence in the downriver market ensures you will get a shot at every possible deal available.

Signature's Advisory and Management Services team regularly perform comprehensive construction management services for projects totaling over \$60 million and manage more than 10.7 million square feet of commercial space for our third-party clients, making us the largest locally owned third-party property management firm in the market.

Required Certification/Licensing: Certificate of Liability Insurance (next page)

Location of Business: **Signature Associates, Inc.**, a privately held, full-service commercial real estate firm
Headquarters Address:
One Towne Square, Suite 1200
Southfield, Michigan 48076
(248) 948-9000
www.signatureassociates.com

Awards:

The following are a few samples of awards and recognition that Signature has received over the past several years:

Michigan's Best in Business Award	Corp Magazine
Commercial Real Estate Hall of Fame	Midwest Real Estate News
Largest Commercial and Industrial Brokerage Firm	Crain's Detroit Business
Michigan and Northwest Ohio Power Broker	CoStar Group
Top Midwest Brokers	Midwest Real Estate News
Leading Office Leases	Crain's Detroit Business
Leading Industrial Leases	Crain's Detroit Business
Leading Real Estate Sales	Crain's Detroit Business
Top Workplace	The Detroit Free Press
Cool Places to Work in Michigan	Crain's Detroit Business
Best & Brightest Companies to Work For	National Association for Business

CERTIFICATE OF LIABILITY INSURANCE



CERTIFICATE OF LIABILITY INSURANCE

DATE (MM/DD/YYYY)
7/25/2022

THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.

IMPORTANT: If the certificate holder is an ADDITIONAL INSURED, the policy(ies) must have ADDITIONAL INSURED provisions or be endorsed. If SUBROGATION IS WAIVED, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer rights to the certificate holder in lieu of such endorsement(s).

PRODUCER George B. Ford Agency, Inc. 39500 High Pointe Blvd., #400 Novi MI 48375	CONTACT NAME: Debbie Floyd-Snoek	
	PHONE (A/C, No, Ext): 248-348-8200	FAX (A/C, No): 248-675-2218
E-MAIL ADDRESS: certificates@fdigroup.com		
INSURER(S) AFFORDING COVERAGE		NAIC #
INSURED Signature Associates Inc. One Towne Square, Suite 1200 Southfield MI 48076	INSURER A: West Bend Mutual Insurance Co.	
	INSURER B: Westchester Surplus Lines Ins	
	INSURER C:	
	INSURER D:	
	INSURER E:	
INSURER F:		

COVERAGES

CERTIFICATE NUMBER: 2029890020

REVISION NUMBER:

THIS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.

INSR LTR	TYPE OF INSURANCE	ADDL INSD	SUBR WVD	POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMITS
A	<input checked="" type="checkbox"/> COMMERCIAL GENERAL LIABILITY <input type="checkbox"/> CLAIMS-MADE <input checked="" type="checkbox"/> OCCUR GEN'L AGGREGATE LIMIT APPLIES PER: <input type="checkbox"/> POLICY <input type="checkbox"/> PRO-JECT <input type="checkbox"/> LOC OTHER:	Y		A633277	7/24/2022	7/24/2023	EACH OCCURRENCE \$ 1,000,000 DAMAGE TO RENTED PREMISES (Ea occurrence) \$ 300,000 MED EXP (Any one person) \$ 10,000 PERSONAL & ADV INJURY \$ 1,000,000 GENERAL AGGREGATE \$ 2,000,000 PRODUCTS - COMP/OP AGG \$ 2,000,000 \$
A	AUTOMOBILE LIABILITY <input type="checkbox"/> ANY AUTO <input type="checkbox"/> OWNED AUTOS ONLY <input type="checkbox"/> SCHEDULED AUTOS <input checked="" type="checkbox"/> HIRED AUTOS ONLY <input checked="" type="checkbox"/> NON-OWNED AUTOS ONLY			A633277	7/24/2022	7/24/2023	COMBINED SINGLE LIMIT (Ea accident) \$ 1,000,000 BODILY INJURY (Per person) \$ BODILY INJURY (Per accident) \$ PROPERTY DAMAGE (Per accident) \$ \$
A	<input checked="" type="checkbox"/> UMBRELLA LIAB <input checked="" type="checkbox"/> OCCUR <input type="checkbox"/> EXCESS LIAB <input type="checkbox"/> CLAIMS-MADE DED <input checked="" type="checkbox"/> RETENTION \$ 0			A633277	7/24/2022	7/24/2023	EACH OCCURRENCE \$ 5,000,000 AGGREGATE \$ 5,000,000 \$
A	WORKERS COMPENSATION AND EMPLOYERS' LIABILITY ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? (Mandatory in NH) If yes, describe under DESCRIPTION OF OPERATIONS below	Y/N	N/A	A633285	7/24/2022	7/24/2023	<input checked="" type="checkbox"/> PER STATUTE <input type="checkbox"/> OTH-ER E.L. EACH ACCIDENT \$ 1,000,000 E.L. DISEASE - EA EMPLOYEE \$ 1,000,000 E.L. DISEASE - POLICY LIMIT \$ 1,000,000
B				G73519056001	8/24/2022	8/24/2023	Limit Deductible 3,000,000 200,000

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (ACORD 101, Additional Remarks Schedule, may be attached if more space is required)

CERTIFICATE HOLDER

CANCELLATION

Signature Associates, Inc.
 One Towne Square, #1200
 Southfield MI 48076
 USA

SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS.

AUTHORIZED REPRESENTATIVE

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SELECT EXCLUSIVE CLIENTS



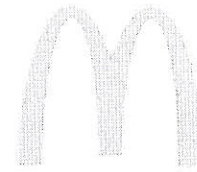
**SIGNATURE
ASSOCIATES**
KNOW SIGNATURE | KNOW RESULTS

SELECT EXCLUSIVE CLIENTS

EMAGINE
THE MAGIC OF MOVIES & MORE



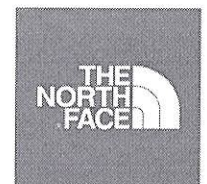
SKECHERS



(PREFERRED BROKER)



BatteriesPlus+
(FRANCHISEE)



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CONNECT WITH US:



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WORLDWIDE REAL ESTATE SERVICES

QUALIFICATIONS AND EXPERIENCE



BRUCE D. BAJA

Director of Retail Division | Vice President | Principal

bbaja@signatureassociates.com

Direct: (248) 799 3177 | Mobile: (313) 492 0957

EXPERIENCE

As the founder and Director of the Retail Division, as well as a Vice President and Principal of Signature Associates, Bruce specializes in representing national and regional retailers, landlords, developers, and investors in the sale and leasing of freestanding properties, all types of shopping centers, multi-parcel land assemblages, investment sales, and development opportunities.

With more than 25 years of experience in the industry, Bruce has been involved in all aspects of the real estate transaction and has lengthy relationships with many national retailers such as Panera Bread, with whom he has worked for almost 20 years, assisting the brand with their growth across Michigan. The length of his relationships is a tribute to the trust and faith his clients have in him. He has also become a specialist in designing rollout and expansion plans for existing retailers as well as those looking to enter the Michigan and Northern Ohio markets. He combines his extensive industry knowledge, relationships, earnest work ethic, creativity, and ultimate drive to succeed with Signature Associates' many resources, always striving to provide clients with precisely what they need.

PROFESSIONAL AFFILIATIONS AND EDUCATION

Bachelor of Business Administration in both Finance and Economics, University of Michigan

CoStar Power Broker

Member, Southern Wayne County Chamber of Commerce

Member, Dearborn Chamber of Commerce

Member, International Council of Shopping Centers (ICSC)

Member, Commercial Board of Realtors (CBOR)

Member, Dearborn Country Club

Member, University of Michigan Alumni Association

Selected by Panera Bread as their 2020 Top National Broker Mother Bread winner

PARTIAL CLIENT LIST

- | | | |
|--------------------------|------------------------|------------------------------------|
| • AAA | • Del Taco | • Nothing Bundt Cakes |
| • Advance Auto Parts | • Fifth Third Bank | • Olga's Kitchen |
| • Allen Park DDA | • Ford Land | • Panera Bread |
| • Applebee's Grill & Bar | • Germack Pistachio Co | • Pei Wei |
| • Aqua-Tots | • Greenway Auto Wash | • Rocky Mountain Chocolate Factory |
| • ATI Physical Therapy | • Little Caesars | • Sola Salon Studios |
| • Banfield Pet Hospital | • Lum'ais | • Skechers |
| • BatteriesPlus+ | • Marshall Music | • The NorthFace |
| • Black Rock Bar & Grill | • McDonald's | • Westborn Market |
| • Caribou Coffee | • Mochi Dough | |
| • CarMax | • MOD Pizza | |



JUSTIN W. GAFFREY

Senior Associate | Retail Division

jgaffrey@signatureassociates.com

Direct: (248) 799 3143 | Mobile: (734) 341 9950

EXPERIENCE

Justin is a member of Signature Associates' Retail Division. His primary market area consists of the Southwest suburbs of Detroit. His ability to understand client's goals and formulate efficient strategies to achieve them allows him to uncover unique opportunities for his real estate clients. Prior to joining Signature, he spent six years as a Financial Advisor assisting his clients with all aspects of their finance.

PROFESSIONAL AFFILIATIONS AND EDUCATION

Graduate, University of Michigan

Member, Southern Wayne County Chamber of Commerce

Member, International Council of Shopping Centers

Member, Commercial Board of Realtors (CBOR)

CLIENT LIST

- Atlas Oil
- Bank of America
- City of Wayne
- Del Taco
- Educational Services of America
- Fanatic-U
- Focus Business Solutions
- MOD Pizza
- MJC Company
- Modern Skate and Surf
- Monroe Bank and Trust
- Olga's Kitchen
- Public Service Credit Union
- Subway
- Tim Horton's
- Trillium Services
- Westland, Romulus, and Lincoln Park School Districts

EXAMPLES OF OTHER COMMERCIAL PROPERTIES SOLD

1 15032-15040 Fort St

SOLD

Southgate, MI 48195

Wayne



Sale Date **Nov 22, 2022**

Sale Price **\$280,000**

Price/SF **\$71.03**

Parcels **53-014-99-0011-001**

Comp ID **6219059**

Comp Status **Research Complete**

Type **2 Star Retail**
Year Built **1950; Renov 2020**
GLA **3,942 SF**
Land Acres **0.31 AC**
Land SF **13,504 SF**
Zoning **C2**

2 Dix Hwy - Northline Road

SOLD

Southgate, MI 48195

Wayne



Sale Date **Apr 29, 2022**

Sale Price **Not Disclosed**

Parcels **53-009-03-0528-001**

Comp ID **5980566**

Comp Status **Research Complete**

Type **2 Star Land**
Land Acres **0.96 AC**
Land SF **41,818 SF**
Zoning **C-2**

3 13247 Dix Toledo Rd

SOLD

Southgate, MI 48195

Wayne

Recorded Seller **Southgate Ventures Llc**
21745 W 8 Mile Rd
Detroit, MI 48075
(248) 350-2109 (p)

True Seller **Southgate Ventures Llc**
21745 W 8 Mile Rd
Detroit, MI 48075
(248) 350-2109 (p)



Sale Date **Dec 17, 2021**

Sale Price **\$125,000**

Price/SF **\$156.25**

Parcels **53-009-03-0526-000**

Comp ID **5829917**

Comp Status **Research Complete**

Type **3 Star Retail Freestanding**
Year Built **1948; Renov 2005**
GLA **800 SF**
Land Acres **0.09 AC**
Land SF **3,920 SF**
Zoning **C-2 General Business**

4 12700 Reeck Rd

SOLD

Southgate, MI 48195

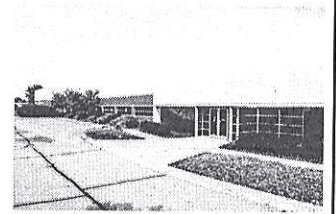
Recorded Buyer **VTI Minnesota, LLC**
3333 Grant St
Gary, IN 46408
(866) 270-0065 (p)

True Buyer **Lloyd Verduyn**
3333 Grant St
Gary, IN 46408
(239) 220-2333 (p)

Wayne

Recorded Seller **Chaffee Realty, LLC**

True Seller **Charles Nalbandian**
61370 Crown Point Dr
Washington, MI 48094
(734) 665-0361 (p)



Sale Date **Oct 28, 2021**

Sale Price **\$6,300,000**

Price/SF **\$57.33**

Parcels **53-004-99-0017-002, 53-004-99-0017-003**

Comp ID **5754663**

Comp Status **Research Complete**

Type **3 Star Industrial Warehouse**

Year Built **1972**

RBA **109,881 SF**

Land Acres **8.84 AC**

Land SF **385,070 SF**

Zoning **I-1**

5 13757-13761 Dix Toledo Rd

SOLD

Southgate, MI 48195

Wayne

Recorded Seller **SJ Lyle, LLC**
18920 Superior
Southgate, MI 48195

True Seller **Sally J. Lyle**
18920 Superior St
Southgate, MI 48195
(734) 281-7978 (p)



Sale Date **Nov 9, 2020**

Sale Price **\$250,000**

Price/SF **\$71.43**

Parcels **53-010-02-0244-000**

Comp ID **5289415**

Comp Status **Research Complete - New Info**

Type **2 Star Retail Freestanding**

Year Built **1951**

GLA **3,500 SF**

Land Acres **0.20 AC**

Land SF **8,712 SF**

Zoning **C-2**

6 14791 Eureka Rd

SOLD

Southgate, MI 48195

Wayne

Recorded Seller **14791 Eureka Llc**
15041 Burton St
Oak Park, MI 48237

True Seller **J & M Realty Co**
15041 Burton St
Oak Park, MI 48237
(248) 761-0545 (p)



Sale Date **Oct 29, 2020**

Sale Price **\$522,000**

Price/SF **\$175.76**

Parcels **53-026-99-0001-003**

Comp ID **5277201**

Comp Status **Research Complete - New Info**

Type **3 Star Retail Fast Food**

Year Built **1987**

GLA **2,970 SF**

Land Acres **0.65 AC**

Land SF **28,314 SF**

Zoning **C-2**

7 15755 Northline Rd

SOLD

Southgate, MI 48195

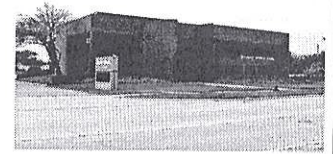
Wayne

Recorded Buyer **Reyna Holdings LLC**
1166 McKinley St
Wyandotte, MI 48192
(313) 415-6162 (p)

Recorded Seller **Westminister Llc**
12815 S Harbor Pointe Dr
Traverse City, MI 49684
(248) 496-2679 (p)

True Buyer **Reyna Holdings LLC**
1166 McKinley St
Wyandotte, MI 48192
(313) 415-6162 (p)

True Seller **Stockemer & Stockemer LLC**
Rochester, MI 48308
(231) 941-2278 (p)



Sale Date **Mar 19, 2020**
Sale Price **\$900,000**
Price/SF **\$109.06**

Type **3 Star Office**
Year Built **1979**
RBA **8,252 SF**
Land Acres **2.31 AC**
Land SF **100,624 SF**
Zoning **RO OFFICE**

Parcels **53-013-99-0002-001**
Comp ID **5094625**
Comp Status **Research Complete**

8 15975 Eureka Rd - 15975 Eureka Road

SOLD

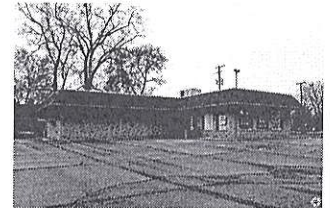
Southgate, MI 48195

Wayne

Sale Date **Jun 20, 2019**
Sale Price **\$260,000**
Price/SF **\$119.98**

Type **2 Star Office**
Year Built **1981**
RBA **2,167 SF**
Land Acres **0.46 AC**
Land SF **20,038 SF**
Zoning **C1**

Parcels **53-021-02-0013-000**
Comp ID **4797069**
Comp Status **Research Complete - New Info**



9 19295 Eureka Rd

SOLD

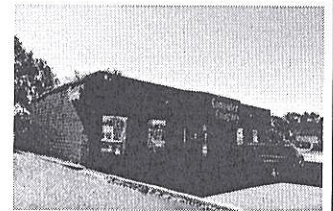
Southgate, MI 48195

Wayne

Sale Date **Dec 12, 2018**
Sale Price **\$200,000**
Price/SF **\$102.20**

Type **2 Star Retail**
Year Built **1989; Renov 1995**
GLA **1,957 SF**
Land Acres **0.19 AC**
Land SF **8,276 SF**
Zoning **C-2**

Parcels **53-022-01-0029-001**
Comp ID **4604210**
Comp Status **Research Complete**



10 15261 Trenton Rd - 15261 Trenton Road

SOLD

Southgate, MI 48195

Wayne

Recorded Buyer **Downriver Community Federal Credit U...**
1262 Dix Hwy
Lincoln Park, MI 48146
(800) 837-1080 (p)

Recorded Seller **600 Trenton LLC**
16701 Village Vizcaya Pl
Delray Beach, FL 33446



True Buyer **Downriver Community Federal Credit U...**
1262 Dix Hwy
Lincoln Park, MI 48146
(800) 837-1080 (p)

Sale Date **Aug 8, 2018**
Sale Price **\$700,000**
Price/AC Land **\$217,392**

Type **2 Star Land**
Land Acres **3.22 AC**
Land SF **140,263 SF**
Zoning **C-2**
Sale Condition **Ground Lease (Leasehold)**

Parcels **53-025-99-0009-709**
Comp ID **4474630**
Comp Status **Research Complete**

11 Pennsylvania Rd

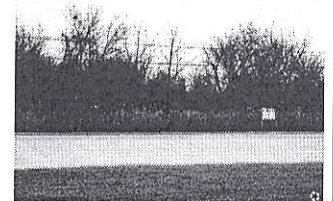
SOLD

Southgate, MI 48195

Wayne

Recorded Buyer **Riverview Plaza Partners, LLC**

Recorded Seller **Solo World Properties LLC**
13725 Pennsylvania Rd
Riverview, MI 48193



Sale Date **Jun 6, 2016**
Sale Price **\$90,000**
Price/AC Land **\$195,648**

Type **2 Star Land**
Land Acres **0.46 AC**
Land SF **20,038 SF**
Zoning **C-2**

Parcels **51-001-99-0001-711**
Comp ID **3834732**
Comp Status **Research Complete - Closed By System**

12 14600 Pennsylvania Rd

SOLD

Southgate, MI 48195

Wayne

Recorded Buyer **Flemming Group LLC**
797 Harrison St
Canton, MI 48188

Recorded Seller **Richardson Richard P Jr & Karen**



Sale Date **Apr 18, 2016**
Sale Price **\$335,000**
Price/SF **\$67.00**

Type **2 Star Office**
Year Built **1993**
RBA **5,000 SF**
Land Acres **1.07 AC**
Land SF **46,609 SF**
Zoning **RO-1**

Parcels **53-027-01-0002-300**
Comp ID **3626439**
Comp Status **Research Complete**

13 12801 Allen Rd

SOLD

Southgate, MI 48195

Recorded Buyer **Diamond Development Properties LLC**
450 W 4th St
Royal Oak, MI 48067

True Buyer **American Landscape Management, Inc.**
42400 Grand River Ave
Novi, MI 48375
(248) 735-4800 (p)

Wayne
Recorded Seller **Robert J Waldecker**
12801 Allen Rd
Southgate, MI 48195
(734) 783-3517 (p)

Recorded Seller **Sandra Burbank**
True Seller **Robert J Waldecker**
12801 Allen Rd
Southgate, MI 48195
(734) 783-3517 (p)



Sale Date **Sep 4, 2014**
Sale Price **\$205,000**
Price/SF **\$64.06**

Parcels **53-004-01-0001-302**
Comp ID **3114405**
Comp Status **Research Complete**

Type **2 Star Retail Auto Dealership**
GLA **3,200 SF**
Land Acres **2.44 AC**
Land SF **106,286 SF**
Zoning **C-2**

14 15060 Eureka Rd

SOLD

Southgate, MI 48195

Recorded Buyer **Southgate Investment Group LLC**
18400 Tara Dr
Clinton Township, MI 48036

True Buyer **Peter N. Zingas**
18400 Tara Dr
Clinton Township, MI 48036
(586) 954-2929 (p)

Wayne
Recorded Seller **Little Caesar Entertainment**



Sale Date **Apr 14, 2014**
Sale Price **\$650,000**
Price/SF **\$54.10**

Parcels **53-011-99-0009-000, 53-011-99-0012-001, 53-011-99-0014-000**
Comp ID **3023335**
Comp Status **Research Complete**

Type **2 Star Retail Freestanding**
Year Built **1982; Renov 1994**
GLA **12,014 SF**
Land Acres **2.51 AC**
Land SF **109,336 SF**
Zoning **C-1**

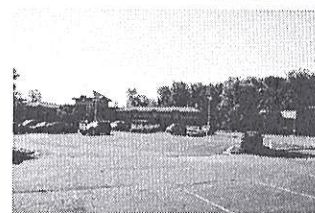
15 16035-16215 Dix Toledo Rd - Southgate Crossing

SOLD

Southgate, MI 48195

Recorded Buyer **TTK Southgate LLC**
7362 Rafford Ln
West Bloomfield, MI 48322

Wayne
Recorded Seller **Huntington Natl Bk**
41 S High St
Columbus, OH 43215
True Seller **Huntington Natl Bk**
41 S High St
Columbus, OH 43215



Sale Date **Jun 28, 2013**
Sale Price **\$600,000**
Price/SF **\$25.00**

Parcels **53-022-99-0014-701**
Comp ID **2814810**
Comp Status **Research Complete**

Type **3 Star Retail Freestanding (Strip Center)**
Year Built **2002**
GLA **24,000 SF**
Land Acres **3.38 AC**
Land SF **147,233 SF**
Zoning **C-2**
Sale Condition **REO Sale**

16 14336 Eureka Rd - Payless Shoe Source

SOLD

Southgate, MI 48195

Wayne

Recorded Buyer **Vision Holdings Of Michigan**
In
14336 Eureka Rd
Southgate, MI 48195

Recorded Seller **Hawkins R C & A J Trust 911**
True Seller **Hawkins R C & A J Trust 911**

True Buyer **Samer Salami**
24330 Ann Arbor Trl
Dearborn Heights, MI 48127
(313) 220-1221 (p)



Sale Date **Nov 16, 2012**
Sale Price **\$325,000**
Price/SF **\$74.71**

Type **1 Star Retail Freestanding**
Year Built **1969**
GLA **4,350 SF**
Land Acres **0.46 AC**
Land SF **20,038 SF**
Zoning **C-2**

Parcels **53-012-01-0141-002**
Comp ID **2625947**
Comp Status **Research Complete**

17 12801 Allen Rd

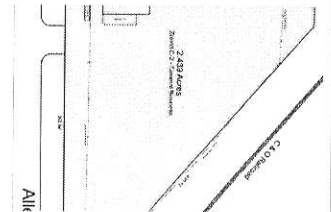
SOLD

Southgate, MI 48195

Wayne

Recorded Buyer **Robert J Waldecker**
23145 Merriman Rd
New Boston, MI 48164
(734) 782-2054 (p)

Recorded Seller **Burbank Sandra A**
(734) 622-0052 (p)



Sale Date **Jul 27, 2012**
Sale Price **\$150,000**
Price/SF **\$15.00**

Type **2 Star Retail Garden Center**
GLA **10,000 SF**
Land Acres **2.44 AC**
Land SF **106,286 SF**
Zoning **C-2**

Parcels **53-004-01-0001-302**
Comp ID **2851902**
Comp Status **Research Complete**

18 12801 Allen Rd

SOLD

Southgate, MI 48195

Wayne

Recorded Buyer **Robert J Waldecker**
12801 Allen Rd
Southgate, MI 48195
(734) 783-3517 (p)

Recorded Seller **Burbank Sandra A**
7454 W Liberty Rd
Ann Arbor, MI 48103
(734) 622-0052 (p)

True Buyer **Robert J Waldecker**
12801 Allen Rd
Southgate, MI 48195
(734) 783-3517 (p)

True Seller **Burbank Sandra A**
7454 W Liberty Rd
Ann Arbor, MI 48103
(734) 622-0052 (p)



Sale Date **Jul 27, 2012**
Sale Price **\$150,000**
Price/SF **\$46.88**

Type **2 Star Retail Auto Dealership**
GLA **3,200 SF**
Land Acres **2.44 AC**
Land SF **106,286 SF**
Zoning **C-2**
Sale Condition **Land Contract**

Parcels **53-004-01-0001-302**
Comp ID **2565678**
Comp Status **Research Complete**

19 19014 Eureka Rd

SOLD

Southgate, MI 48195

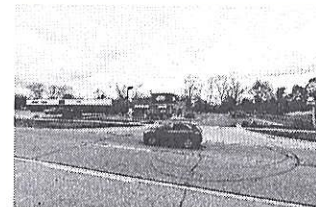
Recorded Buyer **11SG LLC**
27085 Gratiot Ave
Roseville, MI 48066

True Buyer **Michigan Home Builders, Inc.**
27085-27087 Gratiot Ave
Roseville, MI 48066
(586) 872-2263 (p)

Wayne

Recorded Seller **T & T Property Management LLC**
33 Hiram St
Lake Orion, MI 48360

True Seller **Innovative Wealth Strategies**
33 Hiram St
Lake Orion, MI 48360
(248) 391-8399 (p)



Sale Date **May 16, 2012**
Sale Price **\$200,000**
Price/AC Land **\$217,392**

Parcels **53-015-99-0064-000**
Comp ID **2311102**
Comp Status **Research Complete**

Type **2 Star Land**
Land Acres **0.92 AC**
Land SF **40,075 SF**
Zoning **C-2**

20 Pullman St

SOLD

Southgate, MI 48195

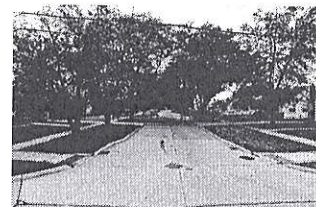
Recorded Buyer **Fort One Stop LLC**
13230 Fort St
Southgate, MI 48195

True Buyer **Houseein Chehade**
13230 Fort St
Southgate, MI 48195

Wayne

Recorded Seller **Mya's Inc**
13230 Fort St
Southgate, MI 48195

True Seller **Mya's Inc**
13230 Fort St
Southgate, MI 48195



Sale Date **Mar 14, 2012**
Sale Price **Not Disclosed**

Parcels **53-017-03-1294-302**
Comp ID **2276830**
Comp Status **Research Complete**

Type **2 Star Land**
Land Acres **0.10 AC**
Land SF **4,559 SF**
Zoning **Commercial**
Sale Condition **Distress Sale, Court Appointed Sale**

21 13230 Fort St

SOLD

Southgate, MI 48195

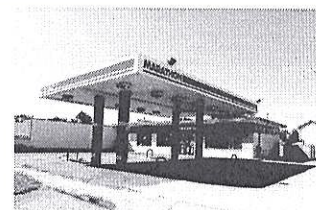
Recorded Buyer **Fort One Stop LLC**
13230 Fort St
Southgate, MI 48195

True Buyer **Houseein Chehade**
13230 Fort St
Southgate, MI 48195

Wayne

Recorded Seller **Mya's Inc**
13230 Fort St
Southgate, MI 48195

True Seller **Mya's Inc**
13230 Fort St
Southgate, MI 48195



Sale Date **Mar 14, 2012**
Sale Price **Not Disclosed**

Parcels **53-017-02-0072-300**
Comp ID **2276830**
Comp Status **Research Complete**

Type **1 Star Retail Service Station**
Year Built **1959; Renov 2007**
GLA **4,000 SF**
Land Acres **0.34 AC**
Land SF **14,810 SF**
Zoning **Commercial**
Sale Condition **Distress Sale, Court Appointed Sale**

22 15150 Fort St

SOLD

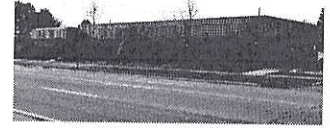
Southgate, MI 48195

Recorded Buyer **15150 Fort Street, LLC**
13460 Fort St
Southgate, MI 48195

True Buyer **Downriver Heart & Vascular**
13460 Fort St
Southgate, MI 48195
(734) 282-4800 (p)

Wayne

Recorded Seller **ACG AAA Michigan**
1 Auto Club Dr
Dearborn, MI 48126



Sale Date **Jun 24, 2011**

Sale Price **\$500,000**

Price/SF **\$59.85**

Parcels **53-019-02-0288-000**

Comp ID **2135404**

Comp Status **Research Complete**

Type **2 Star Office**
RBA **8,354 SF**
Land Acres **0.54 AC**
Land SF **23,522 SF**
Zoning **C-1**

23 14523 Northline Rd - Woman Care/Downriver Surgical Center

SOLD

Southgate, MI 48195

Recorded Buyer **A & A Medical Properties LLC**
34405 W 12 Mile Rd
Farmington Hills, MI 48331

True Buyer **Urgent Care Management**
34405 W 12 Mile Rd
Farmington Hills, MI 48331
(248) 957-7999 (p)

Wayne

Recorded Seller **Abraham Alberto Hodari Ir-revocable M...**
28505 Southfield Rd
Lathrup Village, MI 48076

True Seller **Women Care**
28505 Southfield Rd
Lathrup Village, MI 48076
(248) 569-7010 (p)



Sale Date **Apr 7, 2011**

Sale Price **\$295,000**

Price/SF **\$61.20**

Parcels **53-010-01-0001-000**

Comp ID **2087311**

Comp Status **Research Complete**

Type **2 Star Office**
Year Built **1979**
RBA **4,820 SF**
Land Acres **0.30 AC**
Land SF **12,981 SF**

24 15055 Allen Rd - 15055 Allen Road

SOLD

Southgate, MI 48195

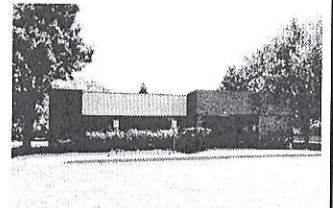
Recorded Buyer **Hanan H Khalil**
8 Hampton Ct
Dearborn, MI 48124
(313) 928-0697 (p)

True Buyer **Hanan H Khalil**
8 Hampton Ct
Dearborn, MI 48124
(313) 928-0697 (p)

Wayne

Recorded Seller **Ambrose J. Rouble Living Trust**
15055 Allen Rd
Southgate, MI 48195

True Seller **Ambrose J. Rouble**
15055 Allen Rd
Southgate, MI 48195
(734) 282-9533 (p)



Sale Date **Jan 19, 2011**

Sale Price **Not Disclosed**

Parcels **53-022-01-0019-000**

Comp ID **2036308**

Comp Status **Research Complete**

Type **3 Star Retail Day Care Center**
Year Built **1979**
GLA **2,918 SF**
Land Acres **1.26 AC**
Land SF **54,886 SF**
Zoning **C-2**
Sale Condition **Land Contract**

25 Reeck Rd - Vacant Land

SOLD

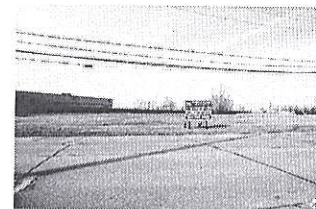
Southgate, MI 48195

Recorded Buyer **TOM GASSO**
17201 Northline Rd
Southgate, MI 48195
(734) 283-4400 (p)

True Buyer **TOM GASSO**
17201 Northline Rd
Southgate, MI 48195
(734) 283-4400 (p)

Wayne

Recorded Seller **Masco Corporation**
12955 Inkster Rd
Livonia, MI 48150
(313) 274-7400 (p)



Sale Date **May 28, 2008**
Sale Price **\$1,075,000**
Price/AC Land **\$89,583**

Type **2 Star Land**
Land Acres **12.00 AC**
Land SF **522,720 SF**
Zoning **M-1**

Parcels **53-004-99-0017-706**
Comp ID **1534307**
Comp Status **Research Complete**

26 13331 Reeck Rd - Library Network Bldg

SOLD

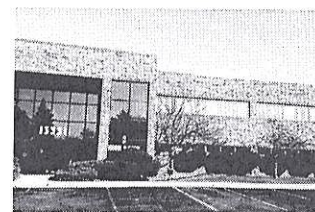
Southgate, MI 48195

Recorded Buyer **Gupta-Southgate LLC**
12701 S Telegraph Rd
Taylor, MI 48180
(313) 389-9950 (p)

Wayne

Recorded Seller **TLN Foundation**
13331 Reeck Rd
Southgate, MI 48195
(734) 281-3830 (p)

True Seller **Library Network**
41365-41367 Vincenti Ct
Novi, MI 48375
(248) 536-3100 (p)



Sale Date **Dec 12, 2007**
Sale Price **Not Disclosed**

Type **2 Star Office**
Year Built **1990**
RBA **25,281 SF**
Land Acres **3.46 AC**
Land SF **150,718 SF**
Zoning **Office**

Parcels **53-013-99-0007-706**
Comp ID **1448011**
Comp Status **Research Complete**

27 11800 Reeck Rd - DistriPlex One

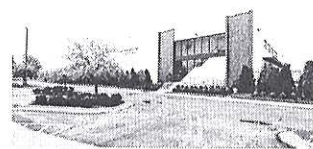
SOLD

Southgate, MI 48195

Recorded Buyer **AJM Packaging Corporation**
4111 Andover Rd
Bloomfield Hills, MI 48302
(248) 901-0040 (p)

Wayne

Recorded Seller **Southgate-Reeck Rd Associates LLC**
840 W Long Lake Rd
Troy, MI 48098
(248) 879-2000 (p)



Rand McNally 4500-A7

Sale Date **May 1, 2006**
Sale Price **\$7,150,000**
Price/SF **\$25.09**

Type **3 Star Industrial Warehouse**
Year Built **1977; Renov 2005**
RBA **285,000 SF**
Land Acres **7.50 AC**
Land SF **326,700 SF**
Zoning **M-1, Southgate**

Parcels **53-003-99-0005-002**
Comp ID **1120112**
Comp Status **Research Complete**

28 14312 Pennsylvania Rd

SOLD

Southgate, MI 48195

Recorded Buyer **Downriver Athletic Club, LLC**
14312 Pennsylvania Rd
Southgate, MI 48195
(248) 855-6500 (p)

Wayne

Recorded Seller **Ali Shami**
7000 Freda St
Dearborn, MI 48126
(313) 582-8397 (p)



Rand McNally 4584-D5

Sale Date **Feb 23, 2006**
Sale Price **\$370,000**
Price/SF **\$148.00**

Parcels **53-028-99-0008-702**
Comp ID **1112077**
Comp Status **Research Complete**

Type **3 Star Retail Freestanding**
Year Built **1968; Renov 2005**
GLA **2,500 SF**
Land Acres **0.80 AC**
Land SF **34,848 SF**
Zoning **C2, Southgate**

29 1 Heritage Pl - Heritage Place

SOLD

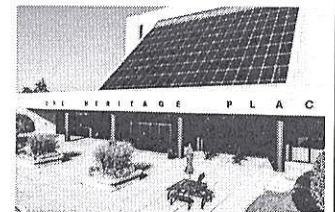
Southgate, MI 48195

Recorded Buyer **One Heritage Place, LLC**
29548 Southfield Rd
Southfield, MI 48076
(248) 557-3800 (p)

Wayne

Recorded Seller **QP Realty, LLC**
2000 Town Center
Southfield, MI 48075
(248) 213-2200 (p)

True Buyer **Arie Leibovitz**
29548 Southfield Rd
Southfield, MI 48076
(248) 557-3800 (p)



Rand McNally 4584-A2

Sale Date **Jul 19, 2004**
Sale Price **\$4,025,000**
Price/SF **\$54.00**
Actual Cap Rate **11.00%**

Parcels **53-005-99-0001-708,**
53-005-99-0001-711, 53-014-99-0003-020
Comp ID **918079**
Comp Status **Research Complete**

Type **3 Star Office**
Year Built **1987**
RBA **74,541 SF**
Land Acres **6.86 AC**
Land SF **298,822 SF**
Zoning **C2, Southgate**
Sale Condition **1031 Exchange**

30 16225 Fort St - Co-op Services Credit Union

SOLD

Southgate, MI 48195

Recorded Buyer **Co-op Services Credit Union**
29550 5 Mile Rd
Livonia, MI 48151
(734) 522-3700 (p)

Wayne

Recorded Seller **Welcome, LLC**
15800 Eureka Rd
Southgate, MI 48195
(734) 626-8778 (p)



Rand McNally 4584-E4

Sale Date **Mar 16, 2004**
Sale Price **\$1,500,000**
Price/AC Land **\$318,472**

Parcels **53-020-01-0396-000**
Comp ID **914398**
Comp Status **Research Complete**

Type **2 Star Land**
Land Acres **4.71 AC**
Land SF **205,167 SF**
Zoning **C-3, Southgate**

31 1 Heritage Pl - Heritage Place

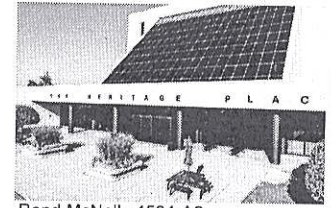
SOLD

Southgate, MI 48195

Recorded Buyer **A&N Investment Company**
1307 Ford Ave
Wyandotte, MI 48192
(734) 283-3222 (p)

Wayne

Recorded Seller **QP Realty, LLC**
2000 Town Center
Southfield, MI 48075
(248) 213-2200 (p)



Rand McNally 4584-A2

Sale Date **Nov 24, 2003**
Sale Price **\$900,000**
Price/SF **\$12.07**

Type **3 Star Office**
Year Built **1987**
RBA **74,541 SF**
Land Acres **6.86 AC**
Land SF **298,822 SF**
Zoning **C2, Southgate**

Parcels **53-005-99-0001-708,**
53-005-99-0001-711, 53-014-99-0003-020
Comp ID **887529**
Comp Status **Research Complete**

32 14801 Dix Toledo Rd - Barczak's Gate House

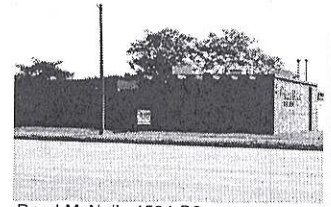
SOLD

Southgate, MI 48195

Recorded Buyer **Melton Motors, Inc.**
15100 Eureka Rd
Southgate, MI 48195
(734) 283-2600 (p)

Wayne

Recorded Seller **Wyandotte Party Pantry**
1932 Ford Ave
Wyandotte, MI 48192
(734) 285-3333 (p)



Rand McNally 4584-B3

Sale Date **May 30, 2003**
Sale Price **\$485,000**
Price/SF **\$57.26**

Type **1 Star Retail Freestanding**
Year Built **1963**
GLA **8,470 SF**
Land Acres **1.65 AC**
Land SF **71,874 SF**
Zoning **C-2, Southgate**

Parcels **53-001-06-1153-000,**
53-011-99-0002-000, 53-011-99-0003-000
Comp ID **842828**
Comp Status **Research Complete**

33 19276 Eureka Rd - Vacant Land

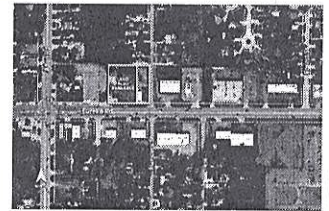
ACTIVE

Southgate, MI 48195

Listing Broker **Signature Associates**
One Towne Sq, Suite 1200
Southfield, MI 48076
(248) 948-9000 (p)

Wayne

Justin Gaffrey
(248) 799-3143 (p)



Price **\$350,000**
On Market **168 Days**
Status **Active**

Sale Type **Investment**
Type **2 Star Land**
Land Acres **0.93 AC**
Land SF **40,511 SF**
Zoning **C-2**

Parcels **53-015-02-0056-000, 53-015-02-0057-000**

34 19218-19246 Eureka Rd

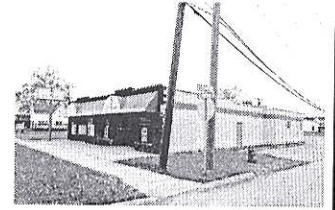
ACTIVE

Southgate, MI 48195

Listing Broker **Signature Associates**
One Towne Sq, Suite 1200
Southfield, MI 48076
(248) 948-9000 (p)

Wayne

Justin Gaffrey
(248) 799-3143 (p)



Price **\$300,000**
Price/SF **\$84.53**
On Market **168 Days**
Status **Active**

Parcels **53-015-02-0058-301**

Sale Type **Owner User**
Type **2 Star Retail Freestanding**
Year Built **1946; Renov 1957**
GLA **3,549 SF**
Land Acres **0.31 AC**
Land SF **13,504 SF**
Zoning **C-2, Southgate**
Conditions **Lease Option**

35 15010 Fort St

ACTIVE

Southgate, MI 48195

Listing Broker **Signature Associates**
One Towne Sq, Suite 1200
Southfield, MI 48076
(248) 948-9000 (p)

Wayne

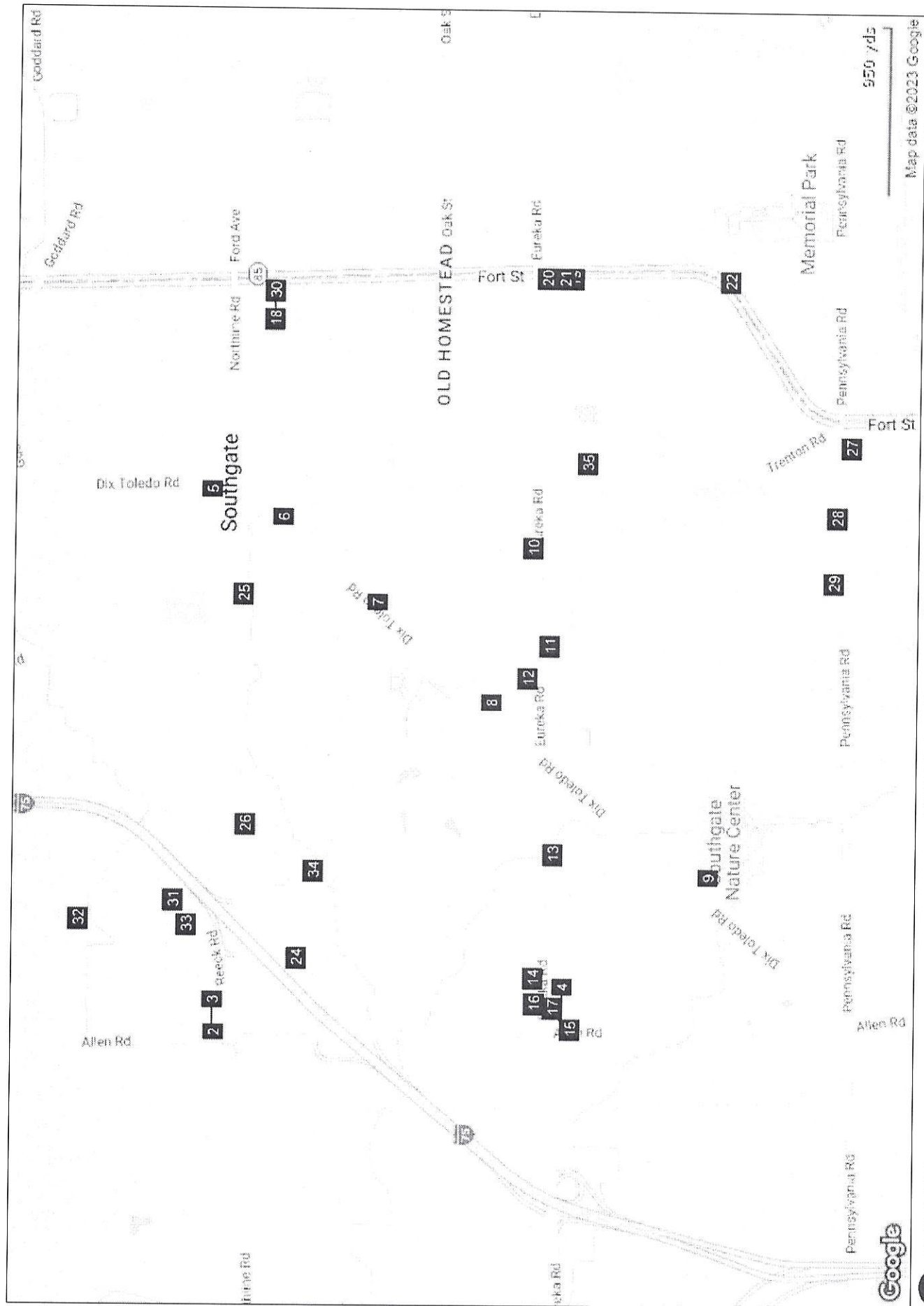
Justin Gaffrey
(248) 799-3143 (p)



Price **\$295,000**
Price/SF **\$124.16**
On Market **214 Days**
Status **Active**

Parcels **53-019-01-0052-001**

Sale Type **Investment or Owner User**
Type **3 Star Retail Freestanding**
Year Built **1965; Renov 2010**
GLA **2,376 SF**
Land Acres **0.08 AC**
Land SF **3,485 SF**
Zoning **C-2**



**PREVIOUS CUSTOMERS
INCLUDING CASE STUDIES**

SAMPLE LISTINGS

REFERENCES



**SIGNATURE
ASSOCIATES**

One Towne Square, Suite 1200
Southfield, MI 48076

1 (248) 948 9000
www.signatureassociates.com

**14791 Eureka Road
Southgate, Michigan**

The owner (contact information below) of a closed Popeye's at 14791 Eureka, Southgate hired Signature Associates to sell the property. Signature found a Dunkin Donut franchisee to purchase the property. It currently operates as a Dunkin/BaskinRobbins.

Seller:

Joseph Nusbaum
(248) 761-0545 (p)
(248) 967-3259 (m)
joseph.nusbaum@msn.com

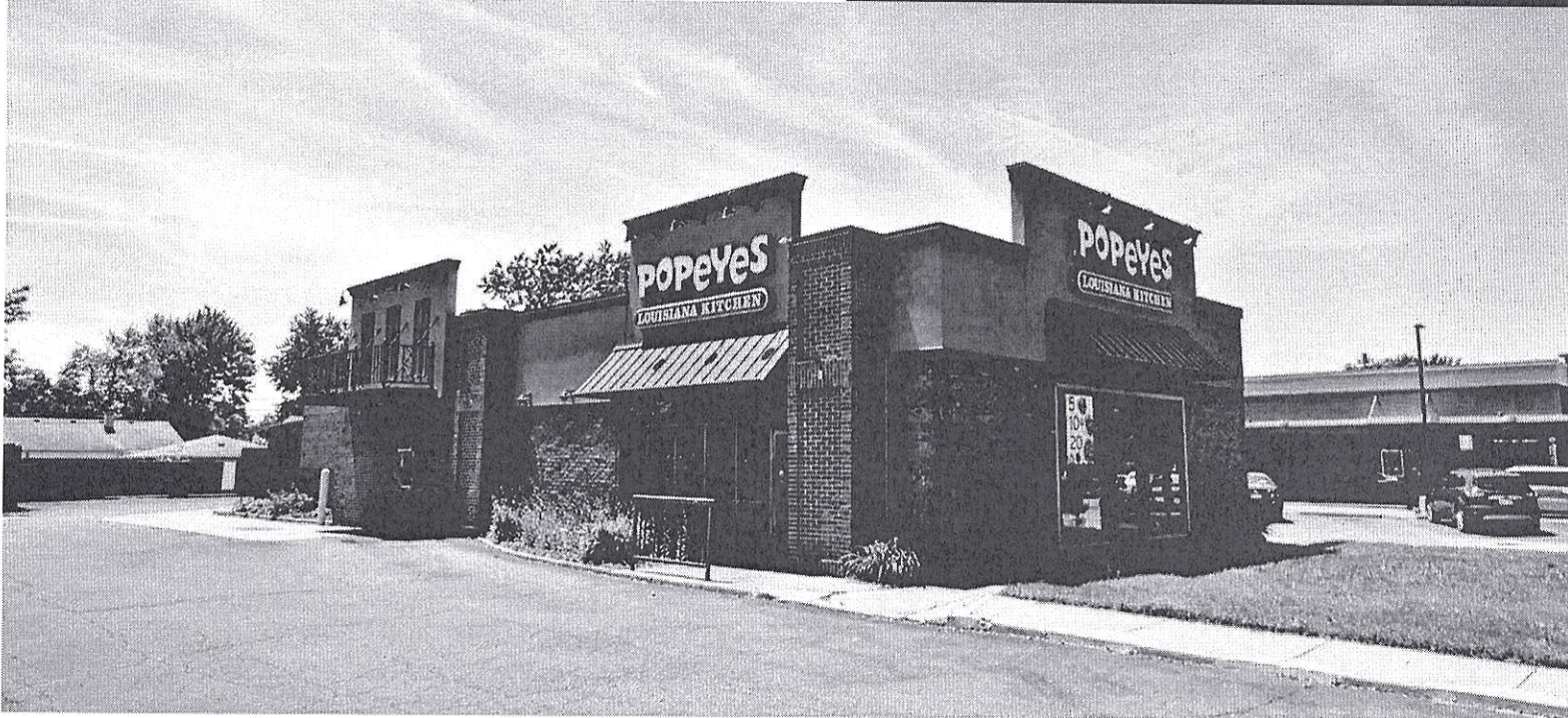
14791 EUREKA ROAD
SOUTHGATE, MICHIGAN



**SIGNATURE
ASSOCIATES**
KNOW SIGNATURE | KNOW RESULTS

RETAIL FOR SALE OR LEASE
2,970 Square Feet Available

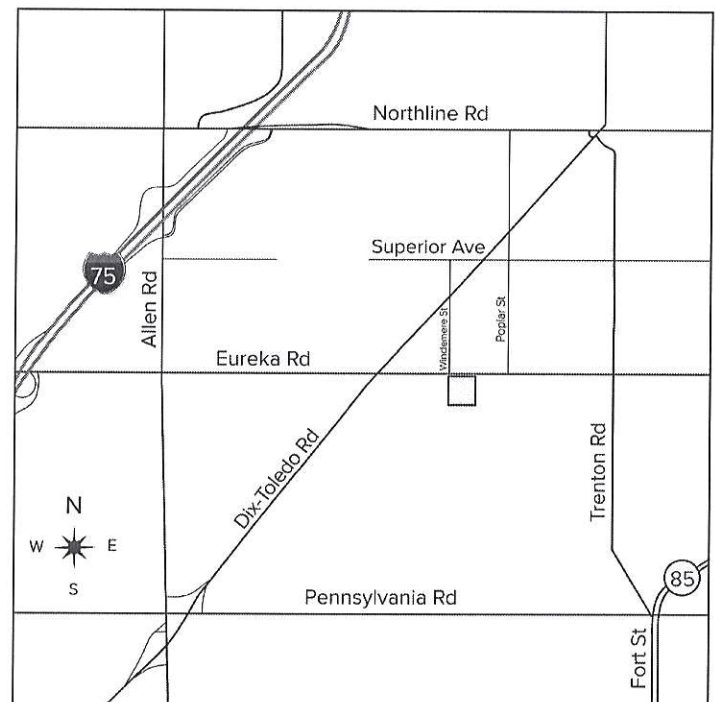
POPEYES



PROPERTY FEATURES

- 2,970 available square feet
- Zoned C-2
- 32 parking spaces
- Lease Rate: \$25.00/sq.ft. NNN
- Sale Price: TBD

Comments: Rare opportunity to lease/buy restaurant with drive-thru on main road. McDonald's, Burger King, and many other national retailers nearby.



For more information, please contact:

JUSTIN GAFFREY
(248) 799 3143
jgaffrey@signatureassociates.com

STEVE GORDON
(248) 948 0101
sgordon@signatureassociates.com

SIGNATURE ASSOCIATES
One Towne Square, Suite 1200
Southfield, MI 48076
www.signatureassociates.com

14791 Eureka Road – Southgate, Michigan

Retail For Sale or Lease

2,970
Square Feet
AVAILABLE



DEMOGRAPHICS

	POPULATION	MED. HH INCOME
1 MILE	16,073	\$63,276
3 MILE	83,729	\$58,717
5 MILE	182,306	\$58,915

TRAFFIC COUNTS (TWO-WAY)

33,740	Eureka Rd. W. of Dix-Toledo Rd. 2-Way
33,160	Eureka Rd. E. of Dix-Toledo Rd. 2-Way
23,347	Dix-Toledo Rd. N. of Eureka Rd. 2-Way
19,380	Dix-Toledo Rd. S. of Eureka Rd. 2-Way



For more information, please contact:

JUSTIN GAFFREY

(248) 799 3143

jgaffrey@signatureassociates.com

STEVE GORDON

(248) 948 0101

sgordon@signatureassociates.com

SIGNATURE ASSOCIATES

One Towne Square, Suite 1200

Southfield, MI 48076

www.signatureassociates.com

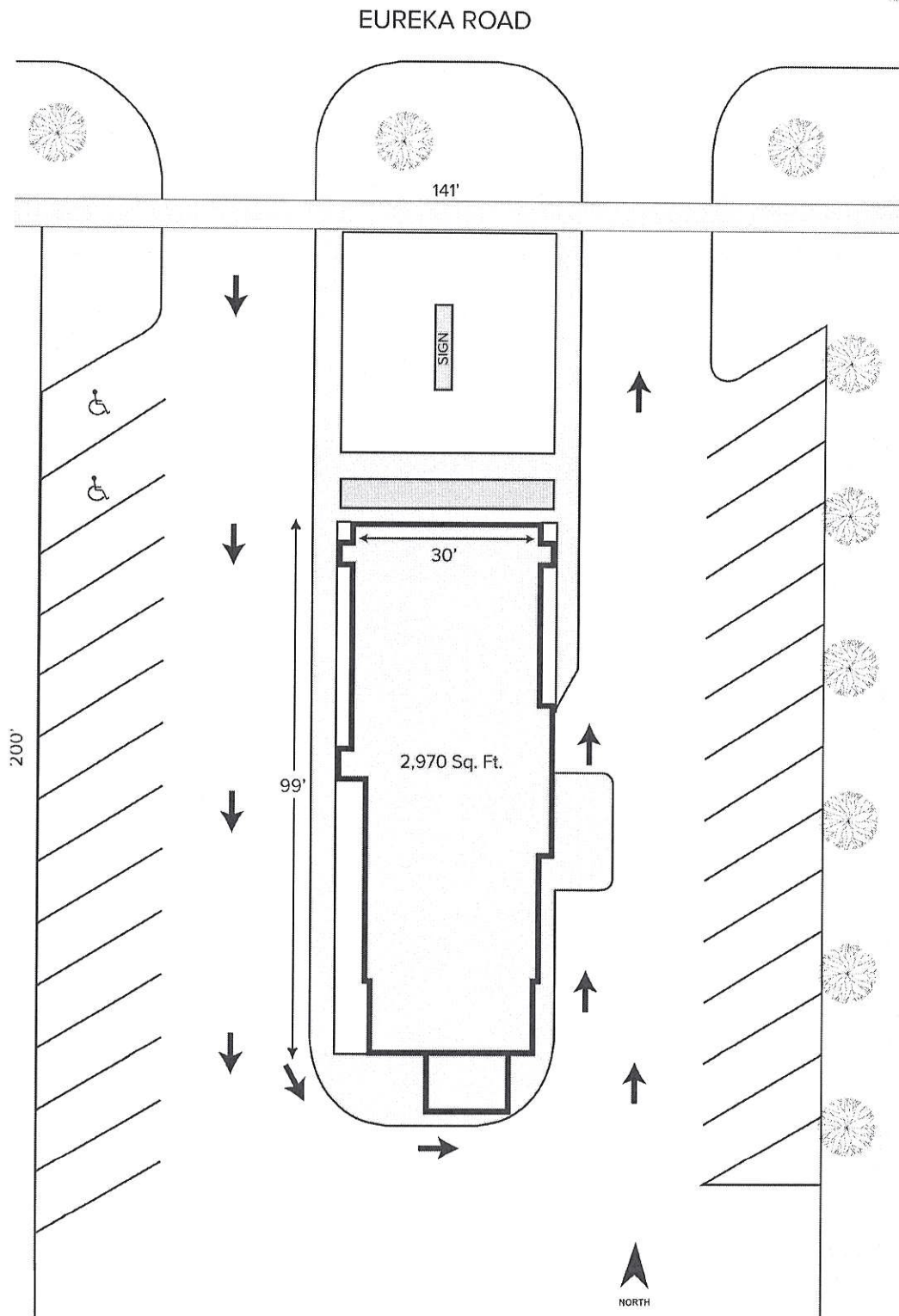
Information is subject to verification and no liability for errors or omissions is assumed. Price is subject to change and listing withdrawal.

14791 Eureka Road – Southgate, Michigan

Retail For Sale or Lease

2,970
Square Feet
AVAILABLE

Site Plan



For more information, please contact:

JUSTIN GAFFREY

(248) 799 3143

jgaffrey@signatureassociates.com

STEVE GORDON

(248) 948 0101

sgordon@signatureassociates.com

SIGNATURE ASSOCIATES

One Towne Square, Suite 1200

Southfield, MI 48076

www.signatureassociates.com

Information is subject to verification and no liability for errors or omissions is assumed. Price is subject to change and listing withdrawal.



**SIGNATURE
ASSOCIATES**

One Towne Square, Suite 1200
Southfield, MI 48076

1 (248) 948 9000
www.signatureassociates.com

**15060 Eureka Road
Southgate, Michigan**

Little Caesars hired Signature Associates to sell a former Caesarland at 15060 Eureka Road in Southgate. Signature Associates found the Buyer (contact information below) and then Pet Supplies Plus as a Tenant.

Buyer:

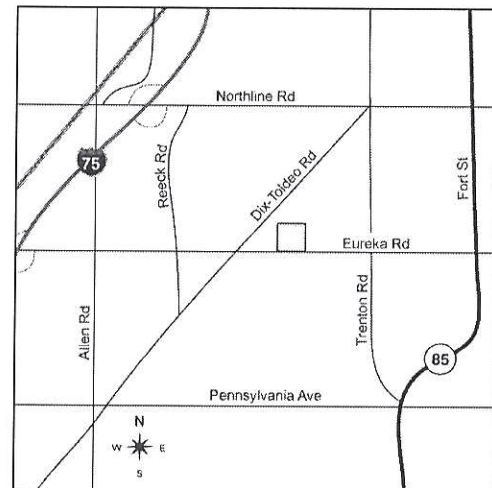
Peter N. Zingas
645 Griswold, Suite 3466
Detroit, MI 48226
(313) 962-6400, ext. 227 (o)
(313) 910-0804 (m)
sszpc.com



General Retail - Commercial

FOR SALE

15060 Eureka Rd. - Southgate, Michigan



Demographics:

	Med. HH Income	Population
1 Mile:	\$50,551	14,342
3 Mile:	\$48,237	93,708
5 Mile:	\$48,480	224,770

Traffic Counts: (Two-Way)

32,700 – Eureka Rd. Btw Fordline & Dix-Toledo
31,700 – Eureka Rd. Btw Dix-Toledo & Reeck Rd.
17,800 – Dix-Toledo Btw Reeck Rd. & Eureka Rd.
23,100 – Dix-Toledo Btw Eureka Rd. & Superior

Information is subject to verification and no liability for errors or omissions is assumed. Price and terms are subject to modification.



General Retail - Commercial

FOR SALE

15060 Eureka Rd. – Southgate, Michigan

Property Information:

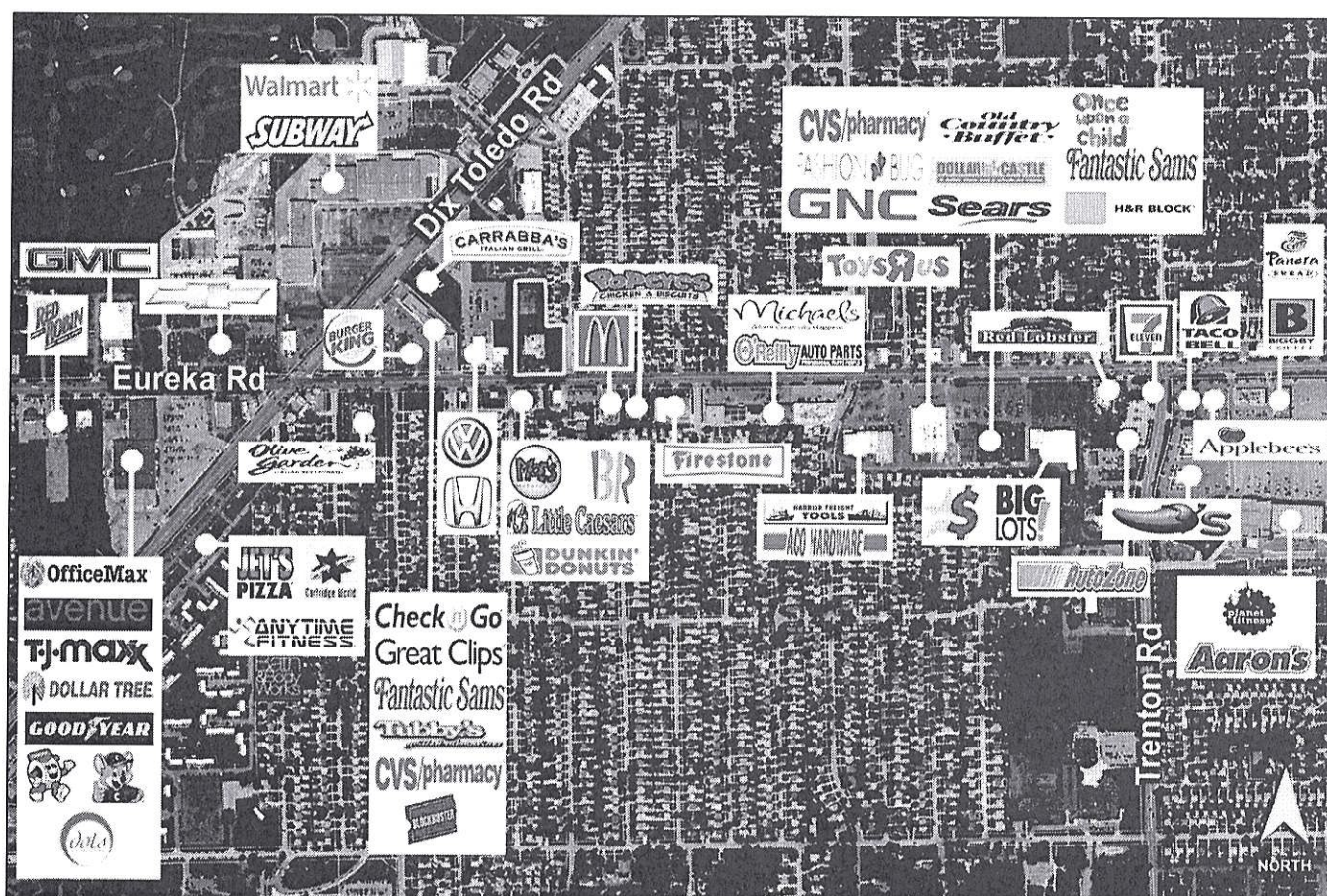
- Total Building Size: 12,014 Sq. Ft.
- Total Available: 12,014 Sq. Ft.
- Ceiling Height: 16'
- Land Size: 2.51 acres
- Taxes (2012): \$32,089.85
- Zoning: C-1
- Year Built / Retrofit: 1982 / 1994
- Parking Spaces: 108

Sale Price

- \$650,000

Comments:

Freestanding 12,014 sq. ft. former Caesarland on 2.51 acre lot located on heavily traveled Eureka Road available for sale. Open floor plan allows for easy conversion to many uses.



For Additional Information Contact:
Bruce Baja / Justin Gaffrey
248.948.9000



CUSHMAN & WAKEFIELD®



SIGNATURE ASSOCIATES
 THE TEAM No Signature. No Results.
 INDEPENDENTLY OWNED AND OPERATED

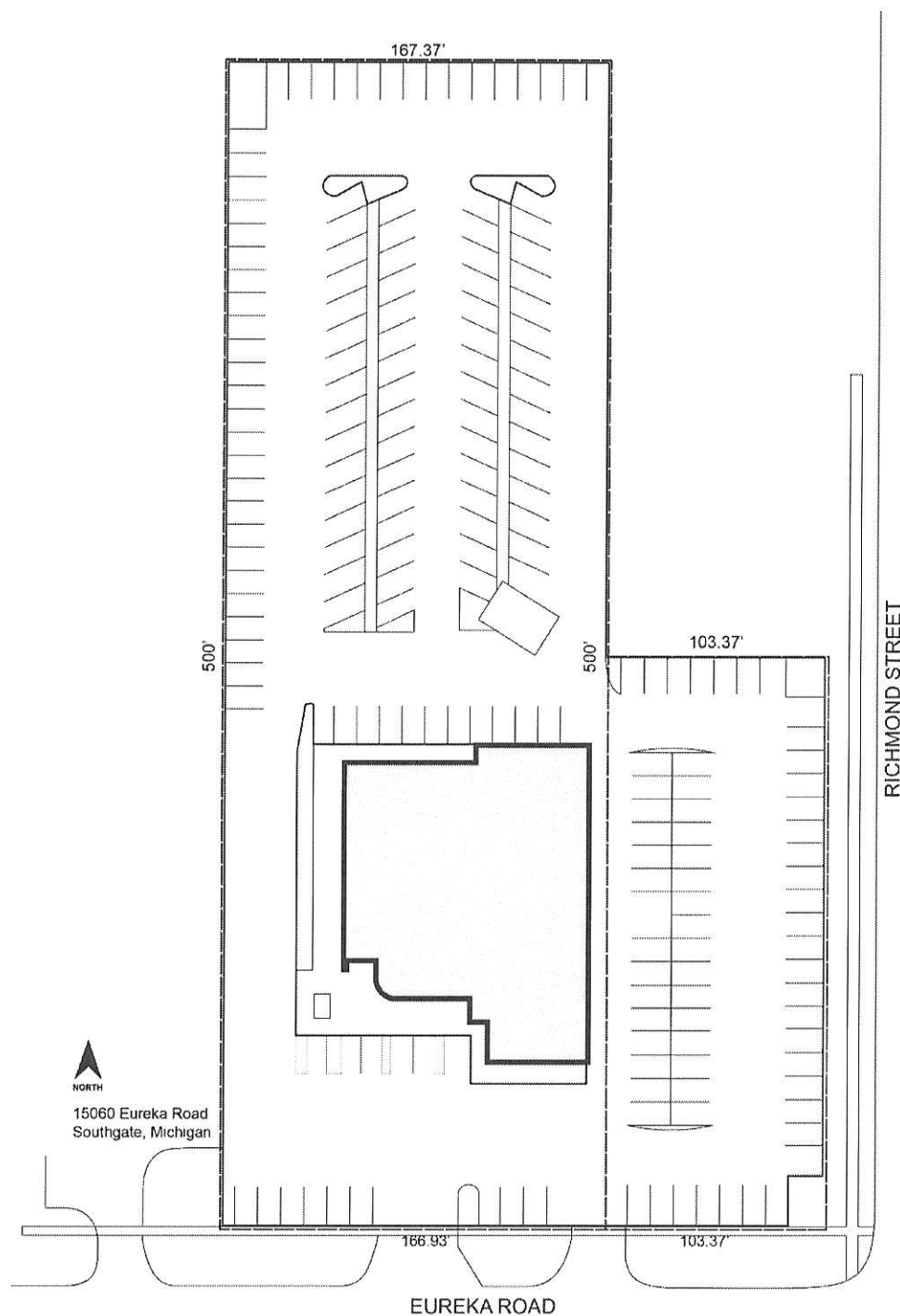
One Towne Square • Suite 1200, Southfield, MI 48076
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General Retail - Commercial

FOR SALE

15060 Eureka Rd. - Southgate, Michigan



For Additional Information Contact:
Bruce Baja / Justin Gaffrey
248.948.9000



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**15261 Trenton Rd.
Southgate, Michigan**

An out-of-state property owner hired Signature Associates to sell 3.2 acres of land at 15261 Trenton, Southgate, Michigan.

The land was sold for \$700,000 (\$217,291 per acre) to Downriver Community Federal Credit Union for construction of a 13,000 sq.ft. 2-story bank with corporate offices and training areas.

Seller:

George Mercer
600 Trenton LLC
16071 Villa Vizcaya Place
Delray Beach, Florida 33446
(248) 457-7120

15261 TRENTON ROAD
SOUTHGATE, MICHIGAN



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LAND FOR SALE

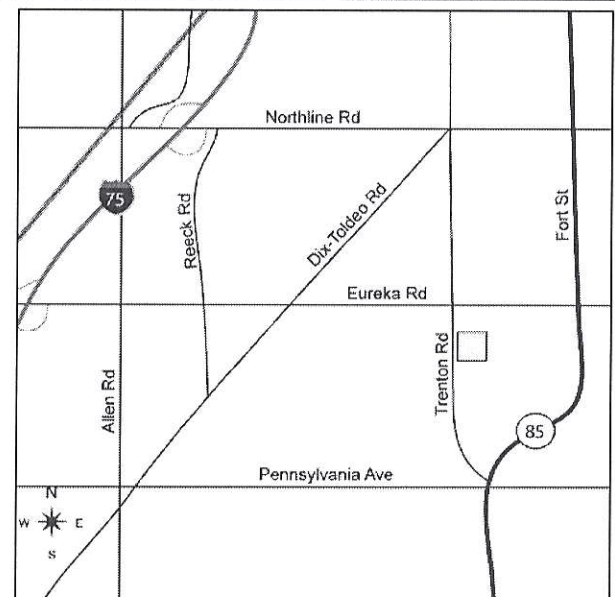
3.22 Acres Available

DEVELOPMENT LAND



PROPERTY FEATURES

- 3.22 acres available
- Zoned C-2
- All utilities at site
- High traffic, high density location
- Join Applebee's, Chili's Old Chicago. Taco Bell and Red Lobster
- 3.22 acres can be purchased, ground lease or build-to-suit
- Sale Price: \$885,000 (\$274,844.72/acre)



For more information, please contact:

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JUSTIN GAFFREY

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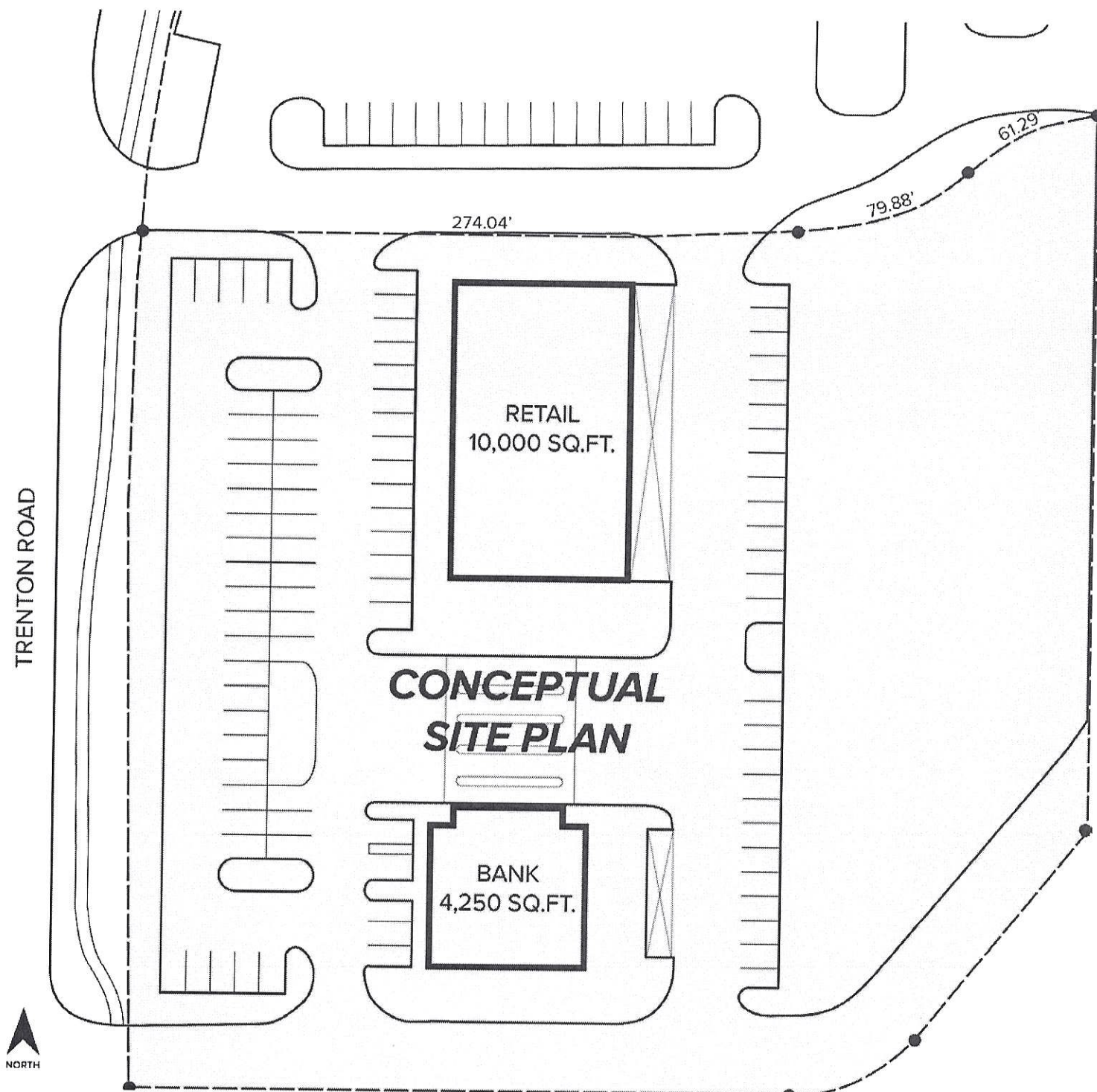
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Information is subject to verification and no liability for errors or omissions is assumed. Price is subject to change and listing withdrawal.

15261 Trenton Road – Southgate, Michigan
Vacant Land For Sale

3.22
ACRES
AVAILABLE

Site Plan



For more information, please contact:

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