



# David J. Abraham, MAI, SRA

MANAGING DIRECTOR | DETROIT Valuation & Advisory Services



[david.abraham@colliers.com](mailto:david.abraham@colliers.com)

## EDUCATION AND QUALIFICATIONS

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

## STATE CERTIFICATION

Michigan  
New York  
Ohio

## CONTACT DETAILS

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## BUSINESS EXPERIENCE

David Abraham serves as the Associate Managing 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, Mr. 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 involving commercial, industrial and residential properties. Mr. 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

## 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

Farm & Ranch Valuation, American Soc. of Farm Managers & Rural Appraisers

Appraising Troubled Properties, AI



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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

### **Recent Testimony**

United States Bankruptcy Court – Eastern District of Michigan, Southern Division

Case No. 17-52483 – Chapter 11

September 13, 2017

In re: Packard Square, LLC

Multifamily

### **Recent Expert Witness Case**

State of Michigan Kalamazoo County Circuit Court

DBD Kazoo, LLC vs. Western Michigan, LLC et al.

Student Housing

### **Retained as Expert Witness in the following courts since 1985**

Lenawee County Circuit Court - Michigan

Jackson County Circuit Court – Michigan

Washtenaw County Circuit Court – Michigan

Kalamazoo County Circuit Court – Michigan

### **Publications**

5/30/2015 - LinkedIn & CIVAS Quarterly Magazine – The Case of the Overvalued Hotel

5/31/2015 - LinkedIn – Appraisal Expert Witnesses & Airline Pilots

9/21/2015 – LinkedIn - Maximizing Hotel Revenue – And Appraised Value

12/8/2016 – LinkedIn – State of the U.S. Market and 2017 Outlook