

# THOMAS GRITTER

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## SUMMARY

Proven leader possessing expertise in real estate development, asset management, brokerage, incentives and project management. Excels at forming and leading teams that create value with a track record of success doing this across a diverse set of projects and initiatives. Effectively teaches others, manages new ventures, relationships, employees and financial performance.

## EXPERIENCE

### **GRITTER REAL ESTATE SERVICES LLC**

**Ann Arbor, Michigan**

Founder (2019-Present) *Gritter Real Estate Services is a real estate brokerage and consulting firm*

- Entitled and developed new projects and earned incentives for multiple real estate firms throughout Michigan and the Midwest including two of the largest mall redevelopments in the country.
- Brokered scores of transactions for clients looking to purchase or lease real estate.
- Consulted on numerous new development projects leading to completed projects, job creation and economic growth.
- Executed asset management assignments and strategies for clients in the Midwest and Southeast.

### **WICKFIELD PROPERTIES LLC**

**Ann Arbor, Michigan**

President (2017-2019). *Wickfield is real estate investment, development and management firm*

- Responsible for execution and performance of Wickfield's owned and third party managed real estate portfolio consisting of over 2,000 multifamily and student housing units and 700,000 square feet of commercial space.
- Created metrics, systems and core processes that made for a more efficient and profitable holding company. As a result NOI increased 400% and retention increased 50%.

### **MCKINLEY, INC.**

**Ann Arbor, Michigan**

Vice President & Managing Director (2007-2017). *McKinley is a leading real estate investment and management company.*

- Oversaw 1,542 unit multifamily public/private partnership between HUD, City of Taylor and McKinley. Achievements include increasing cash flow by \$1 million a year, increasing portfolio occupancy 2% and \$37 million refinancing of entire portfolio.
- Led 70 team member, three million square feet retail and office portfolio with responsibility for property management, leasing, accounting and overall portfolio performance. Increased occupancy six percent and division net operating income 287%.
- Entitled, developed, constructed and permanently financed three ground up multifamily developments in southeast Michigan. Developments include \$15 million, 78-unit project; \$6 million, 35-unit project; and \$3 million, 22-unit project.
- Commercial projects include \$3 million renovation of 30,000 square feet McKinley headquarters; \$1.5 million renovation of former Linens 'N Things into REI and DXL stores; and \$1 million green roof and 19.4 kilowatt solar power installation.
- Formed new 3<sup>rd</sup> party commercial asset management division during the great financial crisis. Increased number of assets under management from two to over 100 and successfully worked out properties for lenders, servicers and other institutions.

### **VICTOR INTERNATIONAL CORPORATION**

**Auburn Hills, Michigan**

Project Manager (2004-2007). *Victor is one of the nation's premier luxury residential and resort real estate developers*

- Provided financial analysis, research and strategic recommendations for the Chairman and CFO that led to acquisitions and subsequent development on three projects in Michigan and the British Virgin Islands.
- Created development presentation for the Chief Minister of British Virgin Islands that won immediate development approval.

## EDUCATION & OTHER

### **UNIVERSITY OF MICHIGAN ROSS SCHOOL OF BUSINESS**

**Ann Arbor, Michigan**

- Bachelors of Business Administration (May of 2004). Graduated with High Distinction.
- Four-Year Varsity Letter Winner, University of Michigan Men's Soccer Team. Team MVP (2000).
- Intermittent Lecturer in Real Estate at the Ross School of Business (2023 - Present).
- State of Michigan Real Estate Broker.
- Volunteer Youth Basketball and Soccer Coach.