



## **Shannon Selby**

*Director of Real Estate Services*

Shannon Selby is director of real estate services for the Detroit Regional Partnership (DRP), a leading economic development nonprofit serving the 11-county Detroit Region. As a member of the DRP's business development team, Selby is responsible for the real estate initiatives including the Verified Industrial Properties (VIP) program, which simplifies the site selection process and provides corporate decision makers an easily accessible online inventory of vacant properties that have been vetted by third-party engineers providing transparency and increasing the 11-counties' competitiveness. In this role, Selby engages real estate professionals, developers, and owners to identify and market new industrial sites available for major corporate facilities and transformational expansion projects.

A licensed real estate broker in Michigan and Arizona, Selby has over 15 years of experience in commercial real estate and specializes in national economic and business development with expertise in the public and private sector that spans city, county, and regional levels. Prior to joining the DRP, she worked as director of economic development at Wayne County, senior vice president at real estate firm JLL, and several business development roles for the cities of Phoenix and Tempe, Arizona. Selby belongs to various industry organizations including the Michigan Economic Developers Association, National Association of Realtors, and Urban Land Institute.



Early on in Selby's career, she was an account executive at WXYZ-TV Channel 7 in Detroit and a television news reporter at WLNS-TV in Lansing covering crime and politics.

### **PAST EXPERIENCE AND EDUCATION**

- Director, Economic Development, Wayne County
- Senior Vice President, JLL
- Economic Development Manager, Business Attraction, City of Phoenix
- Business Development Officer, City of Tempe
- Director of Business Development, FirstService Residential Arizona
- Vice President, Urban Mixed-Use Development, Colliers International
- Oakland University

### **NOTABLE ACHIEVEMENTS AND COMMUNITY INVOLVEMENT**

- Advocacy Committee Member, Michigan Economic Developers Association
- Member, National Product Council, Urban Land Institute
- Member, International Economic Development Council
- Member, National Association of Realtors