

## Shannon Selby

*Vice President of Real Estate Services*



Shannon Selby is Vice President of Real Estate Services for the Detroit Regional Partnership (DRP), a leading economic development nonprofit serving the 11-county Detroit Region. She leads the strategy, operations, and execution of the industrial site readiness program – the Verified Industrial Properties (VIP BY DRP). The program simplifies the site selection process providing corporate decision makers with an easily accessible online inventory of vacant industrial properties vetted by third-party civil engineers and maintains the necessary inventory to compete and win new projects.

A licensed real estate broker in Michigan and Arizona, Selby is an accomplished real estate, economic and community development leader with a proven track record with experience that spans city, county, and regional levels in both private and public sectors. Selby spearheaded multimillion dollar signature real estate developments in both a real estate broker capacity and as an economic developer. Selby also nationally marketed a municipality's last 100 contiguous acres of land resulting in a large mixed use development park developed by Liberty Property Trust (REIT) for 1 million sf. Selby's 17-year tenure has resulted in over 300 company relocations, 18,000 jobs, and \$5 billion in capital investment.

### PAST EXPERIENCE AND CERTIFICATIONS

- Director of Real Estate Services, Detroit Regional Partnership
- Director of Economic Development, Wayne County, MI
- Senior Vice President, JLL (global real estate provider)
- Economic Development Manager, City of Phoenix
- Business Development Officer, City of Tempe, AZ
- Vice President Mixed-Use Development, Colliers International
- Commercial Real Estate Broker, Phoenix Commercial Advisors
- State of Michigan Broker's Real Estate License
- State of Arizona Broker's Real Estate License

### COMMUNITY INVOLVEMENT

- Impact Awards Committee Member, 2023 Judge's Liaison – CREW Detroit
- Member of Planning Committee and Mobile Workshop Subcommittee - Brownfields Conference 2023
- Advocacy Committee Member, Michigan Economic Developers Association
- Member, Urban Land Institute
- Member, Real Professionals Network, Detroit Masterminds