



Shannon Selby

Vice President of Real Estate

Shannon Selby is Vice President of Real Estate for the Detroit Regional Partnership, leading the \$17 million award-winning Verified Industrial Properties (VIP by DRP) program. Since 2022, she has grown VIP from nine pilot sites into a portfolio of more than 100 industrial sites and a national model for site readiness. She oversees strategy, investments, procurement, contracts, and 10 national consulting teams; in 2025, she directed \$5 million in site studies

across 38 VIP sites.

Selby brings 20 years of public- and private-sector experience across high-growth, competitive markets. Her expertise spans industrial site readiness, business attraction, deal structuring, strategic site positioning, and public-private partnerships, shaped by leadership roles in Phoenix and Tempe, Arizona; Wayne County, Michigan; JLL; and Colliers.

Selby collaborates with the Michigan Economic Development Corporation on industrial attraction and leads the 16-member VIP by DRP Advisory Council. A frequent speaker and licensed broker in Michigan and Arizona, she has supported more than 300 company relocations, 20,000 jobs, and \$7 billion in capital investment.

AWARDS

- **2025 Person of the Year Award – International City/County Management Association**
- **2025 Women of the Year – RE Journals Commercial Real Estate Awards**
- **2025 Racer's Trust Racer's Edge Award – Verified Industrial Properties Program**
- **2025 Business Facilities Award – Large EDO Of the year - Detroit Regional Partnership for the Verified Industrial Properties Program**
- **2026 Business Facilities Award Large EDO of the Year – Detroit Regional Partnership for the Verified Industrial Properties Program.**

PAST EXPERIENCE

- **Director of Real Estate, Detroit Regional Partnership**
- **Director of Economic Development, Wayne County, MI**
- **Senior Vice President, JLL**
- **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**

MEMBERSHIPS

- **Member, Urban Land Institute**



Detroit
Regional
Partnership

- **CREW Detroit - Impact Awards Committee Member, (2023 Judge's Liaison)**
- **NAIOP Detroit Chapter**
- **Planning Committee and Mobile Workshop Subcommittee - Brownfields Conference 2023**
- **Advocacy Committee Member, Michigan Economic Developers Association**
- **Member, Real Professionals Network, Detroit Masterminds**