

## Phil Konopitski Industrial & Commercial Specialist



As Senior Vice President of Brokerage Services, Phil works directly with his clients to secure the best possible pricing and terms for them. With more than 30 years of experience in the commercial real estate industry, he's built a reputation as a top broker through integrity, exceptional service, and deep local market expertise. These qualities, combined with Friedman Real Estate's cutting-edge research department, provide clients with comprehensive market reports and real-time insights on real estate trends.

Specializing in both industrial and office properties, Phil has brokered a wide range of complex and traditional transactions totaling more than \$550 million. This experience, integrated with a multi-faceted, client-centered approach, provides all parties with the confidence that the best possible sale or lease terms have been secured. By utilizing Friedman's comprehensive marketing and research tools, Phil has a track record of maximizing a property's exposure by targeting users and investors both locally and internationally.

As part of one of the largest privately held, full-service commercial real estate organizations in the nation, Phil coordinates closely with a team of experts in every aspect of commercial real estate. From leasing, buying, selling, financing, and managing properties to conducting valuation, strategic planning, research, and analysis, Friedman Real Estate delivers unparalleled service.

## Professional Affiliations



- National Association of Realtors
- Detroit Area Commercial Board of Realtors (DACBOR)
- Michigan Association of Realtors
- Central Michigan University LMC Honors Alumni
- President, Davisburg Rotary
- Certified Commercial Investment Designee (CCIM)
- Detroit Chinese Business Association (DCBA)
- Asian Pacific American Chamber of Commerce (APACC)
- German American Chamber of Commerce



## PHIL KONOPITSKI

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**30+**

Years of Experience

**\$550M+**

in Transactions

## Partial Client List





**HUMANETICS**  
Farmington Hills, MI  
93,000 SF



**HUMANETICS**  
Huron, OH  
46,000 SF

## Areas of Expertise



Friedman's Industrial Advisory group partners with clients on setting the right strategy to maximize real estate values. We offer a full array of service lines that assist our clients across the entire real estate life cycle - from acquisition, through ownership, and disposition.

### **Single-Tenant Sales (Industrial, Retail, Office, Medical)**

Facilitating single-tenant dispositions for owners of net leased investments requires a team with deep institutional and private capital relationships as well as the priority to maximize value. Our group's complete focus on the single tenant net leased investment sector ensures your assets are placed with precise detail in the ultra-competitive marketplace.

### **Industrial Sales & Leases**

Industrial dispositions require the ability to access both institutional and private companies and investors nationwide, while also managing the complexity of active marketing campaigns. Our team can quickly interpret the goals of ownership to formulate, manage, and successfully close transactions.

### **Portfolio Sales**

Positioning a portfolio sale demands a team with expert research knowledge, paired with a focus on the national investment market. We reduce risk, costly delays, and assist investment real estate owners with their strategic planning by maximizing value.

### **Sale-Leasebacks**

Our team works side-by-side with sale-leaseback clients to unleash capital, reduce occupancy costs, and create exit strategies, while providing sellers the ability to maintain long-term operational control. We also establish a deep understanding of our client's unique corporate objectives and work tirelessly to analyze current market data and produce viable sale options.

### **Additional Services**

**1031 Exchanges | Debt Placement/Capital Markets | Auction Sales  
Valuation, Research, and Consultation | Commercial Management  
Multifamily Management**

# Phil's Select Transactions



**INDUSTRIAL PORTFOLIO (SALE)**  
Canton, MI  
126,071 SF



**INDUSTRIAL PROPERTY (LEASE)**  
Pontiac, MI  
113,742 SF



**32500 VAN BORN (SALE)**  
Wayne, MI  
449,623 SF



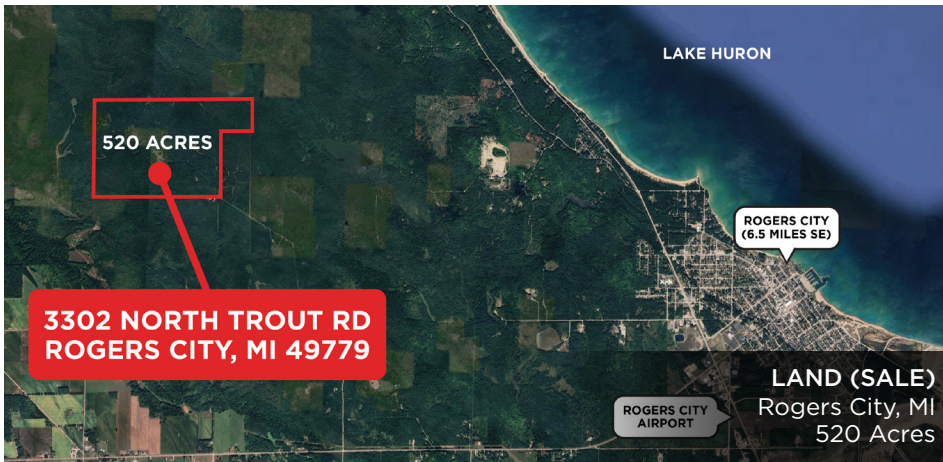
**23944 FREEWAY (SALE)**  
Farmington Hills, MI  
35,548 SF



**30260 OAK CREEK DR (LEASE)**  
Wixom, MI  
203,899 SF



**21700 TELEGRAPH RD (SALE)**  
Southfield, MI  
70,640 SF



**3302 NORTH TROUT RD  
ROGERS CITY, MI 49779**

**LAND (SALE)**  
Rogers City, MI  
520 Acres



**24450 INDOPLEX CIRCLE (SALE)**  
Farmington Hills, MI  
28,640 SF



**29770 HUDSON DR (SALE)**  
Novi, MI  
21,443 SF



**HAGGERTY CORP OFFICE CTR (LEASE)**  
Novi, MI  
22,460 SF

# Case Study: Friedman Real Estate & Humanetics

Unlocking Capital Through a Strategic Sale-Leaseback



## The Challenge:

Humanetics, a global leader in safety systems and simulation technologies, owned two high-tech R&D and testing facilities in Farmington Hills, Michigan and Huron, Ohio.

While these properties were critical to their operations, Humanetics faced a common dilemma - how to unlock capital tied up in real estate without disrupting operations or relocating. They needed a solution that preserved long-term control of the facilities while freeing up cash to reinvest in innovation, global expansion, and operational growth.

## The Solution:

Acting as exclusive advisors, Friedman brokers Phil Konopitski and Jared Friedman structured a sale-leaseback deal that addressed Humanetics' goals on multiple fronts:

- **The sale of a 139,000 SF portfolio** spanning two locations
- **15-year lease agreements** to allow for Humanetics to remain in place
- **Class A facilities** marketed as mission-critical assets with long-term tenant stability

Friedman represented both the buyer and the seller, ensuring a smooth and transparent transaction that aligned the interests of both parties.

## The Results:

This transaction allowed Humanetics to remain agile and growth-focused, while Friedman Real Estate demonstrated its expertise in structuring complex sale-leaseback deals that deliver real value.

Friedman helped Humanetics to achieve:

- **Capital Efficiency** - Humanetics unlocked significant capital from real estate holdings
- **Operational Continuity** - The company maintained full control of facilities under long-term leases
- **Investor Appeal** - The portfolio sold at a premium due to its high-tech buildout and tenant quality
- **Strategic Alignment** - Humanetics refocused resources on its core business and innovation





CREATING  
**VALUE**  
BEYOND  
**REAL  
ESTATE**

