

# FINANCE AND COMMERCE

## Real Estate

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### LaFavre launches real estate firm

by [Burl Gilyard](#) Staff Writer

Jeff LaFavre, the former head of the local Colliers Turley Martin Tucker office, is back in the commercial real estate business.

LaFavre left Colliers in April. At the time, neither Colliers nor LaFavre said much about his departure.

Now, LaFavre is doing what many others are doing amid the tumultuous economic environment: starting his own company.

LaFavre formed the Integrust Advisory Group LLC in mid-July. At the moment, he's a one-man operation with a home office and hopes of building a sustainable business.

LaFavre said that he's focusing on a few specific services: site selection, strategic real estate planning, development services, and handling traditional brokerage services for clients.

He has also partnered with Minneapolis-based EnergyPrint on energy benchmarking services.

"They're a company that's doing some exciting things," LaFavre said of EnergyPrint.

LaFavre has also hammered out some alliances with other local firms, including St. Paul-based McRoberts Real Estate and the Maple Grove-based Rock Solid Commercial.

LaFavre is marketing his services to corporations, banks, government agencies and investors.

#### A new start

LaFavre joined Colliers in October 2004 and led the local Colliers office in downtown Minneapolis for 4 ½ years.

LaFavre has two decades of experience in the local commercial real estate industry. Prior to joining Colliers Turley Martin Tucker, he spent a decade at United Properties, where he helped start its Corporate Real Estate Services division.

He started his career with the local office of The Trammell Crow Co. back in 1989, shortly before another tough cycle in commercial real estate.

When Trammell Crow pulled the plug on its Minnesota operation, LaFavre helped start Value Enhancement Services, a subsidiary of Thorpe Brothers Real Estate. That firm began helping landlords reposition and lease up properties, but evolved into doing corporate work.

LaFavre said that the current economic downturn has been deeper and broader than the one in the early 1990s.

"This time there have been few industries that have not been touched by this downturn," LaFavre said.

LaFavre still doesn't have much to say about his departure from Colliers last spring.

"It is an extremely difficult time to grow an operation. But I'm thankful for that experience," LaFavre said. "I miss the people immensely. There's a lot of great people over there."

Colliers Turley Martin Tucker, one of the largest local brokerage firms, is based in St. Louis and is an affiliate of the Boston-based Colliers International. More than five months later, Colliers has still not replaced LaFavre.

"We have hired a search firm that's working with us to find his replacement," said Jennifer Umberger, spokeswoman for Colliers.

LaFavre is looking ahead.

"This economy is creating some opportunities for me to team up with people that I really admire," LaFavre said.