

# IRR Charlotte Office Profile

Overview of Expertise  
Key Personnel  
Core Competencies  
Client List  
References  
Key Personnel Qualifications  
Corporate Profile  
Competitive Advantage  
Contact Us



Integra Realty Resources  
Charlotte

214 West Tremont Avenue  
Suite 200  
Charlotte, NC 28203

T 704.376.0295

F 704.342.3704

[charlotte@irr.com](mailto:charlotte@irr.com)

[irr.com/charlotte](http://irr.com/charlotte)



# Overview of Expertise

Integra Realty Resources – Charlotte provides valuation and consulting services for various types of real property with special emphasis on investment grade real estate. We serve financial institutions, corporations, private clients, developers, investors, governmental agencies, attorneys, and other professionals concerned with the value, use, and feasibility of real property. We have been serving Charlotte and the surrounding area since 1999 when Fitzhugh L. Stout & Associates L.L.C. affiliated with Integra Realty Resources. Our work product incorporates advanced technical applications and thorough analyses. We have developed specialties in adaptive reuse and mixed-use, urban infill valuation, consulting, feasibility and market studies. We have also developed extensive expertise in ad valorem tax valuation, condemnation and general-purpose appraisal.

## Principal Markets Served

### North Carolina Counties

Mecklenburg  
Cabarrus  
Union  
Gaston  
Iredell  
Buncombe  
Cleveland  
Lincoln  
Stanly

### South Carolina Counties

York  
Spartanburg  
Greenville  
Union

Integra Realty Resources  
Charlotte

214 West Tremont Avenue  
Suite 200  
Charlotte, NC 28203

T 704.376.0295  
F 704.342.3704

charlotte@irr.com  
irr.com/charlotte



# Key Personnel

## Senior Management

Fitzhugh L. Stout, MAI, CRE, FRICS  
Senior Managing Director  
fstout@irr.com

John D. Scott, Jr., MAI, MRICS  
Managing Director  
jscott@irr.com

John Luntsford, MAI  
Director  
johnluntsford@irr.com

M. Kyle Winters, MAI  
Director  
kwinters@irr.com

## Senior Analysts

David Karhan  
dkarhan@irr.com

Regina Reid  
rreid@irr.com

Flint Helms, MAI  
fhelms@irr.com

Todd Neal, MAI  
tneal@irr.com

James Katon, MAI  
jkaton@irr.com

Tracy J. Bouye, MAI, MBA  
tbouye@irr.com

## Senior Analysts cont.

Durette Woods  
dwoods@irr.com

## Analysts

Emily Paprota  
emilypaprota@irr.com

BK Kennedy  
bkennedy@irr.com

Jeffrey Bertges  
jbertges@irr.com

Mary Stanton Coltrane  
mcoltrane@irr.com

Thomas Mills  
tmills@irr.com

Joe Galloway  
jgalloway@irr.com

Lee Fulcher  
lfulcher@irr.com

Integra Realty Resources  
Charlotte

214 West Tremont Avenue  
Suite 200  
Charlotte, NC 28203

T 704.376.0295  
F 704.342.3704

charlotte@irr.com  
irr.com/charlotte



# Core Competencies

Office  
Retail  
Multifamily  
Industrial  
Land

- Valuation for real estate lending, asset acquisition and disposition, and public-sector planning and development initiatives
- Market and feasibility studies
- Litigation and qualified expert testimony in all litigation and arbitration venues
- Comprehensive research coverage of the major asset classes (office, retail, industrial, & multifamily)
- Expertise in special-purpose property valuation and real property interests (leasehold and other partial interests)
- Extensive experience in management of large portfolios of commercial properties nationally
- Complex cash flow modeling, asset performance including peer to peer studies
- Real estate consulting on complex real estate matters
- Residential valuation for subdivisions and mid and high-rise including CBD condominium towers

Integra Realty Resources  
Charlotte

214 West Tremont Avenue  
Suite 200  
Charlotte, NC 28203

T 704.376.0295  
F 704.342.3704

charlotte@irr.com  
irr.com/charlotte



# Office Assignments

Integra Realty Resources  
Charlotte

214 West Tremont Avenue  
Suite 200  
Charlotte, NC 28203

T 704.376.0295  
F 704.342.3704

charlotte@irr.com  
irr.com/charlotte



## Quorum Office Park

This office park contains 8 buildings and a total of 209,812 square feet of rentable area. The site area is 19.12 acres or 832,998 SF. The 7520 Building is a four-story building, while the remaining seven buildings are one-story. All buildings are multi-tenant. Valuation for a financial institution.



## Atrium Corporate Center

This office development contains one six-story office building and two, detached one-story office buildings with a total of 151,588 square feet of rentable area. The total site area is 8.95 acres or 389,797 square feet.



## Arrowpoint One

This low-rise office building is three-stories, single-tenant, and contains 66,864 square feet of rentable area. The site area is 11.8 acres or 513,921 square feet. Valuation for a financial institution.



## 121 West Trade

The subject is a 32-story, multi-tenant, high-rise office tower containing 329,930 square feet of rentable area. The site area is .48 acres or 20,697 square feet. The gross building area is 562,113 square feet; this includes the parking deck on levels 2 through 9 of the building. Valuation for a real estate advisor firm.



## Carmel Crossing

The subject contains two four-story office buildings and one three-story office building. The three multi-tenant buildings combined rentable area is 326,231 square feet. The combined site area is 25.9144 acres or 1,128,831 square feet. Valuation for a financial institution.



## Windstream Building

This three-story office building contains 52,277 square feet of rentable area. The site area is 5.682 acres or 247,508 square feet. Located in Matthews, NC. Valuation for a financial institution.



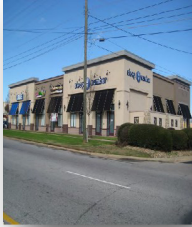
# Retail Assignments

Integra Realty Resources  
Charlotte

214 West Tremont Avenue  
Suite 200  
Charlotte, NC 28203

T 704.376.0295  
F 704.342.3704

charlotte@irr.com  
irr.com/charlotte



## Magnolia Park

This shopping center contains 189,150 square feet of gross leasable area, with an additional 275,081 SF under construction. The site area is 47.746 acres or 2,079,821 SF. Located in Greenville, SC.



## Proposed Caldwell Crossing Shopping Center

This proposed shopping center will contain 66,875 square feet of gross leasable area. A 53,000 SF Harris Teeter will anchor the shopping center. The site area is 13.39 acres or 583,125 SF. Located in Harrisburg, NC. Valuation for a financial institution.



## Perimeter Center South

This shopping center contains 98,687 square feet of gross leasable area. The site area is 8.77 acres or 382,065 square feet. Located in Pineville, NC. Valuation for a financial institution.



## Shops at Wesley Chapel

This shopping center contains 83,711 square feet of gross leasable area. The site area is 12.449 acres or 542,278 square feet. Located in Wesley Chapel, NC. Valuation for a financial institution.



## Concord Commons

This shopping center contains 306,250 square feet of gross leasable area. A 203,750 SF Walmart anchors the shopping center. The site area is 30.919 acres or 1,346,832 square feet. Located in Concord, NC. Valuation for a real estate company.



## Driwood Court Strip Center

This subject consists of a two-story retail building and vacant lots. The total land area is 1.98 acres, or 86,504 square feet. The site area is .61 acres or 26,618 square feet. Located in Charlotte, NC. Valuation for a financial institution.



# Multifamily Assignments

Integra Realty Resources  
Charlotte

214 West Tremont Avenue  
Suite 200  
Charlotte, NC 28203

T 704.376.0295  
F 704.342.3704

charlotte@irr.com  
irr.com/charlotte



## Ballantyne Apartments

This proposed complex will consist of six buildings that will contain a total of 277, garden style apartment unit. Amenities will include a clubhouse with a fitness center and swimming pool. The site area is 18.78 acres. Located in Charlotte, NC. Valuation for a financial institution.



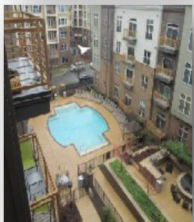
## Biltmore Park Town Square Apartments

This multifamily property contains 120 dwelling units and is only a portion of the mixed use development known as Biltmore Park Town Center. The total area is 25.93 acres or 1,129,511 square feet. Located in Asheville, NC. Valuation for a financial institution.



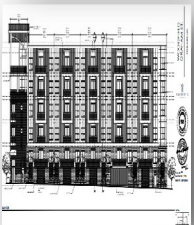
## Marina Shores Waterfront

This Class A-, garden/low-rise apartment complex contains 290 dwelling units located along Lake Norman. The site area is 33.37 acres or 1,453,423 square feet. Located in Cornelius, NC. Valuation for a financial corporation.



## Elizabeth Square Apartments

This Class A property consists of one, five-story building containing 267 units. Amenities include a clubhouse with a fitness center, a business center, a yoga room, a swimming pool, and a 396 space parking garage. The site area is 3.37 acres or 146,797 SF. Located in Charlotte, NC. Valuation for a financial institution.



## Woodfield Graham Apartments

This proposed property will contain 243 dwelling units. Amenities will include a clubhouse with a fitness center, and a swimming pool. The site area is 2.0518 acres or 89,376 SF. Located in Charlotte, NC. Valuation for a financial institution.



## Caldwell Station Apartments

This proposed property will contain 297 units that will each be one or two bedrooms. These units will be a combination of garden and townhome style. Amenities will include a clubhouse with a fitness center and a swimming pool. The site area is 20.76 acres or 904,306 SF. Located in Huntersville, NC. Valuation for a financial institution.



# Industrial Assignments

Integra Realty Resources  
Charlotte

214 West Tremont Avenue  
Suite 200  
Charlotte, NC 28203

T 704.376.0295  
F 704.342.3704

charlotte@irr.com  
irr.com/charlotte



## Harper Corporation

This industrial property contains 49,110 square feet of rentable area used for light manufacturing. The site area is 10 acres or 435,600 SF. Located in Charlotte, NC. Valuation for a law firm.



## Precor

This manufacturing property contains 236,950 square feet of rentable area. The site area is 38.75 acres or 1,687,994 SF. Located in Whitsett, NC. Valuation for a real estate firm.



## ZF Chassis Systems, LLC

This manufacturing property contains 155,200 square feet of rentable area. The site area is 32.45 acres or 1,413,448 square feet. Located in Newton, NC. Valuation for a corporation.



## Hanesbrands Facility

This distribution warehouse contains 380,346 square feet of rentable area. The site area is 37.74 acres or 1,643,780 SF. Located in Kings Mountain, NC. Valuation for a financial institution.



## Patriot Industrial

This distribution warehouse contains 1,349,678 square feet of rentable area. The site area is 92.81 acres or 4,042,726 SF. Located in Charlotte, NC. Valuation for a financial institution.



## Michelin

This distribution warehouse contains 346,546 square feet of rentable area. The site area is 20.47 acres or 891,673 SF. Located in Charlotte, NC. Valuation for financial institution





# Land Assignments

Integra Realty Resources  
Charlotte

214 West Tremont Avenue  
Suite 200  
Charlotte, NC 28203

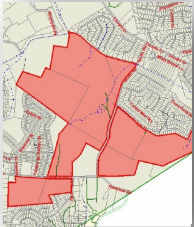
T 704.376.0295  
F 704.342.3704

charlotte@irr.com  
irr.com/charlotte



## Matthews Auto Center Land

33 tax parcels containing a total land area of 221.4222 acres or 9,645,152 square feet. The majority of the parcels are vacant, while three are improved with single-family homes, and one is improved with a



## Smith Road and Hamilton Road

14 parcels divided into 3 large development tracts, 387.53 acres of vacant land, zoned single-family residential, located in Charlotte, NC. Valuation for property owners.



## RiverLights Development

1,306.7 acres, proposed development including 2,290 residential units, 112-slip marina, dry stack storage, commercial use and open land, located in Wilmington, NC. Valuation for financial investment advisors.



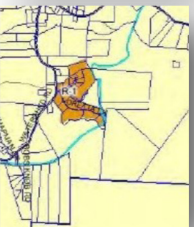
## Daimler Tract-Allison Creek Development

The subject is a large tract of vacant land containing a gross land area of 396.461 acres or 17,269,841 square feet located within the Allison Creek development. Located in Bethel Township,



## The Vineyards at Lake Wylie

Proposed community with a neighborhood commercial center and residential lots, 3 tracts of undeveloped land containing 378.28 acres, located in Charlotte, NC. Valuation for a financial institution.



## South Mountain Tract

2,116.7 acres of vacant land, zoned rural mixed-use, located 18 miles southeast of Hickory in Burke County, NC. Valuation for a land conservation trust.



# Areas of Specialization

Medical Office Buildings  
Institutional Properties  
Automobile Dealerships  
Hospitality Properties  
Special Purpose Properties  
Third Party Reviews  
Condemnation Assignments

- Right of way/eminent domain
- Competency in Uniform Appraisal Standards for Federal Land Acquisition (UASFLA or “Yellow Book”) valuation (including state and federal land exchanges, managed exchanges, in-holdings, etc.)
- HUD Map valuation
- Multifamily valuation of DUS lending for Fannie Mae and Freddie Mac
- Dispute resolution/arbitration
- Forensic valuation and expert witness programs
- Urban renewal & reuse analyses
- Valuation for trust and estate planning
- Valuation for purchase price allocation and financial reporting
- Fair value reporting
- Third party reviews - approximately 1,350+ reviews a year
- Condemnation Assignments - projects range from 5 to 100+ parcels

Integra Realty Resources  
Charlotte

214 West Tremont Avenue  
Suite 200  
Charlotte, NC 28203

T 704.376.0295  
F 704.342.3704

charlotte@irr.com  
irr.com/charlotte



# Medical Office Buildings

Integra Realty Resources  
Charlotte

214 West Tremont Avenue  
Suite 200  
Charlotte, NC 28203

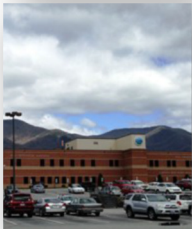
T 704.376.0295  
F 704.342.3704

charlotte@irr.com  
irr.com/charlotte



## Proposed VA Healthcare Clinic

The subject is a proposed Class A medical clinic that will contain 378,415 square feet of rentable area. The site area is 35.02 acres or 1,525,645 square feet. Valuation for a financial institution.



## Harris Regional Hospital

The subject is a three-story, 86-bed, acute-care hospital containing 205,253 square feet of rentable area. The site area is 16.6 acres or 723,312 square feet. Valuation for a financial institution.



## Ballantyne Medical Building

Class A, 3-story medical office building with 27,790 square feet, multi-tenant, located in the rapidly growing Ballantyne area of Charlotte, NC. Valuation for a financial institution.



## Charlotte Eye Ear Nose and Throat

Established medical practice for over 80 years, this location is a 4-story medical office building with 88,900 square feet, located in the SouthPark area of Charlotte, NC. Valuation for a financial institution.



## Crawley Memorial Hospital

A 51-bed, long term acute care hospital 54,899 square feet, owner occupied, located in Boiling Springs, NC. Valuation for a corporation.



## St. Francis Medical Building

Class A, two building medical office property containing 86,662 square feet, adjacent to St. Francis Hospital, located in Greenville, SC. Valuation for a financial institution.



# Institutional Properties

Integra Realty Resources  
Charlotte

214 West Tremont Avenue  
Suite 200  
Charlotte, NC 28203

T 704.376.0295  
F 704.342.3704

charlotte@irr.com  
irr.com/charlotte



## York Preparatory Academy

The subject is an existing institutional facility containing four buildings with a total of 173,394 square feet of rentable area. The total site area is 44.92 acres or 1,956,715 SF. Located in Rock Hill, SC.



## Point Blank Range Matthews

This property is a proposed indoor shooting range that will contain 22,437 square feet of rentable area. The improvements will include 20 firing lanes, a retail area, a members club, training classrooms and more. The site area is 1.68 acres or 73,181 SF. Located in Matthews, NC. Valuation for a financial institution.



## Grace Lutheran Church

This site area includes an existing institutional facility and a parsonage totaling 10,674 square feet of rentable area. The site area is 2.98 acres or 129,809 SF. Located in Charlotte, NC.



## New Birth Charlotte

This religious facility contains 80,941 square feet of rentable area. It is comprised of two buildings, a church and a gymnasium. The site area is 25.817 acres or 1,124,589 square feet. Located in Huntersville, NC.



## Simmons YMCA

This existing one-story YMCA contains 46,326 square feet of rentable area. The site area is 15.07 acres or 656,449 square feet. Located in Charlotte, NC.



## The Park Ministries

33.9 acre site, 4 buildings constructed from 1961 to 2001, over 582,000 square feet of enclosed building space, formerly Charlotte Merchandise Mart, located in Charlotte, NC. Valuation for a credit union.?



# Automobile Dealerships

Integra Realty Resources  
Charlotte

214 West Tremont Avenue  
Suite 200  
Charlotte, NC 28203

T 704.376.0295  
F 704.342.3704

charlotte@irr.com  
irr.com/charlotte



## Modern Hyundai of Concord

Property containing 12,462 square feet on a 4.3 acre site, service garage in rear with 13 bays, located in Concord, NC. Valuation for a financial institution.



## Folger Automotive

8.77 acre site with a 45,928 square foot dealership, 3 automobile brands, prime dealership location on Independence Boulevard in Charlotte, NC. Valuation for a financial institution.



## Good Kia

A 17,474 square foot dealership on a 4 acre site, constructed in 2010, showroom, sales department and service center all under one roof, located in Rock Hill, SC. Valuation for a financial institution.



## Cox's Harley-Davidson

Property containing 21,500 square feet on 7.2 acre site, owner occupied, 5 bay service garage, constructed in 1999, located in Asheboro, NC. Valuation for a financial institution.



## Anderson Nissan

2 buildings with 34,580 square feet on a 5.07 acre site, 14 bay service garage, constructed in 2007, located in Asheville, NC. Valuation for a financial lender.



## Parks Chevrolet

5 buildings with 81,370 square feet of space on 14.4 acres, service garage and auto body shop with a total of 33 bays, constructed from 1976 to 1996, located in northeast Charlotte, NC. Valuation for a corporation.



# Subdivisions

Integra Realty Resources  
Charlotte

214 West Tremont Avenue  
Suite 200  
Charlotte, NC 28203

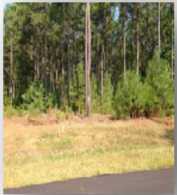
T 704.376.0295  
F 704.342.3704

charlotte@irr.com  
irr.com/charlotte



## SweetGrass

This residential subdivision consists of 151 residential lots within an existing 179-lot development. The site area is 236.166 acres, or 10,287,391 square feet. Located in Blowing



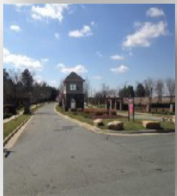
## RiverChase Estates

This residential subdivision contains 1,250 lots, with an average lot size of .929 acre. There are 1,839.304 acres of excess land for future development. The total land area is 1,902.454 acres or 82,870,896 square feet. Located in Indian Land Township, SC. Valuation for a financial institution.



## Granite Falls

This mixed-use development includes 31 developed single-family lots, four commercial lots, 22.288 acres of excess commercial land, and 51.677 acres of excess residential land. Located in Rolesville, NC. Valuation for a financial institution.



## Mackintosh on the Lake

This development includes 266.562 acres of vacant residential land, 44 developed single-family lots, 27 partially developed single-family lots, 15 developed townhome lots, and one commercial outparcel containing 2.048 acres. The total land area is 292.315 acres. Located in Burlington, NC. Valuation for a finan-



## Nolen Place Condominiums

This proposed development will have nine "townhome-style" condominiums and will also include excess land for future development of a four-story, 24 unit, residential condominium building. The total site area is 2.0611 acres. Located in Charlotte, NC. Valuation for a financial institution.



## Christenbury Farms

This 516-lot subdivision includes 409 developed lots and 79 partially developed lots within two distinct villages. The total land area is 32.029 acres. Located in Concord, NC. Valuation for a financial institution.



# Hospitality Properties



## Sandy Beach Resort

Ocean front 17-story, limited service condotel, 228 unit property, two phase construction in 2000 and 2007, located in Myrtle Beach, SC. Valuation for a financial institution.



## Hotel Indigo

13-story, 100 room hotel with 12 residential condominium units, 72,720 square feet, built in 2009, located in the Central Business District of Asheville, NC. Valuation for a financial institution.



## The Blake Hotel

A full-service hotel and conference center, two towers containing 610 rooms with over 312,000 square feet of building space, six-level parking garage, located in Uptown Charlotte, NC. Valuation for a corporation (Amsterdam hospitality?).



## Hilton Garden Inn

6-story, full-service hotel with 118 rooms, built in 2010, pool, fitness center and onsite dining, located in Concord, NC. Valuation for a financial institution.



## Holiday Inn Express

A 88 guest room hotel, constructed in 2008, containing 58,456 square feet of building space, business center, indoor pool and fitness center, located in Lexington, NC. Valuation for a financial institution.

Integra Realty Resources  
Charlotte

214 West Tremont Avenue  
Suite 200  
Charlotte, NC 28203

T 704.376.0295  
F 704.342.3704

charlotte@irr.com  
irr.com/charlotte



# Special Purpose Properties

Integra Realty Resources  
Charlotte

214 West Tremont Avenue  
Suite 200  
Charlotte, NC 28203

T 704.376.0295  
F 704.342.3704

charlotte@irr.com  
irr.com/charlotte



## Palmetto Dunes Resort - George Fazio Course

A public play resort style 18-hole golf course with a 3,196 square feet clubhouse, developed in 1969 with various renovations, located in Hilton Head, SC. Valuation for a financial RETECHS ?.



## The Country Club at Highlands

A private, 18-hole golf course property with 21,664 square feet of buildings - clubhouse, grill and other improvements, located in Chesterfield, VA. Valuation for a financial institution RETECHS?.



## BB&T Ballpark - Winston-Salem Dash Stadium

A 58.56 acre site, 5,500 seat minor league baseball stadium, containing 113,080 square feet of building area, located in Winston-Salem, NC. Valuation for a financial institution.



## Proehlfic Park Youth Sports Complex

Indoor/outdoor recreational facility with 20.62 acres and 72,584 square of rentable space, owner occupied, , constructed in 2008, located in Greensboro, NC. Valuation for a corporation.



## River City Marina

Commercial marina, 6.87 acre site with 59,070 square feet of rentable space, constructed in 1998 and 1995, 384 dry stack slips, located in Mooresville, NC. Valuation for a financial institution.





# Tax Appeal Assignments

Integra Realty Resources  
Charlotte

214 West Tremont Avenue  
Suite 200  
Charlotte, NC 28203

T 704.376.0295  
F 704.342.3704

charlotte@irr.com  
irr.com/charlotte



## 2700 Coltsgate Road

A Class A, two-story office property containing 86,029 square feet, multi-tenant, located the SouthPark area of Charlotte, NC. Valuation for financial advisors.



## National Gypsum

4-story property containing 79,932 square feet of office space, 100% owner occupied, located in the SouthPark area of Charlotte, NC. Valuation for the corporation.



## The Steelyard

A mixed-use office and retail property containing 3 buildings and parking garage with 79,512 square feet of rentable space, located in the SouthEnd area of Charlotte, NC. Valuation for a law firm.



## SilverLanding Industrial Park

1-story, 125,407 square feet industrial building, located in Phase I of the proposed 4 building SilverLanding Industrial Park in Charlotte, NC. Valuation for an real estate investment firm.



## Charlotte Park—not finished

3-story medical office building with over 39,000 square feet of rentable space, constructed in 2009, additional 7.92 acres of excess land, located in Huntersville, NC. Valuation for a financial institution.



## North Lake Medical Office and Excess Land

3-story medical office building with over 39,000 square feet of rentable space, constructed in 2009, additional 7.92 acres of excess land, located in Huntersville, NC. Valuation for a financial institution.



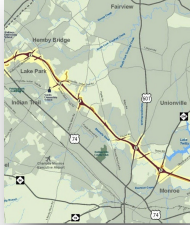
# Condemnation Assignments

Integra Realty Resources  
Charlotte

214 West Tremont Avenue  
Suite 200  
Charlotte, NC 28203

T 704.376.0295  
F 704.342.3704

charlotte@irr.com  
irr.com/charlotte



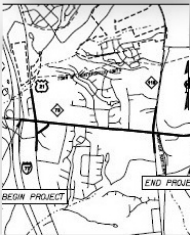
## Monroe Bypass

Valuation of a proposed 19.7 mile new toll roadway, located from the interchange of US 74 and I-485 in Mecklenburg County to US 74 in Union County, NC.



## Hall of Fame/Cloverleaf Project

5 parcels at intersection of South Boulevard and Stonewall Street, crossroads of I-277 and entrance to Uptown Charlotte, NC. Valuation for the City of Charlotte.



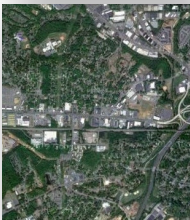
## Highway 73/Sam Furr Road

A road widening project of 100+ parcels, from west of US 21 to east of NC 115, grading, paving, and retaining walls, located in Huntersville, NC. Valuation for the NC Department of Transportation.



## Independence Boulevard

A 30+ parcel road widening project, US 74/ Independence Boulevard from Albemarle Road to ??, located in Charlotte, NC. Valuation for NC Department of Transportation.



## Wilkinson Boulevard & W. Morehead Street

West Corridor CAT Bus enhancement along Wilkinson Boulevard and West Morehead Street, approximately 10 parcels, located in west Charlotte, NC near the Central Business District. Valuation for City of Charlotte.

## Streetcar Starter Project

Valuation of realignment of proposed streetcar line from J.C. Smith University to Uptown Charlotte, NC, approximately 35-40 parcels. Valuation for the City of Charlotte.



# Client List

## Financial Institutions and Lenders

Allegany Federal Credit Union  
Alliance Bank & Trust  
Bank of America  
Bank of Commerce  
Bank of Granite  
Bank of North Carolina  
BB&T  
BEFCOR  
Blue Ridge Savings Bank  
Capital One Bank and/or affiliates  
Carolina Bank  
Carolina Farm Credit  
Carolina Premier Bank  
Citizens South Bank  
Coastal Federal Credit Union  
Community One Bank  
Fifth Third Bank  
First Citizens Bank  
First Community Bank, N.A.  
First Horizon  
First National Bank  
First Trust Bank  
Heritage Bank of the South  
JP Morgan Chase Bank  
Mechanics & Farmers Bank  
New Dominion Bank  
Old National Bank  
Paragon Commercial Bank  
PNC Bank  
RBC Bank  
Regent Bank  
Regions Bank  
Southern Community Bank and Trust  
Sun Trust Bank  
Trust Atlantic Bank  
U.S. Bank  
UPS Capital Business Credit  
Vantage South Bank  
Washington Trust Bank  
Wells Fargo  
Yadkin Valley Bank

## Investment Banks/Pension Fund Advisors/ REITS

Aviva Life and Annuity Company  
BB&T Wealth Management  
Capital Advisors, Inc.  
Community Investment Corp of Carolinas  
DRA Advisors LLC  
First Horizon National Corporation  
GHW Properties  
Grand bridge Real Estate Capital  
IBM Real Estate Operations  
LaSalle Investment Management  
LNR Partners, LLC  
Mayfield Gentry Realty Advisors  
MD Group LLC  
PNC Financial Services  
RBC Builder Finance  
Reliance Trust Company  
US Steel & Carnegie Pension Fund  
US Trust, Bank of America Wealth Management  
Wells Fargo RETECHS  
Wells Fargo Wealth Management  
Yukon Property Consultants LLC

## Government & Corporations

Amsterdam Hospitality  
Banner Health  
Bojangles's Restaurants  
C.D. Spangler Construction Company  
Carolina Foods, Inc.  
Charlotte Douglas International Airport  
Cleveland County Health  
Dixie Glass Co.  
Eastern Federal Corporation  
Annamae  
International Paper  
Lowe's Home Center, Inc.  
Modern Automotive Network

National Gypsum  
N.C. Dept. of Transportation  
Novant Health Inc. Triad Region  
Siemens Corporation  
Telesis Biotherapeutics, Inc.  
US Postal Service  
Wal-Mart Stores, Inc.

## Developers & Investors

Advantage Group Realty II, LLC  
Berkeley Point Capital LLC  
Burnham Properties  
Carolina Land Acquisitions  
Childress Klein  
CLT Group, LLC  
Griffith Real Estate  
Harris Development  
Ravin Partners  
Shamrock Management  
Trade Street Development Corp.  
Vickers Land Company, LLC

## Special Servicer

Catawba Lands Conservancy  
Provident Baptist Church  
Queens University of Charlotte  
University of North Carolina Hospitals  
University of North Carolina at Charlotte

## Law Firms

Carruthers & Roth  
Erdman Hock field & Leone LLP  
Guthrie, Davis, Henderson & Station  
Horace Talley  
Johnston Allison & Hord  
Moore & Van Allen  
Nelson Mullins Riley & Scarborough, LLP  
Parker Poe Adams & Bernstein  
Womble, Carlyle, Sandridge & Rice

Integra Realty Resources  
Charlotte

214 West Tremont Avenue  
Suite 200  
Charlotte, NC 28203

T 704.376.0295  
F 704.342.3704

charlotte@irr.com  
irr.com/charlotte



# Key Personnel Qualifications

Integra Realty Resources  
Charlotte

214 West Tremont Avenue  
Suite 200  
Charlotte, NC 28203

T 704.376.0295  
F 704.342.3704

charlotte@irr.com  
irr.com/charlotte

## Fitzhugh L. Stout, MAI, CRE, FRICS

### Experience

Mr. Stout has been actively engaged in real estate since 1975 in the fields of real estate valuation and consulting as well as development and ownership of investment real estate. He has a broad range of experience in valuation and analysis of all types of real estate including but not limited to apartments; business parks; hotels/motels; offices; adaptive reuse projects; manufacturing facilities; warehouses; bulk distribution facilities; shopping centers; residential subdivisions; planned unit developments; vacant land; golf courses; churches; restaurants; marinas and special purpose properties. Other services include consultation, market studies, feasibility studies, condemnation, tax appeals and expert court testimony. Other areas of specialty include adaptive reuse and mixed-use, urban infill valuation and consulting.

Mr. Stout was the President of the North Carolina Chapter of The Appraisal Institute in 1996 and also served as the Vice-President and Chairman of the N.C./S.C. Counselors of Real Estate Chapter from 2000-2001. Mr. Stout is also qualified before a number of courts and administrative bodies including the United States Federal Bankruptcy Court, North Carolina Superior Court and the North Carolina State Property Tax Commission.

North Carolina, Appraiser, A1093, Expires June 2019

North Carolina, Real Estate Broker, 59200, Expires June 2019

South Carolina, Appraiser, CG 1790, Expires June 2020

### Education

Bachelor of Science. North Carolina State University, 1972

## John D. Scott, Jr., MAI, MRICS

### Experience

Mr. Scott began appraising in May 1993 with Stout-Beck & Associates and in June 1998, became a North Carolina State-Certified General Real Estate Appraiser. In 1994 Mr. Scott became a North Carolina Real Estate Salesman. He has appraised a wide variety of property types including but not limited to vacant land, industrial, manufacturing and distribution facilities, single and multi-tenant retail properties, general and medical offices, subdivision analyses, gas marts, multi-family apartment and condominium complexes, proposed mixed-use developments, and special purpose properties.

Mr. Scott was Vice-President of the North Carolina Chapter of The Appraisal Institute in 2009. He was also the Vice-President then President of the Metrolina Branch Chapter of the Appraisal Institute from 2004-2005.

North Carolina, Certified General Real Estate Appraiser, A4175, Expires June 2020

North Carolina, Real Estate Broker, 148584, Expires June 2019

South Carolina, Certified General Real Estate Appraiser, CG5147, Expires June 2020

### Education

Bachelor of Arts, Wofford College, 1993



# Key Personnel Qualifications

Integra Realty Resources  
Charlotte

214 West Tremont Avenue  
Suite 200  
Charlotte, NC 28203

T 704.376.0295  
F 704.342.3704

charlotte@irr.com  
irr.com/charlotte

## John S. Luntsford, MAI

### Experience

Director with Integra Realty Resources - Charlotte. Began appraising in 1998, working for Integra-Fitzhugh L. Stout & Associates, and in July 2003 became a North Carolina State-Certified General Real Estate Appraiser.

Has appraised a wide variety of property types including, but not limited to: vacant land, industrial, manufacturing and distribution facilities, single and multi-tenant retail properties, general and medical offices, subdivision analyses, conservation easements, multifamily apartment complexes, condemnation, and special purpose properties.

### Licenses

North Carolina, State Certified General, A5259, Expires June 2019  
North Carolina, Real Estate Broker, 169214, Expires June 2019  
South Carolina, State Certified General, CG5520, Expires June 2020

### Education

Bachelor of Science. Real Estate and Urban Analysis—Appalachian State, Boone, NC (1998)

## M. Kyle Winters, MAI

### Experience

Director with Integra Realty Resources - Charlotte. Been engaged in real estate appraisal since 2005, and in April 2008 became a North Carolina State-Certified General Real Estate Appraiser.

Has appraised a variety of property types including, but not limited to: vacant land, industrial, manufacturing and distribution facilities, single and multi-tenant retail properties, general and medical offices, mixed-use developments, subdivision analyses, multifamily apartments, hotels, golf courses, and special purpose properties.

### Licenses

North Carolina, Certified General, A6825, Expires June 2020  
North Carolina, Real Estate Broker, 237979, Expires June 2019  
South Carolina, Certified General, CG 6622, Expires June 2020  
Virginia, Certified General, 4001017222, Expires March 2021

### Education

Bachelor of Science, Virginia Tech, Blacksburg, VA (2001)



# Corporate Profile

Integra Realty Resources, Inc. (IRR) provides world-class commercial real estate valuation, counseling, and advisory services. Routinely ranked among leading property valuation and consulting firms, we are now the largest independent firm in our industry in the United States, with local offices coast to coast and in the Caribbean.

IRR offices are led by MAI-designated Senior Managing Directors, industry leaders who have over 25 years, on average, of commercial real estate experience in their local markets. This experience, coupled with our understanding of how national trends affect the local markets, empowers our clients with the unique knowledge, access, and historical perspective they need to make the most informed decisions.

Many of the nation's top financial institutions, developers, corporations, law firms, and government agencies rely on our professional real estate opinions to best understand the value, use, and feasibility of real estate in their market. Local Expertise...Nationally!

## Corporate Office

7800 East Union Avenue, Suite 400  
Denver, CO 80237

Telephone: (212)575-2935  
Fax: (646) 424-1869

Integra Realty Resources  
Charlotte

214 West Tremont Avenue  
Suite 200  
Charlotte, NC 28203

T 704.376.0295  
F 704.342.3704

charlotte@irr.com  
irr.com/charlotte



# Competitive Advantage



## Client Satisfaction

Integra is committed to streamlining the management and delivery of assignments so our clients have confidence and direct contact with the appropriate individuals.

## 100% Valuation and Counseling

Integra's personnel, resources, data and techniques are focused exclusively on valuation and counseling. We do not offer other conflicting services, and we are independent and have only one interest in mind: The Client.

## Industry Leasing Research

Integra, through its proprietary database - DataPoint - provides in-depth analytics throughout the US. This unrivaled database is compiled from more than 100,000 valuation assignments across multiple markets.

## Elite Professionals

Integra has over 165 MAIs and more than 30 CREs, more than any other company. With Integra, you get the broadest national coverage with over 60 offices throughout North America and over 900 'best in class' valuers.

Integra Realty Resources  
Charlotte

214 West Tremont Avenue  
Suite 200  
Charlotte, NC 28203

T 704.376.0295  
F 704.342.3704

charlotte@irr.com  
irr.com/charlotte



# Contact Us

## Integra Realty Resources Charlotte

214 West Tremont Avenue  
Suite 200  
Charlotte, NC 28203

T 704.376.0295  
F 704.342.3704

Charlotte@irr.com  
irr.com/charlotte

## Corporate Office

7800 East Union Avenue, Suite 400  
Denver, CO 80237

T (212)575-2935  
F (646) 424-1869

info@irr.com  
www.irr.com

Integra Realty Resources  
Charlotte

214 West Tremont Avenue  
Suite 200  
Charlotte, NC 28203

T 704.376.0295  
F 704.342.3704

charlotte@irr.com  
irr.com/charlotte

