

# IRR Cleveland Office Profile

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Integra Realty Resources  
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# Overview of Expertise

Integra Realty Resources—Cleveland provides valuation and consulting services for various types of real property with special emphasis on investment grade real estate. We serve mortgage bankers, investment advisory firms, corporations, private clients, developers, lenders, investors, governmental agencies, real estate owners, and other professionals concerned with the value, use, and feasibility of real property.

## Principal Markets Served

<b>Ohio Counties</b>	Sandusky
Ashland	Seneca
Ashtabula	Stark
Carroll	Summit
Columbiana	Trumbull
Cuyahoga	Wayne
Erie	
Geauga	
Holmes	
Huron	
Lake	
Lorain	
Mahoning	
Medina	
Ottawa	
Portage	

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# Key Personnel

## Senior Management

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## Client Relations

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## Senior Analysts & Analyst

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# Office Assignments



## Tower at Highlands

A Class A, office building containing 75,734 SF of rentable area, constructed in 2004, located in Warrensville Heights, OH. Valuation for a regional lender.



## Middleburg Medical Center

An existing office property containing 75,083 SF of rentable area, constructed in 2007, located in Middleburg Heights, OH. Valuation for a national lender.



## Infinity Corporate Centre

An existing office property containing 93,277 SF of rentable area, constructed in 2001, located in Garfield Heights, OH. Valuation for a regional law firm.



## 175 Ghent Road

A Class C office property containing 83,000 SF of rentable area, constructed in 1982, located in Fairlawn, OH. Valuation for a national lender.



## 2212-2230 Superior Office Loft

A Class B, multi-tenant, office property containing 97,250 SF, 26 tenants, constructed in 1911, located in Cleveland, OH. Valuation for a regional lender.



## The Cowden Humphrey Building

An existing office property containing 41,172 SF of rentable area, constructed in 1918 and renovated in 2008-2009, located in Cleveland, OH. Valuation for a local lending institution.

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# Retail Assignments



## Chapel Hill Square

An existing retail property containing 66,100 SF; built in 1987; located in Akron, OH. Valuation prepared for a financial firm.



## Coral Shaker Square

An existing mixed-use historic lifestyle center property containing 158,411 SF; built in 1929 and improved in 2000; located in Cleveland, OH. Valuation prepared for a regional lender.



## South Arlington Retail Center

An existing retail property containing 9,250 SF of gross leasable area; improvements constructed in 1989; located in Akron, OH. Valuation prepared for a national lender.



## The Orchard Plaza

An existing three building retail property containing 39,885 SF; built in 1971 and 2003; located in Hudson, OH. Valuation prepared for an national insurance firm.



## Chipotle Peet's Retail

A two tenant leased retail property containing 4,032 SF of gross leasable area; built in 2006; located in Middleburg Heights, OH. Valuation prepared for a regional lender.



## 4281 Pearl Road

A retail automotive property containing 7,498 SF of gross leasable area; built in 1999. Valuation prepared for a government agency and used in an eminent domain proceeding.

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# Multifamily Assignments



## The Delta House Apartments

A multifamily property containing 59 units; built in 1964; located in Lakewood, OH. Valuation prepared for an national lender.



## The Creswell Apartments

A proposed multifamily conversion property; built in 1920; to be converted into 80 dwelling units with first floor commercial space; located in Cleveland, OH. Valuation prepared for a regional lender.



## National Terminal Warehouse Apartments

A multifamily property containing 250 dwelling units; originally constructed in 1909 as an industrial warehouse and were converted to apartments in 1997; located in Cleveland, OH. Valuation prepared for a regional lender.



## Maryland Tower Apartments

An existing multifamily property containing 80 dwelling units; built in 1968; located in Mayfield Heights, OH. Valuation prepared for a national lender.



## Sherri Park Apartments

An existing multifamily property containing 290 dwelling units; built in 1969; located in Lyndhurst, OH. Valuation prepared for a national lender.



## Chargrin River Walk

Phase I of a proposed 180 unit multifamily property; containing 60 units; Phase I to be completed in April 2015; located in Willoughby. Valuation prepared for a national lender.

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# Industrial Assignments

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## Harper Road Flex Building

An existing office flex building containing 66,638 SF of rentable area; built in 1970 with renovations planned for late 2014 into early 2015; located in Solon, OH. Valuation prepared for a national lender.



## McGraw Hill Distribution Center

A distribution warehouse facility containing 602,378 SF of rentable area; built in 2001; located in Ashland, OH. Valuation prepared for a national lender.



## Lonco Properties

An existing industrial property containing 27,925 SF of rentable area; improvements constructed in phases from 1940-1970; located in Cleveland, OH. Valuation prepared for a regional bank.



## Blue Jay Holdings, LLC

An existing industrial property containing 47,577 SF of gross building area; built in 1966 with a 1,710 SF addition added in 2001; located in Brooklyn, OH. Valuation prepared for a national lender.



## Cleveland Business Park

An existing industrial property containing 42,254 SF of rentable area; built in 1999; located in Cleveland, OH. Valuation prepared for a regional lender.



## Esmark Steel

A existing industrial property containing 160,604 SF of gross building area; improvements constructed in 1968 and 2002; located in Valley City, OH. Valuation prepared for a real estate development firm.



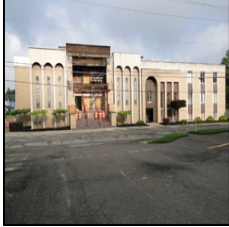
# Special Use Assignments

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## Mt. Calvary Pentecostal Church

A religious institutional property consisting of two sections: a prayer worship center containing 5,674 SF and an office/religious education center containing 18,290 SF; located in Youngstown, OH. Valuation prepared for a national lender.



## Church on the Rise

An existing two-building church property containing 48,026 SF of gross building area; constructed in 2000 and 2006; located in Westlake, OH. Valuation prepared for a national bank.



## Courtyard by Marriott

An existing hotel property containing 153 rooms on a site area of 0.41 acres; built in 2013; located in Cleveland, OH. Valuation prepared for a regional lender.



## Lakeland Community College

An institutional use property containing 40,494 SF of rentable area; built in 2011; located in Kirtland, OH. Valuation prepared for property owner.



## Lakewood Post Office

A United States Post Office containing 30,947 SF of rentable area on a site area of 2.53 acres; built in 1962; located in Lakewood, OH. Valuation prepared for government institution.



## Kent Lanes

A bowling alley property containing 21,336 SF of gross leasable area; located in Kent, OH. Valuation prepared for an national lender.





# Areas of Specialization

Medical Office Buildings  
Portfolio Management  
Day Care Facilities  
Parking Garages

- **Comprehensive market, development, and feasibility studies**
- **Custom real estate studies for private clients**
- **Low income and moderate housing**
- **Urban renewal and reuse analyses**
- **Real estate counseling for public and private-sector clients**
- **Valuation for trust and estate planning**
- **Valuation for purchase price allocations and financial reporting**

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# Client List

## Financial Institutions and Lenders

Aegon USA  
Ameriserv Financial  
Associated Bank-Corp  
Bank Midwest  
BBVA Compass  
BankFirst Corp.  
BNY Mellon  
Charter One Bank  
Citizens Bank  
CBRE  
Dollar Bank  
Fifth Third Bank  
First Bank  
First Choice Bank  
First Federal Savings & Loan  
First National Bank  
First Niagara  
First Place Bank  
Harris Bank  
Huntington National Bank  
JP Morgan Chase  
Live Oak Bank  
Looking Glass, LTD  
Lorain National Bank  
Northwest Savings Bank  
National City Bank  
PNC Bank  
Premier Bank & Trust  
Presidential Bank  
RBS Citizens Bank  
Talmer Bank & Trust  
The Home Savings & Loan Company  
US Bank

## Investment Banks/Pension Fund Advisors/ REITS

Holiday Fenoglio Fowler, LP  
Centerline Capital Group  
LNR Partners, LLC  
NILCO  
Pinnacle Financial Group  
Stancorp Mortgage Investors, LLC  
Sun Life Assurance Company

## Government & Corporations

American Property Analysts, Inc.  
Cleveland-Cuyahoga County Port Authority  
Department of Veterans Affairs  
ECHO Real Estate Services Company  
Lake Hospital System  
ODOT  
URS Corporation  
US Postal Service

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# Core Competencies

Office  
Retail  
Multifamily  
Industrial  
Land

- Valuation for real estate lending, asset acquisition and disposition, and public-sector planning and development initiatives
- Real estate consulting assignment on complex real estate matters
- Complex cash-flow modeling, asset performance peer studies
- Comprehensive research coverage of the major asset classes (office, retail, industrial, & multi-family)
- Eminent domain valuation

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# References

## Financial Institutions and Lenders

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## Investment Banks / Pension Fund Advisors / REITS

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## Douglas P. Sloan, MAI

### Experience

Senior Managing Director for Integra Realty Resources, based in the Cleveland, Ohio office. Since 1985, Mr. Sloan has completed hundreds of appraisals on all types of properties predominately in the northeastern Ohio region. From 1985 to 1986, he was associated with Appraisal Advisory Associates. From 1986-1996 and 1998-2007 he appraised existing and proposed commercial and industrial properties in the Greater Cleveland area with Calabrese, Racek & Markos, Inc. and with EMI Services from 1996-1998. Specialty areas include complex valuations of development properties, LIHTC developments, special purpose properties, and all types of income producing properties.

### Licenses

Ohio, General Appraiser, 2001017797, Expires December 2017

### Education

Bachelor of Business Administration/Finance, University of Akron

## Ben Dyer

### Experience

Senior Analyst for Integra Realty Resources, based in the Cleveland, Ohio office. Actively engaged in real estate valuation with Integra Realty Resources – Cleveland since April, 2008. Prior to working for Integra, Mr. Dyer provided assistance in the research and development of real estate appraisals for Samuel Koon & Associates, Columbus, Ohio. Appraisals have been performed on a wide variety of commercial and industrial properties, including, but not limited to, office, retail, industrial, vacant land, special-use properties, and single-family and multi-family residential.

### Licenses

Ohio, General Appraiser, 2012001578, Expires August 2017

### Education

Associate of Applied Science in Real Estate Appraisal, Columbus State Community College

## Stacey Cantola

### Experience

Senior Analyst for Integra Realty Resources, based in the Cleveland, Ohio office. Ms. Cantola has been actively engaged in real estate valuation and consulting since 2002. Career experience includes preparation and review of commercial and residential real estate appraisals, litigation appraisal support, feasibility studies, market studies, and consultation. Primary experience encompasses a wide variety of property types including multifamily, mixed-use, office buildings, retail centers, net-leased properties, industrial facilities, vacant land, high-value residences, adaptive reuse projects and low-income tax credit-housing.

### Licenses

Ohio, General Appraiser, 2005016446, Expires March 2017

### Education

Maxine Goodman Levin College of Urban Affairs, Cleveland State University, Cleveland, OH, 2004  
Master of Urban Planning, Design & Development  
Cleveland State University, Cleveland, Ohio, 2002 / B.A. Urban Studies



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## George Diamantis

### Experience

Senior Analyst for Integra Realty Resources, based in the Cleveland, Ohio office. Actively engaged in real estate valuation with Integra Realty Resources – Cleveland since March 2011. Prior to starting with Integra, Mr. Diamantis worked for The William Fall Group. Primary experience encompasses a wide variety of property types including office, retail, industrial, multifamily, residential, and special purpose properties.

### Licenses

Ohio, General Appraiser, 2007004094, Expires November 2017

### Education

Bachelor of Labor/Management, Cleveland State University

## John Davis

### Experience

Senior Analyst for Integra Realty Resources, based in the Cleveland, Ohio office. Prior to working for Integra, Mr. Davis was employed as a Commercial Property Appraiser with Tricomi & Associates, Warren, OH for five years, and with Barry Ankney, Inc., Fairlawn, OH, as a contract employee for one year. Commercial appraisal experience includes over 100 appraisals in the following venues: Restaurants, Medical Offices, Industrial & Warehouse Facilities, Strip Plazas, Automobile Dealerships, Multi-family Residences, Educational Facilities, Government, Banquet Centers, Retail, Professional Offices, and Vacant Land. Previous employment included 30 years with IBM Corporation as a Management Consultant, and 8 years with Telxon Corporation as Director of Industrial Marketing.

### Licenses

Ohio, General Appraiser, 2012003135, Expires October 2017

### Education

Bachelor of Science, Electrical Engineering, Youngstown State University  
Masters of Science, Case Institute of Technology

## Timothy P. Jackson

### Experience

Analyst for Integra Realty Resources, based in the Cleveland, Ohio office. Actively engaged in real estate valuation with Integra Realty Resources – Cleveland since June 2013. Appraisals and consulting services have been performed on various types of commercial properties, including, but not limited to, mixed-use facilities, subdivisions, student housing, multi-family apartments and vacant land.

### Licenses

Ohio, Appraiser Assistant, 2014000529, Expires March 2017

### Education

B.A. Degree, Public Affairs and City Planning, The Ohio State University, Columbus, OH (2013)



# Corporate Profile

Integra Realty Resources, Inc. offers the most comprehensive property valuation and counseling coverage in the United States with 49 independently owned and operated offices in 32 states. Integra was created for the purpose of combining the intimate knowledge of well-established local firms with the powerful resources and capabilities of a national company. Integra offers integrated technology, national data and information systems, as well as standardized valuation models and report formats for ease of client review and analysis. Integra's local offices have an average of 25 years of service in the local market, and each is headed by a Managing Director who is an MAI member of the Appraisal Institute.

A listing of IRR's local offices and their Senior Managing Directors follows:

ATLANTA, GA - Sherry L. Watkins, MAI, MRICS  
BALTIMORE, MD - G. Edward Kerr, MAI, MRICS  
BIRMINGHAM, AL - Rusty Rich, MAI, MRICS  
BOISE, ID - Bradford T. Knipe, MAI, ARA, CCIM, CRE, FRICS  
BOSTON, MA - David L. Cary, MAI, MRICS  
CHARLESTON, SC - Cleveland "Bud" Wright Jr., MAI  
CHARLOTTE, NC - Fitzhugh L. Stout, MAI, CRE, FRICS  
CINCINNATI/DAYTON, OH - Gary S. Wright, MAI, SRA, FRICS  
CLEVELAND, OH - Douglas P. Sloan, MAI  
COLUMBIA, SC - Michael B. Dodds, MAI, CCIM  
COLUMBUS, OH - Bruce A. Daubner, MAI, AI-GRS, FRICS, ASA  
DENVER, CO - Brad A. Weiman, MAI  
DETROIT, MI - Anthony Sanna, MAI, CRE, FRICS  
GREENSBORO, NC - Nancy Tritt, MAI, SRA  
HARTFORD, CT - Mark F. Bates, MAI, CRE, FRICS  
INDIANAPOLIS, IN - Michael C. Lady, MAI, SRA, CCIM, FRICS  
JACKSON, MS - John R. Praytor, MAI  
JACKSONVILLE, FL - Robert Crenshaw, MAI, FRICS  
LAS VEGAS, NV - Charles E. Jack, IV, MAI  
LOS ANGELES, CA - John G. Ellis, MAI, CRE, FRICS  
LOUISVILLE, KY - Stacey S. Nicholas, MAI, MRICS  
MEMPHIS, TN - J. Walter Allen, MAI, FRICS  
METRO LA, CA - Steven J. Johnson, MAI  
MIAMI/PALM BEACH, FL - Anthony M. Graziano, MAI, CRE  
MINNEAPOLIS, MN - Michael Amundson, MAI, CCIM, MRICS

NASHVILLE, TN - R. Paul Perutelli, MAI, SRA, FRICS  
NEW JERSEY COASTAL - Halvor J. Egeland, MAI  
NEW JERSEY NORTHERN - Matthew S. Krauser, CRE, FRICS  
NEW YORK, NY - Raymond T. Cirz, MAI, CRE, FRICS  
ORANGE COUNTY, CA - Steve Calandra, MAI  
ORLANDO, FL - Christopher D. Starkey, MAI  
PHILADELPHIA, PA - Joseph Pasquarella, MAI, CRE, FRICS  
PHOENIX, AZ - Walter "Tres" Winius, III, MAI, FRICS  
PITTSBURGH, PA - Paul D. Griffith, MAI, CRE, FRICS  
PORTLAND, OR - Brian A. Glanville, CRE, FRICS, MAI, AI-GRS  
PROVIDENCE, RI - Gerard H. McDonough, MAI, FRICS  
RALEIGH, NC - Chris R. Morris, MAI, MRICS  
RICHMOND, VA - Kenneth L. Brown, MAI, CCIM, FRICS  
SACRAMENTO, CA - Scott Beebe, MAI, FRICS  
SALT LAKE CITY, UT - Darrin Liddell, MAI, CCIM, MRICS  
SAN DIEGO, CA - Jeff Greenwald, MAI, SRA, AI-GRS, FRICS  
SAN FRANCISCO, CA - Jan Kleczewski, MAI, FRICS  
SEATTLE, WA - Allen N. Safer, MAI, MRICS  
SOUTHWEST FLORIDA - Carlton J. Lloyd, MAI  
SYRACUSE, NY - William J. Kimball, MAI, FRICS  
TAMPA, FL - Bradford L. Johnson, MAI, MRICS  
WASHINGTON, DC - Patrick C. Kerr, MAI, FRICS, SRA  
WILMINGTON, DE - Douglas L. Nickel, MAI, FRICS  
IRR Caribbean- James Andrews, MAI, CRE, FRICS, ASA/BV

## Corporate Office

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# 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.

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