

# IRR Hartford/Providence Office Profile

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Integra Realty Resources  
Hartford/Providence

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# Overview of Expertise

Integra Realty Resources—Hartford/Providence provides valuation and consulting services for commercial real estate with special emphasis on investment grade real estate. We serve pension fund advisors, major national and regional banks, HUD MAP mortgages bankers, investment advisory firms, Fortune 500 companies, private clients, developers, lenders, inventors, governmental agencies, and other professionals concerned with the value and feasibility of real property. Over the past 30 years of serving the Greater Hartford and Providence Metropolitan areas, we have provided advice on most major commercial properties in the Central Business District, suburban office and business parks, retail properties including regional malls, lifestyle centers and power centers, as well as the largest multifamily properties in the region including mixed use multifamily and high rise condominium developments.

## Principal Markets Served

### Rhode Island Counties

Bristol  
Kent  
Newport  
Providence  
Washington

### Connecticut Counties

Fairfield  
Hartford  
Litchfield  
Middlesex  
New Haven  
New London  
Tolland  
Windham

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# Key Personnel

## Senior Management

Mark F. Bates, MAI, CRE, FRICS  
Senior Managing Director  
mbates@irr.com

Gerard H. McDonough, MAI, FRICS  
Senior Managing Director  
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## Senior Analysts and Analysts

Pamela Kobrock, MAI  
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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
- 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

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# Areas of Specialization

Regional Malls and Specialty Retail  
Self Storage  
Multifamily Housing  
Student Housing  
Corporate Parks  
Auto Dealerships  
Parking Garages  
Restaurant Properties  
Golf Courses  
Drug and Alcohol Rehab Centers  
Hotels  
Marinas

- **Right of way/ eminent domain**
- **HUD Map valuation**
- **Dispute resolution/arbitration**
- **Tax appeal**
- **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**

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# Client List

## Financial Institutions and Lenders

BankRI  
BayCoast Bank  
BankNewport  
BB&T  
Bank of America  
Bank of the West  
Barclays Capital  
Bayview Financial  
Bristol County Savings Bank  
Berkadia Commercial Mortgage, LLC  
Chase  
Citicorp Real Estate, Inc.  
CIBC World Markets  
Citizens Financial  
Coastway Community Bank  
Colliers International  
Comerica Bank  
Eastern Bank  
East West Bank  
GE Capital  
GMAC  
Goldman Sachs Commercial Mortgage  
Greystone Servicing Corp., Inc.  
JP Morgan  
KeyBank  
Meridian Bank  
M&T Realty Capital  
Navigant Credit Union  
NBH ( Bank Midwest)  
New Alliance Bank  
Oritani Bank  
Pawtucket Credit Union  
People's United  
PNC Bank  
Republic First Bank  
Rockland Trust Company  
Sovereign Bank  
TD Bank  
The Washington Trust Company

US Bank, RETECHS  
Walker & Dunlop  
Wells Fargo RETECHS  
Wilmington Trust  
WSFS Bank

## Investment Banks/Pension Fund Advisors/ REITS

AT&T Capital Corporation  
Bear, Stearns Commercial Mtg.  
GE Capital  
JP Morgan Capital  
Merrill Lynch Mortgage Capital  
Parallel Commercial Capital  
Prudential Mortgage Capital

## Government & Corporations

Amerada Hess Corporation  
Ciba-Geigy Corporation  
Connecticut Superior Court  
Federal Deposit Insurance Corporation  
General Services Administration  
Internal Revenue Service  
Lehigh Portland Cement Company  
National Credit Union Association  
Providence Water Supply  
Rhode Island Department of Transportation  
Rhode Island Department of Environmental Management  
United States Postal Service  
US Department of the Treasury  
US Naval Facilities Engineering Command

## Special Servicer

Berkadia Commercial Mortgage, LLC  
Centerline Servicing (C-111 Asset Management)  
Helios AMC

ING Clarion Partners  
LNR Partners

## Law Firms

Adler, Pollock & Sheehan  
Baker & Hostetler  
Blish & Cavanaugh  
Bucci Law  
Cameron & Mittleman  
Davis, Kilmarx, Swan & Bowlings  
Davis, Polk & Wordwell  
Edwards & Angell  
Hinckley, Allen & Snyder  
Mal Salvadore Law Office  
Partridge, Snow & Hahn  
Peabody & Brown

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# References

## Financial Institutions and Lenders

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## Developers & Investors

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# Key Personnel Qualifications

## Mark F. Bates, MAI, CRE, FRICS

Mr. Bates has over 30 years of expertise in valuation and counseling of all major types of real estate including commercial, industrial, office, multifamily, mixed-use, and special-purpose properties, with a particular expertise in the valuation of investment grade real property.

Assignments have included appraisal reports, market studies, feasibility analyses and litigation support for world-class hotels, military industrial complexes, large apartment complexes, regional shopping centers, and intermodal public port facilities undeveloped land. He is the author of various articles relating to technology, international trends, and real estate.

Mr. Bates received the MAI designation in 1983, the CRE designation in 1992, and the FRICS designation in 2006. He is a Certified General Real Estate Appraiser with the states of Connecticut, Massachusetts, Rhode Island, and Vermont.

## Gerard H. McDonough, MAI, FRICS

Mr. McDonough has over 30 years of expertise in valuation and counseling of all major types of real estate including commercial, industrial, office, multifamily, mixed-use, and special-purpose properties, with a particular expertise in the valuation of marinas.

Assignments have included appraisal reports and market studies specializing in advisory and valuation services for marine-oriented properties; recreational marinas, boat yards, and ship yards located throughout the United States, the Caribbean, Costa Rica, Mexico, and Panama.

Mr. McDonough received the MAI designation in 1987 and the FRICS designation in 2010. He is a Certified General Real Estate Appraiser with the states of Alabama, Connecticut, Georgia, Massachusetts, New Hampshire, New York, Rhode Island, and Vermont.

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# Contact Us

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