IRR Metro LA Office Profile

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Integra Realty Resources Metro LA

150 S. Los Robles Ave. Suite 850 Pasadena, CA 91101

T 626.792.2107 F 626.792.4180



Overview of Expertise

Integra Realty Resources – Metro LA provides: Valuation; Portfolio Appraisals; Investment Analysis; Due Diligence; Market Studies; Appraisal Review; Litigation Support and Specialized Consulting Services. We have over 25 years experience in the specialized area of Self Storage Facilities and these assignments are performed nationwide. Our Associates stay on the leading edge of trends and issues affecting your business, including market conditions, sales, operating data and investment issues. We also provide real estate solutions for properties ranging from Class A high-rise office buildings, to research and development facilities, shopping centers, office and industrial buildings, mobile home parks, and schools.

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Steven J Johnson, MAI Senior Managing Director sjohnson@irr.com irr.com/metro la

Principal Markets Served

Self Storage—Nationwide

Other Properties:

Primary California Counties

Los Angeles Orange Riverside San Bernardino Santa Barbara Ventura **Secondary California Counties**

Fresno Inyo Kern Madera Mono

San Luis Obispo

Tulare



Key Personnel

Senior Management

Steven J. Johnson, MAI Senior Managing Director sjohnson@irr.com

Matthew J. Swanson, MAI Managing Director mswanson@irr.com

Administrative Staff

Debi Radcliffe
Office Manager
dradcliffe@irr.com

Joy Everline Project Coordinator jeverline@irr.com

Professional Staff

Geoffrey M. Papp Associate Director gpapp@irr.com

Eric Boucher
Sr. Analyst
eboucher@irr.com

David Segal Sr. Analyst dsegal@irr.com

Matthew G. Swanson Sr. Analyst mgswanson@irr.com

Andrew Totaro Sr. Analyst atotaro@irr.com

Cody Van Der Linden Analyst cvanderlinden@irr.com

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Core Competencies

Self Storage
Office
Retail
Industrial
Multifamily
Land

- Valuation
- Portfolio Appraisals
- Investment Analysis
- Due Diligence
- Market Studies
- Appraisal Review
- Specialized Consulting Services

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Areas of Specialization

Industrial

Self Storage

Manufacturing
Warehousing
Business Parks
Research & Development

Retail

Regional Malls Power Centers Neighborhood Centers Community Centers Fast Food Restaurants

Office

Low to High Rise Suburban to CBD Medical

Other

Manufactured Home Communities Multifamily Housing Health Care Facilities Vacant Land Auto Dealerships Special Purpose

- Comprehensive market, development, and feasibility studies
- Custom real estate studies for private clients
- Right-of-way/eminent domain
- Corridor valuations
- Recreational and resort (land, condos, lodges, fractional interests, hotels, and resorts)
- Subdivision and transitional land analyses
- Specialty medical (ambulatory surgical centers, hospitals, etc.)
- Dispute mediations/arbitrations
- Tax appeal, use and market studies
- Expert witness (testimony)
- Urban renewal & reuse analyses
- Real estate counseling for public and private-sector clients
- Valuation for trust and estate planning
- Valuation for purchase price allocation and financial reporting

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Client List

Financial Institutions & Lenders

A-American Management Company

A-American Self Storage

Alliance Bank
AMS Group LLC
Argon Corp

Atkinson, Andelson, Loya, Ruud

Banco Popular
Bank of America
Bank of the West
Barclays Capital
Bayview Financial, LP
Beacon Realty Capital, Inc.
Bristol Group, Inc.
California Bank & Trust
California Federal Bank
California United Bank
CapitalSource Bank
Capmark Finance Inc.
Cathay Bank

China Trust Bank
Chiswell & Associates, Ltd.
Christopher Weil & Co.
Churchill Mortgage Cap
Citigroup Risk Aggreg.
Citizens Business Bank
City of Rosemead
Comerica Bank
Dahn Corporation

Dean Heiser
Deutsche Bank
DSI Properties, Inc.
East West Bank

Extra Space Storage, Inc.

Far East National Bank First Community Bank

First Fidelity Bank, N.A. GE Capital Corporation

GMAC Commercial Mortgage

Golden State Business Bank Greenwich Capital Financial Products, Inc.

Guardian Life Ins. Co

Harris Bank Huntington Bank Imperial Capital Bank

JPMorgan Chase Bank Keybank National Assoc.

LA County Metropolitan Transportation Authority

LA Dept. Water/Power

LaSalle Bank, N.A. Lehman Brothers

Luce, Forward, Hamilton &

Scripps LLP

Mercantile Commercial Cap

Metropolitan Investments

Morgan Stanley
OB Companies

Pacific Capital Bancorp
Pacific Coast Nat'l Bank
Pacific Southwest Realty
Pacific Thomas Capital
Pacific Western Bank
PFF Bank & Trust
PNC Real Estate Finance
Port of San Diego
Preferred Bank

Preferred Bank
Presidential Bank FSB
Professional Business Bank

Prudential Financial Public Storage, Inc.

Rabobank

RBS Greewich Capital South Bay Bank Southern Calif. Edison Sovereign Bank

Strategic Storage Holding

Summit Bank Sun Life Financial Sunwest Bank

The Bank of NY Mellon

The Fuller Foundation

The Private Bank

TIAA-CREF

Torrey Pines Bank Tri Counties Bank

U.S. Bank

Union Bank

Urdang Capital Mgmt

Wachovia Bank

Waste Management, Inc.

Wedbush

Wells Fargo Bank, N.A.

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References

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TIAA-CREF/Financial Services
Director – Appraisal Services
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Charlotte, NC 28262
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Bill Landy, MAI
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1977 Saturn Street, SC-MP-03-F
Monterey Park, CA 91755
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Steven J. Johnson, MAI

Experience

Senior Managing Director—Appraiser General with Integra Realty Resources—Metro LA, formerly Charles R. Wilson & Associates, Inc., a full service national valuation and consulting firm with offices in Pasadena, California. Actively engaged in real estate valuation and consulting assignments at this firm since July 2004.

Responsibilities include performing valuation and consulting assignments on existing and proposed properties. Assignments include a wide range of commercial, retail, industrial, residential income, vacant land, and special purpose properties. Specialties include self-storage facilities on a national level.

Responsibilities also include management of the Metro LA office, including the training of staff, bidding and reviewing of assignments, and maintaining client relationships.

Licenses

California, Steven J. Johnson, AG039077, Expires December 2017

Arizona, Steven J. Johnson, 32070, Expires April 2017

Texas, Steven J. Johnson, TX1380476, Expires September 2017

Nevada, Steven J. Johnson, A.0207224-CG, Expires October 2017

Utah, Steven J. Johnson, 7084176-CG00, Expires February 2018

Colorado, Steven J. Johnson, CG.200000441, Expires December 2018

Florida, Steven J. Johnson, RZ3833, Expires November 2018

Education

California State Polytechnic University at Pomona, Bachelor of Arts - 2003

Currently certified by the Appraisal Institute under its program of continuing education.

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Matthew J. Swanson, MAI

Experience

Managing Director and Principal with Integra Realty Resources – Metro LA, a full service national valuation and consulting firm with offices in Los Angeles, California. Integra Realty Resources has offices across the nation.

Responsibilities include performing valuation and consulting assignments on existing and proposed properties. Assignments include a wide range of commercial, retail, industrial, residential income, vacant land, subdivisions, and special purpose properties. Specialties include self-storage facilities.

Principal with Charles R Wilson & Associates, Inc. Inc. from June 1990 to October 2007. This was a full-service appraisal company with a nationwide specialty appraising self-storage facilities.

Senior Appraisar / Appraisal Specialist at Bank of America, from February 1987 to June 1990. This was a senior staff position in the Los Angeles Commercial Appraisal office. Assignments included the full range of commercial, industrial, and residential income properties, as well as vacant land. Other duties included reviews of outside appraisal reports.

REO Marketing Specialist at Weyerhaeuser Mortgage Company, from October 1985 to February 1987. Responsibilities included marketing a nationwide portfolio of REO real estate.

Appraisal Institute, Member (MAI), December 1992

License

California License #AG004024 Arizona License #32075

Education

Degree from California State Polytechnic University at San Luis Obispo, Bachelor of Science—Economics & Finance—1982.

Currently certified by the Appraisal Institute under its program of continuing education.

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Geoffrey M. Papp

Experience

Associate Director at Integra Realty Resources, Metro, a full service national valuation and consulting firm with offices in Pasadena, California. Actively engaged in real estate valuation and consulting assignments since 1993, Mr. Papp has worked on a variety of property types including, but not limited to, self storage facilities, manufacturing plants, warehouse distribution buildings, industrial parks, office buildings, bank facilities, and vacant land. Mr. Papp has also assisted in the valuation of special purpose properties such as a 1642 acre military base and an outpatient surgery center. He has been involved with appraising existing and proposed properties throughout the Western United States for condemnation, estate planning, and mortgage financing.

Prior to working at Charles R. Wilson & Associates, Inc., Mr. Papp was a sales associate with Allison Realtors in Arcadia, California from 1990 to 1992. Responsibilities included the marketing, negotiation, and sale of real estate.

Licenses

California, Geoffrey M. Papp, AG092417

Education

University of California at Davis, Bachelor of Science Degree—Agriculture Economics with emphasis in Marketing, 1986

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Eric Boucher

Experience

Senior Appraiser with Integra Realty Resources Metro LA, a full service national valuation and consulting firm with offices in Los Angeles, California. Actively engaged in real estate valuation and consulting assignments at this firm.

Background in valuation includes valuation services, appraisals and consulting assignments including:

- Litigation support for arbitration, mediation, providing primary; research services, preparing reports, trial exhibits, declaration, consulting with attorneys and other clients and their clientele for pre-trial hearings, depositions, and court trials
- Multi- family and residential development of all scopes and sizes (5 500+ unit projects):
 proposed, under construction, existing, redevelopment, repositioning & litigation related
- Traditional single asset analysis for lenders, mortgage brokers, governmental agencies, trusts, estates, life, pension, equity, debt, and opportunity funds
- Portfolio valuations for acquisition, monitoring, repositioning, integration into REIT's, mergers including real estate assets, and disposal
- Trust and estate tax assignments
- Development land projects: feasibility analysis, speculative, proposed, pre\(\textit{2}\)entitlement, and AD&C financing.

Licenses

California, Real Estate Appraiser License, AG042483

Education

The Master's College, Santa Clarita, Bachelor of Arts - 2005

Currently certified by the Appraisal Institute under its program of continuing education.

Candidate for Designation, Member of the Appraisal Institute

Appraisal Institute Courses Completed:

- Basic & Advanced Income Capitalization
- Basic & Advanced Cost and Sales Approach
- General Appraiser Market Analysis & Highest and Best Use
- Real Estate Finance Statistics and Valuation Modeling
- Apartment Appraisal, Concepts & Applications
- Advanced Applications
- Partial Interest Discounting
- 44th & 45th Annual Litigation Seminars
- ALTA Surveys and Beyond
- Federal & California Statutory and Regulatory Law
- Business Practices and Ethics
- National USPAP 7 & 15 Hour Courses

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David S. Segal

Experience

California certified general real estate appraiser. Primary responsibilities consist of producing USPAP compliant appraisal reports for a variety of clients, such as lenders, attorneys, governmental agencies, and institutional clients. Common property types appraised include anchored and unanchored shopping centers, institutional office properties, mixed use retail/residential development projects, multi-family and retail development land, business parks, industrial warehouse, and others. Commonly employs discounted cash flow analysis using Argus software.

Licenses

California, David S. Segal, 3002758

Education

University of California San Diego, Bachelor of Arts-Mathematics - 2009

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Andrew Totaro

Experience

California certified general real estate appraiser. Primary responsibilities consist of producing USPAP compliant appraisal reports for a variety of clients, such as lenders, attorneys, governmental agencies, and institutional clients. Assignments include a wide range of commercial, retail, industrial, residential income, vacant land, and special purpose properties. Specialties include self©storage facilities.

Appraisal Courses

Basic Appraisal Principals Basic Appraisal Procedures USPAP

Education

Masters College – Santa Clarita Bachelor of Science 2011

Licenses

California, Andrew D. Totaro, 3004280

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Matthew G. Swanson

Experience

Matthew G. Swanson completes valuations for investment grade property types. His work focuses on institution office and retail property types throughout Southern California. His valuation work is used for financing, litigation, portfolio management and financial planning purposes. He has worked on numerous REIT portfolios for acquisition and financing purposes. Mr. Swanson initially started his real estate career interning with Integra Realty Resources in 2009.

Senior Analyst with Integra Realty Resources – Metro LA from January 2015 – Present. Integra is a full service national valuation and consulting firm with offices in Los Angeles, California. Integra Realty Resources has offices across the nation.

Acquisition Analyst with CBRE Global Investors from September 2014 to January 2015. This was a private equity analyst position in the Downtown Los Angeles office. As a member of Strategic Partners U.S., I pursued value-added and opportunistic investment strategies in the United States that focused on purchasing, re-positioning and selling institutional-quality real estate in select markets. Acquisitions totaled \$400MM.

Valuation Associate with CBRE from June 2013 to September 2014. As a part of CBRE's institutional team, I provided local expertise on a national level for investment banks, private equity groups, private wealth management groups, large cap banks, law firms and asset management groups. Methods include Argus DCF modeling and excel valuation techniques.

Assets ranged from \$10MM to \$500MM+ and include Class A office properties, power centers, regional malls, marinas, industrial parks, mixed-use centers and other institutional grade facilities.

Licenses

California Certified General Real Estate Appraisal License: 3003490

Education

University of California Riverside, Bachelor of Arts-Economic - 2013

Awards

CBRE University Graduate - 2013

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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

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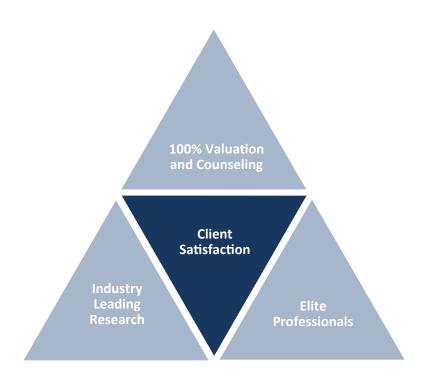
Corporate Office

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Website: www.irr.com



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 valua on and counseling. We do not offer other conflic ng services, and we are independent and have only one interest in mind: The Client.

Industry Leasing Research

Integra, through its proprietary database - DataPoint - provides indepth 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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Contact Us

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