



INTEGRA REALTY RESOURCES

IRR | BIRMINGHAM

COMMERCIAL REAL ESTATE
VALUATION & CONSULTING



15

years serving Alabama
markets

IRR[®]—*INTEGRA REALTY RESOURCES*—

provides world-class commercial real estate valuation and counseling services to both local and national top financial institutions, developers, corporations, law firms, and government agencies. As one of the largest independent property valuation and counseling firms in the United States, we provide our diverse array of clients the highly informed opinions and trusted expert advice needed to understand the value, use and feasibility of their real estate. *IRR. Local expertise. Nationally.*

650

appraisals completed
annually

RECENT APPRAISAL ASSIGNMENTS OF NOTABLE AND VARIED ASSETS

Office



- **Colonnade, 3500-3700 Colonnade Pkwy, Birmingham, AL, 420,000 SF**
- Montlimar Place, 1110 Montlimar Dr, Mobile, AL, 173,204 SF
- Riverchase Center, 2100-2300 Riverchase Center, Hoover, AL, 307,000 SF
- Altec Headquarters, 33 Inverness Center Pkwy, Birmingham, AL 82,929 SF
- Commerce Center, 2101 Clinton Ave, Huntsville, AL 89,418 SF
- Concord Center, 2100 3rd Ave N, Birmingham, AL 153,006 SF

Industrial



- **Calera Box, 41 N Industrial Pkwy, Calera, AL, 270,600 SF**
- Proposed Fed-Ex Ground, Lakeshore Pkwy, Birmingham, AL, 290,795 SF
- Proposed Mercedes Expansion, Will Walker Rd, Vance, AL, 530,000 SF
- Industrial, Baker Sorrell Rd & Dauphin Island Pkwy, Mobile, AL, 83,000 SF
- Monarch Steel, 1425 Red Hat Rd, Decatur, AL, 174,000 SF
- Exxel Outdoors, 300 American Blvd, Haleyville, AL, 259,625 SF

Retail



- **Pinnacle at Tutwiler Farm, 5006-5078 Tutwiler Farms Rd, Trussville, AL, 248,988 SF**
- Spanish Fort Town Center, 2100 Town Center Dr, Spanish Fort, AL, 432,528 SF
- Crestwood Festival Center, 7100 Crestwood Blvd, Birmingham, AL, 299,709 SF
- Colonial Promenade at Tannehill, 4817 Promenade Pkwy, Bessemer, AL, 294,151 SF
- Montgomery Towne Center, 4056 Eastern Blvd, Montgomery, AL, 176,361 SF
- University Plaza, 5850 University Dr, Huntsville, AL, 110,265 SF

Multifamily



- **Parkside Apartments, 1701 1st Ave S, Birmingham, AL, 226 Units**
- Palmer House at the Ballpark, Stadium Blvd, Madison, AL, 286 Units
- The Collins at Research Park, 1150 Enterprise Way NW, Huntsville, AL, 334 Units
- Arlington at Eastern Shore, 10558 Eastern Shore Blvd, Spanish Fort, AL, 300 Units
- Arden Point, 5600 Carmichael Rd, Montgomery, AL, 504 Units
- Avenues of Inverness, 3100 Heatherbrooke Rd, Birmingham, AL, 586 Units

Self-Storage



- **Metro Mini Storage, 900 17th St N, Birmingham, AL, 609 Units**
- Extra Space Storage, 417 22nd St N, Birmingham, AL, 686 Units
- Morningstar Self-Storage, 1533 Montclair Rd, Birmingham, AL, 570 Units
- Adding Space Self-Storage, 14548 US Hwy 280, Chelsea, AL, 934 Units
- Proposed Self-Storage, 3228 Leeman Ferry Rd SW, Huntsville, AL, 321 Units
- McGehee Road Storage, 3003 McGehee Rd, Montgomery, AL, 646 Units

Auto Dealerships



- **Jack Ingram Audi/VW/Porsche, 241-255 Eastern Blvd, Montgomery, AL, 52,704 SF**
- Century Automotive, 3810 University Dr NW, Huntsville, AL, 37,426 SF
- Buick/GMC Dealership, 3150 Dauphin St, Mobile, AL, 61,644 SF
- BMW of Tuscaloosa, 3537 Skyland Blvd, Tuscaloosa, AL, 28,356 SF
- Benton Nissan, 1640 Montgomery Hwy, Birmingham, AL, 50,600 SF
- Ford Dealership, 5801 McFarland Blvd E, Tuscaloosa, AL, 70,697 SF

RECENT APPRAISAL ASSIGNMENTS OF NOTABLE AND VARIED ASSETS (Continued)

Land



- **29 SFR Lots on 8.42 Acres, 2921 Old Rocky Ridge Rd, Birmingham, AL**
- 16 SFR Estate Lots on 111 Acres, Highway 82, Coker, AL
- 172 SFR Lots on 29.5 Acres, Old Leeds Rd & Grants Mill Rd, Irondale, AL
- 3 Lake Lots, Sally Hamner Rd, Lake Tuscaloosa, Northport, AL
- 543 Acres, Retrospective Estate Appraisal, Deer Run Dr, Bibb/Perry County, AL
- Recreational Land, 4,735 Acres, Russell County, AL

Church



- **Lighthouse Church, 2018 Hinton Dr, Oxford, AL, 72,393 SF**
- Guiding Light Church, 1800 John Rodgers Dr, Birmingham, AL 108,522 SF
- Dauphin Way Baptist Church, 3661 Dauphin St, Mobile, AL, 166,202 SF
- Riverchase United Methodist, 1935 Old Montgomery Hwy, Birmingham, AL, 124,000 SF
- Vestavia Hills United Methodist, 2061 Kentucky Ave, Vestavia Hills, AL, 145,000 SF
- Open Door Baptist Church, 1761 McFarland Blvd N, Tuscaloosa, AL, 63,580 SF

School



- **Whitesburg Christian Academy, 7300 Whitesburg Dr NE, Huntsville, AL, 198,914 SF**
- 10 Former Birmingham City Schools, Birmingham, AL, 25,000-85,000 SF
- Northington Elementary, 1300 21st St E, Tuscaloosa, AL, 50,000 SF
- Westminster Christian Academy, 237 Johns Rd, Huntsville, AL, 64,874 SF
- Madison Academy, 325 Slaughter Rd, Madison, AL, 147,000 SF
- Alabama School of Science & Math, 1255 Dauphin St, Mobile, AL, 189,194 SF

Specialty



- **Hugo Black Courthouse, 1729 5th Ave N, Birmingham, AL, 159,636 SF**
- Huntsville Federal Courthouse, 101 Holmes Ave NE, Huntsville, AL, 40,929 SF
- Shades Valley YMCA, 3551 Montgomery Hwy, Birmingham, AL 48,000 SF
- Greyhound Bus Terminal, 618 19th St N, Birmingham, AL 20,000 SF
- Truckworx, 4 Large Vehicle Dealerships, Birmingham/Dothan/Huntsville/Montgomery
- Dynetics R&D Facility, 1004 Explorer Blvd, Huntsville, AL, 223,955 SF

Specialty



- **Cardiovascular Associates, 3980 Colonnade Pkwy, Birmingham, AL, 74,233 SF**
- Harbert Airplane Hangar, 4904 69th St N, Birmingham, AL 24,691 SF
- Camp Laney, 916 West River Rd, Mentone, AL, 46,888 SF on 138 Acres
- Ardent Preschool, 6801 Tattersall Blvd, Hoover, AL, 24,168 SF
- Howell School LIHTC Apartments, 408 E Newton Rd, Dothan, AL, 55 Units + Tax Credits
- East Alabama Motor Speedway, 4238 Hwy 80 W, Phenix City, AL, Dirt Race Track

Gulf Coast



- **Legacy on the Bay Apartments, 251 Vinings Way Blvd, Destin, FL, 300 Units**
- All-American Self-Storage, 99 Lovejoy Rd NW, Fort Walton Beach, FL, 452 Units
- Proposed Self-Storage, 5001 N Star Ave, Panama City, FL, 476 Units
- City Hope Church, 29964 Saint Basil St, Daphne, AL, 65,150 SF
- Office, 2205 La Vista Ave, Pensacola, FL, 32,464 SF
- Medical Office, 4000 3rd St, Panama City, FL, 33,128 SF

OUR VALUE PROPOSITION

What sets our firm apart is our local market knowledge, coupled with our national database, technology platform and network of offices. Each one of our appraisers has ties to different parts of the state, from Huntsville down to Mobile and the panhandle of Florida. In addition, our appraisers have developed specialty practices over time, so whether you have a large recreational tract of land, self-storage facility, distribution warehouse, automobile dealership, shopping center, office building, multifamily apartment or church, we have an expert who can meet your valuation and consulting needs.



Rusty Rich, MAI, MRICS, Senior Managing Director

Mr. Rich serves as Senior Managing Director of the Birmingham, AL office and has over 20 years of real estate valuation and consulting experience, including 15 years throughout Alabama. Mr. Rich has performed assignments on a wide variety of commercial real estate product types, including office, retail, industrial, multifamily, mixed-use properties, vacant land and other special-use properties. Mr. Rich has worked with a variety of clients including pension funds, REITs, insurance companies, attorneys, owners, developers, governmental agencies and financial institutions. Mr. Rich has also provided expert witness testimony in a variety of court cases.



Terry Little, MAI, Director

Mr. Little is a Director in the Birmingham, AL office and has over 15 years of commercial real estate valuation and consulting experience. Mr. Little has performed appraisal assignments on a wide variety of property types, including office, retail, industrial, multifamily, residential subdivisions, hotels, and mixed-use properties. Mr. Little also specializes in the valuation of self-storage properties, office, medical office (including fair market rent surveys) and apartment properties (including low-income rental housing and tax credit developments).



Scotty Anderson, MAI, Director

Mr. Anderson is a Director in the Birmingham, AL office and has been actively engaged in the appraisal industry for nearly 10 years. Mr. Anderson has worked on a variety of commercial real estate product types, focusing primarily on multi-tenant retail, net leased properties, office, industrial and multifamily apartments of all types. Mr. Anderson grew up in the Huntsville/Madison area of Alabama and has an extensive knowledge of this portion of the state in addition to the Birmingham area.



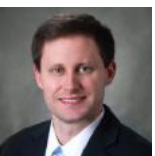
Jimmy Barton II, Director

Mr. Barton is a Director and has over 15 years of commercial real estate valuation and consulting experience. Mr. Barton has performed appraisal assignments on a variety of product types including office, retail, industrial, multifamily apartments (conventional and low-income housing tax credits), condominiums, special purpose properties, residential subdivisions and vacant land. Mr. Barton has also provided expert witness testimony in bankruptcy proceedings. Mr. Barton resides in Fairhope, AL and concentrates primarily on the Gulf Coast region, including Mobile and Baldwin Counties in Alabama and the panhandle of Florida.



Mark Pannell, Director

Mr. Pannell is a Director in the Birmingham, AL office and has over 15 years of commercial real estate appraisal experience and has performed real estate appraisals on a variety of product types including office, retail, industrial, multifamily, residential subdivisions, condominium developments, automobile dealerships and vacant land. Mr. Pannell also specializes in the valuation of church and school properties, along with providing litigation preparation and support for a number of Alabama attorneys.



Tyler Powell, Director

Mr. Powell is a Director in the Birmingham, AL office and has nearly 15 years of commercial real estate appraisal experience. Mr. Powell has appraised a variety of commercial real estate product types, including office, retail, industrial, multifamily and vacant land. Mr. Powell's specialties include the valuation of large recreational tracts of land for both private owners and government institutions and the appraisal of residential subdivision developments. Mr. Powell also has extensive experience in condemnation appraising for government and quasi-government agencies.



Clark Stewart, Senior Analyst

Mr. Stewart is a Senior Analyst in the Birmingham, AL office and has nearly 10 years of commercial real estate experience. Mr. Stewart has worked on a wide variety of commercial real estate product types, including office, retail, industrial, multifamily, residential subdivisions, special-purpose properties, and vacant land. Mr. Stewart has also worked recently with a number of institutional owners in the valuation of churches and schools.

OUR CLIENTS

Developers/Owners

Government & Organizations

- Alabama Farm Credit
- Ameris Bank
- BancorpSouth
- Bank of America
- Bank OZK
- BB&T
- BBVA USA
- Cadence Bank
- CenterState Bank
- Commerce One Bank
- Community Bank of MS
- First Horizon
- Hancock Bank
- Iberia Bank
- JP Morgan Chase
- KeyBank
- Merchant's Bank
- Oakworth Capital
- Origin Bank
- People's Bank
- PNC Bank
- Progress Bank
- Regions Bank
- Renasant Bank
- ServisFirst
- Simmons Bank
- South State Bank
- Southern States Bank
- SunTrust Bank
- Synovus
- Truist Bank
- Trustmark Bank
- Wells Fargo

- Action Resources
- Allied Mineral Products
- Altec Industries
- Ariam Partners
- Barber Companies
- Carmeuse Lime & Stone
- Colonial Pipeline
- Cooper Construction
- CS Beatty Construction
- Cumberland Materials
- Cypress Equities
- Dominion Corporation
- Drummond Companies
- Ecosystem Investment Partners
- Eddleman Properties
- EOS Defense Systems USA
- Graham & Company
- Greenfield Environmental Multistate Trust
- Greyhound
- Harbert Management
- International Paper
- Latitude Management RE Investors
- Luxor Management
- Pate Holdings
- Rooms To Go
- Southpace Properties
- Storage World, Inc.
- UPS Capital Business Credit
- Vulcan Materials
- Walmart

- Alabama Dept of Conservation & Natural Resources
- Alabama Dept of Transportation (ALDOT)
- Alabama Power Company
- Arab City School Board
- Baptist Foundation of California
- Bessemer Housing Authority
- Birmingham City Schools
- Calhoun County
- City of Alabaster
- City of Montevallo
- DeKalb County
- Disciples Church Extension Fund
- Elmore County
- Fannie Mae
- Government Services Administration (GSA)
- Greene County School Board
- Houston County
- ISI Professional Services
- Jefferson County
- Lions Club
- Madison City Schools
- Marshall County
- Mobile Housing Board
- Shelby County
- Tuscaloosa City Schools
- University of Alabama
- US Dept of Veterans Affairs
- USPS (US Postal Service)
- Wesleyan Investment Foundation
- YWCA of Central Alabama

Mortgage Banks/Services

Law Firms/Accounting

Health Care

- Arbor Realty Trust
- Avison Young
- Axiom Valuation Advisors
- Berkadia
- CBRE
- C-III
- Colliers International
- Cushman & Wakefield
- Duff & Phelps
- Grandbridge Real Estate Capital
- iCap Realty Advisors
- InterFirst Capital
- NGKF
- Pimlico Capital Group
- Protective Life Insurance
- Sabal Financial

- Baker Donelson
- Berryman & Montalbano
- Blalock Law Firm
- Bradley Arant Boult Cummings
- Burr Forman
- Christian & Small
- Davidson, Davidson, Umbach & Forbus
- Galloway Scott & Hancock
- Kassouf & Co.
- Law Offices of Stephen J. Mobley
- Lloyd Gray White Monroe
- Maynard Cooper & Gale
- Warren Averett

- Community Health Systems
- Cullman Regional Medical Center
- Fresenius
- Grandview Medical Center
- Health Care Realty Trust
- Southlake Orthopaedics
- SportsMed Orthopaedic Surgery
- Tenet Healthcare

LOCAL EXPERTISE. NATIONALLY.

50+

local offices

60+

markets covered U.S. and Caribbean



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