



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.*

700

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
- Financial Center, 505 20th St N, Birmingham, AL 311,259 SF
- Commerce Center, 2101 Clinton Ave, Huntsville, AL 89,418 SF
- The Plaza, 417 20th St N, Birmingham, AL 209,368 SF
- Concord Center, 2100 3rd Ave N, Birmingham, AL 153,006 SF

Industrial



- Calera Box, 41 N Industrial Pkwy, Calera, AL, 270,600 SF
- Lear Industrial, 6700 Jefferson Metropolitan Pky, McCalla, AL 303,730 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
- Briggs & Stratton Distribution Center, 3100 Beehive Rd, Auburn, AL 406,080 SF
- Vantiva, 4926 Southridge Blvd, Memphis, TN 640,000 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
- Colonial Promenade at Tannehill, 4817 Promenade Pkwy, Bessemer, AL, 294,151 SF
- Green Springs Shopping Center, 200 Green Springs Hwy, Homewood, AL 184,898 SF
- Shoppes of Madison, 8207 Highway 72, Madison, AL 108,573 SF
- Laurelwood Shopping Center, 4550 Poplar Ave, Memphis, TN 174,508 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
- Constellation, 740 Constellation Pl, Huntsville, AL 219 units
- The Meridian at Fondren, 802 Lakeland Dr, Jackson, MS 245 units
- Station at Lakeshore, 2800 Milan Ct, Birmingham, AL 294 units

Self-Storage



- Metro Mini Storage, 900 17th St N, Birmingham, AL, 609 Units
- Space Savers Self Storage, 450 15th St, Tuscaloosa, AL 655 units
- Extra Space Storage, 417 22nd St N, Birmingham, AL, 686 Units
- Bent Creek Storage, 2357 E Glenn Ave, Auburn, AL 498 units
- StoreEase, 206 Apple Ave, Dothan, AL 547 units
- Space Savers Self Storage, 721 McQueen Smith Rd, Prattville, AL 588 units
- Adding Space Self-Storage, 14548 US Hwy 280, Chelsea, AL, 934 Units

Auto Dealerships



- Jack Ingram Audi/VW/Porsche, 241-255 Eastern Blvd, Montgomery, AL, 52,704 SF
- Lexus of Huntsville, 6580 University Dr, Huntsville, AL 59,297 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
- Allen Turner Toyota of Auburn, 170 W Creek Pky, Auburn, AL 104,931 SF
- Carlock Toyota of Tupelo, 882 Cross Creek Dr, Tupelo, MS 46,266 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
- 172 SFR Lots on 29.5 Acres, Old Leeds Rd & Grants Mill Rd, Irondale, AL
- Jetplex Industrial Park Phase IV - 139 Acres, Swancott Rd, Huntsville, 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
- Recreational Land, 1,188 Acres, Baldwin 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
- Helena United Methodist, 2035 Highway 58, Helena, AL 50,237 SF

School



- Whitesburg Christian Academy, 7300 Whitesburg Dr NE, Huntsville, AL, 198,914 SF
- 15 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
- Harding Academy, 1000 Cherry Rd, Memphis, TN 163,441 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
- SSA Regional Office, 1300 Reverend Abraham Woods Dr, Birmingham, AL 587,528 SF
- 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
- 400 Poydras Tower, 400 Poydras St, New Orleans, LA 605,126 SF
- All-American Self-Storage, 99 Lovejoy Rd NW, Fort Walton Beach, FL, 452 Units
- Venue Emerald Coast Apartments, 4211 Commons Dr, Destin, FL 233 units
- Walton Plaza, 931 Highway 331, Defuniak Springs, FL 61,878 SF
- Allen Turner Hyundai, 6501 Pensacola Blvd, Pensacola, FL 41,169 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, Senior Managing Director

Mr. Rich serves as Senior Managing Director of the Birmingham, AL office and has over 25 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.



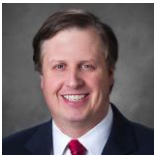
Terry Little, MAI, Director

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).



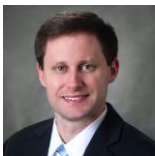
Scotty Anderson, MAI, Director

Mr. Anderson is a Director in the Birmingham, AL office and has been actively engaged in the appraisal industry for over 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.



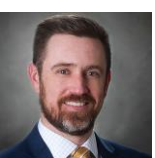
Tyler Powell, Director

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.



Joshua Elam, Analyst

Mr. Elam's appraisal career began in 2023 as an analyst at Integra. He has recently become an Alabama Certified General Property Appraiser and has assisted with a variety of appraisal assignments including office, retail, industrial, and vacant land. Prior to joining Integra, he worked in Ernst & Young's assurance/audit practice, working on numerous accounts across many industries. Following his 4-year stint with Ernst & Young, Mr. Elam spent the next 12 years in various accounting, strategy, and project portfolio management roles at BBVA/PNC.

OUR CLIENTS

- 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

Mortgage Banks/Services

- 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
- Northmarq Finance
- NGKF
- Pimlico Capital Group
- Protective Life Insurance
- Sabal Financial

Developers/Owners

- 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
- SPM Property Management
- Storage World, Inc.
- UPS Capital Business Credit
- Vulcan Materials
- Walmart

Law Firms/Accounting

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

Government & Organizations

- 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

Health Care

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

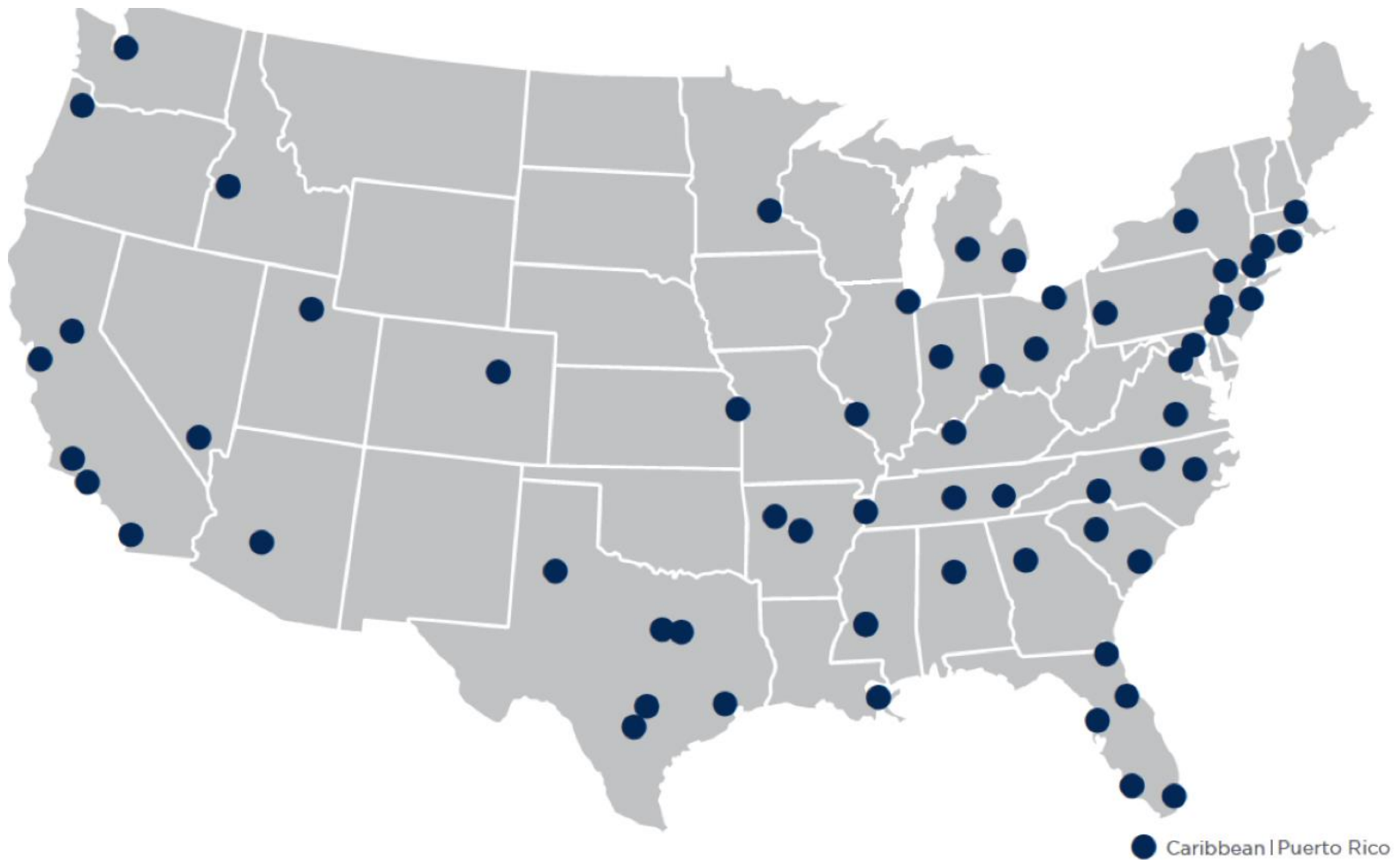
LOCAL EXPERTISE. NATIONALLY.

50+

local offices

60+

markets covered U.S. and Caribbean



NORTHEAST OFFICES

CONNECTICUT

Hartford, CT
Todd Isaacson, MAI
T (860) 291-8997 ext. 19
tisaacson@irr.com

NEW JERSEY

Coastal New Jersey
Thomas J. Grouss, MAI
T (732) 244-7000 ext. 105
tgrouss@irr.com

Northern New Jersey
Paul T. Beisser, CRE, MAI, SCGREA
T (973) 422-9800
pbeisser@irr.com

NEW YORK

Syracuse, NY
William J. Kimball, MAI, FRICS
T (315) 422-5577
wkimball@irr.com

PENNSYLVANIA

Philadelphia, PA
Raja P. Waran, MAI, CRE
T (610) 238-0238
rwaran@irr.com

Pittsburgh, PA
Brian Kelly, MAI, SRA
T (412) 683-2211
bkelly@irr.com

RHODE ISLAND

Providence, RI
Donald R. Donner, II
T (860) 291-8997 ext. 18
ddonner@irr.com

SOUTHEAST OFFICES

ALABAMA

Birmingham, AL
Rusty Rich, MAI,
T (205) 949-5995
rrich@irr.com

FLORIDA

Miami | Caribbean
James Andrews, MAI, CRE, FRICS, ASA/BV
T (305) 670-0001 ext. 320
jandrews@irr.com

Orlando, FL
Christopher D. Starkey, MAI
T (407) 843-3377 ext. 112
cstarkey@irr.com

Jacksonville, FL
D. Michael Daniel Jr., MAI
T (904) 902-3444
mdaniel@irr.com

Southwest Florida
Carlton J. Lloyd, MAI
T (239) 687-5801
clloyd@irr.com

Tampa, FL
Kendra Stevens Barry
T (813) 287-1000 ext. 110
kbarry@irr.com

GEORGIA

Atlanta, GA
Matthew Albigese, MAI
T (404) 418-4358 ext. 1000
malbigese@irr.com

NORTH CAROLINA

Charlotte, NC
John D. Scott, Jr., MAI
T (704) 206-8258
jscott@irr.com

NORTH CAROLINA (Continued)

Greensboro, NC
Nancy B. Tritt, MAI, SRA, FRICS
T (336) 676-6033
ntritt@irr.com

Raleigh, NC
Chris R. Morris, MAI, FRICS
T (919) 725-8953
cmorris@irr.com

SOUTH CAROLINA

Charleston, SC
Cleveland "Bud" Wright, Jr., MAI
T (843) 718-2125 ext. 2
cwright@irr.com

Columbia, SC
Michael B. Dodds, MAI, CCIM
T (803) 772-8282 ext. 110
mdodds@irr.com

TENNESSEE

Nashville, TN
Adam Perutelli, MAI
T (615) 628-8275 ext. 2
aperutelli@irr.com

Memphis, TN
Rusty Rich, MAI,
T (205) 949-5995
rrich@irr.com

Knoxville, TN
Andy Crook, MAI
T (865) 637-0325 ext. 2
aperutelli@irr.com

VIRGINIA

Richmond, VA
Kenneth L. Brown, MAI, FRICS, CCIM
T (804) 346-2600 ext. 209
kbrown@irr.com

CENTRAL OFFICES

ILLINOIS

Chicago, IL
Ron DeVries, MAI
T (312) 565-3432
rdevries@irr.com

INDIANA

Indianapolis, IN
Michael Lady, MAI, SRA, ASA, CCIM, FRICS
T (317) 546-4720
mlady@irr.com

KENTUCKY

Louisville, KY
Stacey S. Nicholas, MAI, MRICS
T (502) 452-1543 ext. 3774
snicholas@irr.com

MICHIGAN

Detroit, MI
Donald L. Selvidge, MAI
T (248) 540-0040 ext. 114
dselvidge@irr.com

Grand Rapids, MI
Jeff Genzink, MAI
T (616) 261-5000
jgenzink@irr.com

MINNESOTA

Minneapolis/St. Paul, MN
Michael Amundson, MAI, CCIM
T (952) 905-2401
mamundson@irr.com

MISSOURI

Kansas City, MO
Timothy M. Schoemehl, MAI
T (636) 898-6533
tschoemehl@irr.com

MISSOURI (Continued)

St. Louis, MO
Timothy M. Schoemehl, MAI
T (636) 898-6533
tschoemehl@irr.com

OHIO

Cincinnati/Dayton, OH
Gary S. Wright, MAI, FRICS, SRA
T (513) 426-7125
gwright@irr.com

Columbus, OH
Brad A. Johnson, MAI
T (614) 398-4307
bajohnson@irr.com

Cleveland, OH
Douglas P. Sloan, MAI
T (330) 659-3640 ext. 101
dsloan@irr.com

SOUTHWEST OFFICES

ARIZONA

Phoenix, AZ
Walter "Tres" Winus, III, MAI, FRICS
T (602) 266-5599
twinius@irr.com

TEXAS

Austin, TX
William Robinson, MAI
T (210) 446-4444
wrobinson@irr.com

Dallas, TX
Stephen M. Lechtenberg, MAI
T (972) 725-7727
slechtenberg@irr.com

Ft. Worth, TX
Jason Jackson, MAI
T (817) 658-6783
jsjackson@irr.com

Houston, TX
Todd Rotholz, MAI
T (713) 973-0212 ext. 12
trotholz@irr.com

Lubbock, TX
Jimmy H. Jackson, MAI
T (972) 725-7724
jhjackson@irr.com

San Antonio, TX
Brandon Brehm, MAI, CCIM
T (210) 446-4444
bbrehm@irr.com

WEST OFFICES

CALIFORNIA

Los Angeles, CA
Eric Segal, MAI
T (213) 984-4425
esegal@irr.com

Orange County
Noah Kauffman, MAI, R/W-AC
T (949) 459-3717
nkauffman@irr.com

Sacramento, CA
Lance Jordan, MAI
T (916) 435-3883
ljordan@irr.com

San Diego, CA
John A. Morgan, MAI
T (858) 259-4900 ext. 315
jmorgan@irr.com

CALIFORNIA (Continued)

San Francisco, CA
Jeffrey Fillmore, MAI
T (408) 299-0444
jfillmore@irr.com

COLORADO

Denver, CO
Larry B. Close, MAI, AI-GRS
T (720) 833-5931
lclose@irr.com

IDAHO

Boise, ID
Robin Brady, MAI
T (208) 472-3200
rbrady@irr.com

NEVADA

Las Vegas, NV
William Dominick
T (702) 869-0442
wdominick@irr.com

UTAH

Salt Lake City, UT
John T. Blanck, MAI,
T (801) 263-9700 ext. 109
jblanck@irr.com

WASHINGTON

Seattle, WA
Matthew A. Bacon, MAI
T (206) 436-1179
mbacon@irr.com

CARIBBEAN

Caribbean | Puerto Rico
Carlos Vélez, MAI, SRA, BCA, CMEA, CCIM, MRICS
T (787) 782-4974
cvelez@irr.com

INTEGRA REALTY RESOURCES - BIRMINGHAM

880 Montclair Road, Suite 275
Birmingham, AL 35213
T: (205) 949-5995
F: (205) 271-2389
irr.com/Birmingham

Rusty Rich, MAI
Senior Managing Director
T (205) 949-5995
rrich@irr.com

irr.com

Visit us online to learn more
and access our extensive
research library.



INTEGRA REALTY RESOURCES
Local Expertise. Nationally.