



INTEGRA REALTY RESOURCES

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COMMERCIAL REAL ESTATE
VALUATION & CONSULTING



15+

years serving Memphis, TN
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.*

250+

appraisals completed
annually

RECENT APPRAISAL ASSIGNMENTS OF NOTABLE AND VARIED ASSETS

Office



- *Charles Retina Institute, 2864 W. Oxford Loop, Oxford, MS, 4,430 SF*
- Charles Retina Institute, 1432 Kimbrough Road, Germantown, TN 10,508 SF

Industrial



- *Gateway Global Building, 175 Del Stover Drive, Byhalia, MS 769,500 SF*
- Distribution Warehouse, 90 Wingo Road, Byhalia, MS 387,088 SF
- Lotus & Windoware Warehouse, 5314 Distriplex Farms, Memphis, TN 200,880 SF
- Industrial Distribution Warehouse, 10 Industrial Drive, Dyer, TN, 218,766 SF

Multifamily



- *Central Lofts, 2601 Central Avenue, Memphis, TN, 127,601 SF/127 Units*
- Ashton Lakes I, 5587 Berryman Drive, Memphis, TN, 203,844 SF/200 Units

Land



- *Magee Woods Recreational Land, , Road 616, Hughes, AR, 220 Acres/9,583,200 SF*
- Retail Land, 4990 & 5000 Poplar Avenue, Memphis, TN, 2.33 Acres/101,519 SF

Retail



- *The Lake District, 3304 Canada Road, Lakeland, TN, 94,057 SF*
- McLarty BMW, 4621 Colonel Glenn Plaza Dr., Little Rock, AR, 42,023 SF
- McLarty Nissan of Benton, 19950 I-30 North, Benton, AR, 41,702 SF
- Central Chevrolet, 3207 Stadium Blvd, Jonesboro, AR, 52,372 SF
- Genesis of Wolfchase, 7695 US-64, Memphis, TN, 18,150 SF
- Acura of Memphis, 6055 Umansky Cove, Memphis, TN, 81,079 SF
- The Shops at Barnes Crossing, 3944 N. Gloster St., Tupelo, MS, 79,256 SF
- Laurelwood Shopping Center, 4550 Poplar Avenue, Memphis, TN, 174,508 SF
- Rendezvous Restaurant, 50-52 S. Second Street, Memphis, TN, 56,000 SF

Specialty Assignments



- *Proposed Chi Omega Sorority House, 678 Rebel Dr, Oxford, MS, 41,703 SF/77 Units*
- Tri Delta Sorority House, 102 Robert Louis Jones Cir., Starkville, MS, 52,508 SF/61 Units
- Proposed Self Storage, Elmhurst Dr., Jonesboro, AR, 46,550 SF/425 Units
- Atomic Storage, 5281 Hacks Cross Rd., Olive Branch, MS, 59,625 SF/392 Units
- Lake Grove Missionary Baptist Church, 265 Leath St., Memphis, TN, 17,474 SF
- Dyersburg YMCA, 415 Elm Ave., Dyersburg, TN, 17,206 SF
- Harding Academy, 1000 Cherry Road, Memphis, TN, 163,441 SF

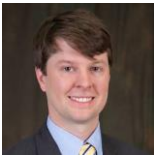
OUR VALUE PROPOSITION

What sets our firm apart is the longevity of our principals and senior analysts who have been collaborating on property analyses for over 25 years. Through developing our team relationships, our specialty appraisal practices have evolved to create high quality, industry-leading standards. Over this 25+ year relationship, our staff has evolved into specialty appraisal practices. One staff member appraises apartments, another large shopping centers, another office buildings, another industrial buildings; we even have a staff member that appraises churches. When you hire our firm to value your property, you are engaging an expert in the property type you need valued.



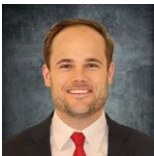
Rusty Rich, MAI, Senior Managing Director

Mr. Rich serves as Senior Managing Director of the Birmingham, AL and Memphis, TN offices 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.



Carter Higdon, Director

Mr. Higdon began as a Senior Analyst for Integra Realty Resources - Birmingham in May 2025. He was then promoted to Director upon opening of the new Integra Realty Resources - Memphis office in August 2025. Mr. Higdon has over 10 years of appraisal and consulting experience with a broad range of commercial property types including hospitality, industrial, retail, office, multifamily, and special purpose (religious facilities, water management systems, and aviation properties). He has performed assignments for financing, estate planning, eminent domain, feasibility studies, and litigation support.



Kirk Winberry, Senior Analyst

Mr. Winberry joined Integra Realty Resources - Birmingham as an Analyst in May 2025. He brings experience in the valuation of institutional-grade real estate assets and large portfolio assignments. Mr. Winberry has experience delivering valuation and advisory services to a diverse client base and his professional expertise spans a wide range of property types, including multifamily, industrial, medical office, traditional office, retail, raw land, and self-storage. Mr. Winberry is pursuing his Certified General Appraisal License. His career progression has provided him with a foundation in all facets of the appraisal process, from financial modeling and market analysis to highest and best use studies and complex portfolio assignments.



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- Arvest Bank
- Bank of America
- BankOZK
- Bank Plus
- Cadence Bank
- First Bank
- First Horizon Bank
- FNB Oxford
- Guaranty Bank
- INSOUTH Bank
- JP Morgan Chase Bank
- Origin Bank
- Orion Bank
- Orion Financial
- Park National Bank
- Pinnacle Bank
- Regions Bank
- Renasant Bank
- Rompsen Investment Corporation
- Servis First Bank
- Simmons Bank
- Southern Bank
- SouthState Bank
- Truist Bank
- Trustmark Bank
- United Community Bank
- Wells Fargo

Law Firms/Accounting

- Baker, Donelson, Bearman, Caldwell & Berkowitz P.C.
- Bryan, Cave, Leighton, Paisner, LLP
- Evans Petree, P.C.
- Holland and Knight, LLP
- Law Office of Daniel C. Shumake
- Owen and Witherington, LLP

Government & Organizations

- Memphis Land Bank
- Memphis-Shelby County Airport Authority
- Millington Industrial Development Board
- St. Jude Children's Research Hospital
- Tennessee Housing Development Agency
- Tipton County Industrial Development Board
- USPS (United States Postal Service)

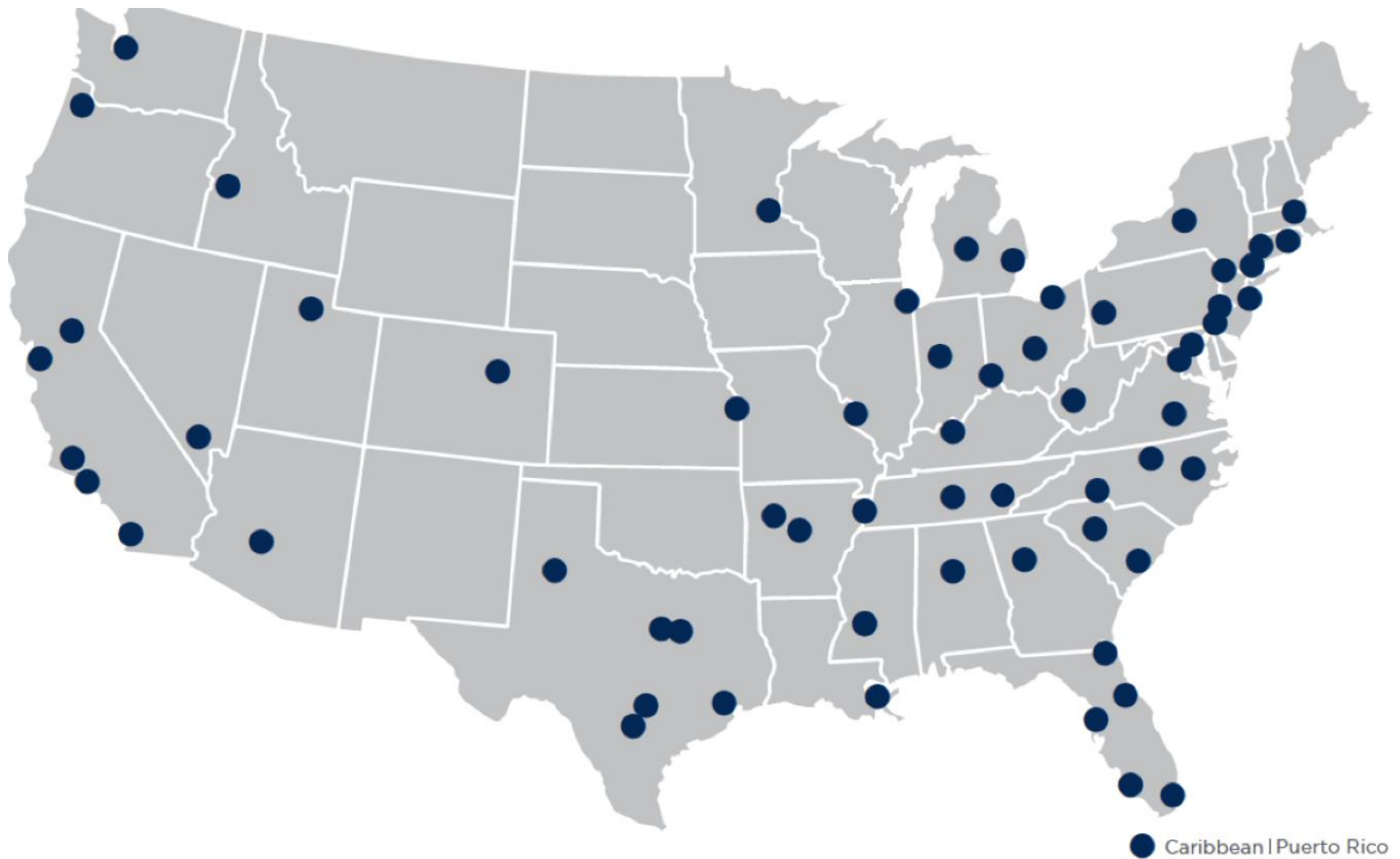
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50+

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60+

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