



INTEGRA REALTY RESOURCES

# IRR | NORTHERN NEW JERSEY

COMMERCIAL REAL ESTATE  
VALUATION & CONSULTING





# 25+

years serving the New Jersey  
And New York 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.*

# 600+

appraisals completed  
annually



## RECENT APPRAISAL ASSIGNMENTS OF NOTABLE AND VARIED ASSETS

### Office



- **Deutsche Bank, 60 Wall Street, New York, NY, 1,625,483 SF**
- The Plant, 321 W. 44<sup>th</sup> Street, New York, NY, 245,183 SF
- 44 Wall Street, New York, NY, 349,353 SF
- Federal Reserve Bank, 100 Orchard Street, East Rutherford, NJ, 404,732 SF
- 211 Mount Airy Road, Basking Ridge, NJ, 306,194 SF
- The Mark, 100 Enterprise Drive, Rockaway, NJ, 263,671 SF

### Industrial



- **Amazon Distribution Facility, Edison, NJ 923,000 SF**
- LG Distribution Center, 50 Veronica Avenue, Somerset, NJ, 926,392 SF
- Federal Express Facility, 130 Leroy Street, New York, NY, 167,010 SF
- 750 Union Avenue, Union, NJ, 263,533 SF
- Driscoll Foods, 6 West Beltway Parkway, Wayne, NJ, 471,984 SF
- Dassault Falcon Jet Facility, 200 Riser Road, Little Ferry, NJ 286,628 SF

### Multifamily



- **The Hub, 333 Schermerhorn Street 522,009 SF/750 Units**
- The Frederick, 564-570 Saint Johns Place, Brooklyn, NY 116,709 SF/193 Units
- The Rivington, 1130 Grand Street, Hoboken, NJ, 200,000 SF/240 Units
- Skytop Gardens, Ernston Road, Parlin, NJ, 642,240 SF/840 Units
- Troy Towers, 40 Conger Street, Bloomfield, NJ, 257,896 SF/356 Units
- Aquablu Newport, 110 River Drive, Jersey City, NJ, 405,220 SF/354 Units

### Hospitality



- **Andaz Hotel & Condominium, 75 Wall Street, New York, NY, 650,213 SF/244 Rooms**
- Glenpointe Marriott, 1 Glenwood Avenue, Teaneck, NJ, 335,412 SF/350 Rooms
- The MC Hotel, 690 Bloomfield Avenue, Montclair, NJ, 120,000 SF/159 Rooms
- Hilton Newark Airport, Spring Street, Newark, NJ, 363,312 SF/378 Rooms
- Holiday Inn Newark, 450 Route 1 & 9, Newark, NJ 90,384 SF/191 Rooms
- Proposed Chelsea Boutique Hotel, 20 W. 15<sup>th</sup> Street, New York, NY 10,860 SF/30 Rooms

### Retail



- **Willowbrook Mall, 50 Route 46, Wayne, NJ, 1,600,000 SF**
- Rockaway Mall, 301 Mt. Hope Avenue, Rockaway, NJ, 1,248,000 SF
- Willowbrook Plaza, 77 Willowbrook Boulevard, Wayne, NJ, 331,528 SF
- Shoppes at Four, 275 Route 4 West, Paramus, NJ, 134,939 SF
- Westmount Plaza, 808 Route 46, Parsippany, NJ, 202,532 SF
- Shoppes at Windsor Green, 3495 Route 1, West Windsor, NJ 157,463 SF

### Life Science



- **Cedar Brook 7, 7 Clarke Drive, Cranbury, NJ, 65,758 SF**
- Novartis Pharmaceuticals, East Hanover, NJ, 742,286 SF
- Merck Kenilworth, 2000 Galloping Hill Road, Kenilworth, NJ 2,900,000 SF
- Merck (BMS) Summit, 556 Morris Avenue, Summit, NJ, 1,600,000 SF
- Technology Center of Princeton, 330 Carter Road, Princeton, NJ, 215,589 SF
- ON3, Nutley, NJ, 156,927 SF

## RECENT APPRAISAL ASSIGNMENTS OF NOTABLE AND VARIED ASSETS

### Golf Courses



- Plainfield Country Club, Plainfield, NJ
- Paramount Country Club, New City, NY
- Liberty National Golf Course, Jersey City, NJ
- Colts Neck Country Club, Colts Neck, NJ
- Hidden Creek Country Club, Egg Harbor, NJ
- Rumson Country Club, Rumson, NJ
- Galloway National Country Club, Galloway NJ

### Affordable Housing/LIHTC



- Walker House, 540 Broad Street, Newark, 264 Units
- The Hahnes Building 609-6336 Broad Street, Newark, NJ, 224 Units
- Abyssinian Towers, 50 West 131<sup>st</sup> Street, New York, NY, 99 Units
- Hamilton Square Apartments, 20 & 21 Mill Street, Paterson, NJ, 68 Units
- Birchwood at Phillipsburg, 220 Stockton Road, Phillipsburg, NJ, 67 Units
- Little Ferry Senior Housing, Dietrich Street, Little Ferry, NJ, 85 Units

### Public Projects



- New Jersey Turnpike Interchange 6 to 9 Widening Program
- NJDEP Rebuild By Design Hoboken Project
- NJDEP Rebuild By Design Meadowlands Project
- Garden State Parkway Interchange 105 Improvement Program
- Port Authority of NY & NJ Greenville Yard Expansion Project
- Abandoned Properties Initiative, Jersey City & Newark, NJ

### Education



- College Achieve Central Charter Schools, Plainfield, Paterson, North Plainfield, NJ
- Friends of TEAM Charter Schools, Newark, NJ
- Central High School, Newark NJ
- Union City Board of Education Alternative Design Building, Union City, NJ

### Specialty Assignments



- PILOT & Project Feasibility Studies
- Stark Law Compliance Rent Studies
- ROW Management
- LIHTC Market Studies and Appraisals
- HUD 221(d) and 223(f) appraisals
- Inclusionary Market Studies

## 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. IRR-Northern New Jersey provides valuation and consulting services for various types of real property with special emphasis on investment grade real estate. We serve mortgage bankers, investment advisory firms, corporations, private clients, developers, lenders, domestic and international investors, governmental agencies, real estate owners, and other professionals concerned with the value, use, and feasibility of real property..



### Paul T. Beisser, III, MAI, CRE, Senior Managing Director

Paul provides litigation support and trial consulting in connection with property matters, including tax appeals, eminent domain and environmental contamination. He serves as a consultant to attorneys and accountants for estate and family trust planning including GRAT's, SLAT's and Dynasty Trust. Paul consults with public and private entities on issues involving property redevelopment, urban renewal projects, and public transportation projects including highways and commuter rail.



### Arthur A. Linfante, III, MAI, CRE, Managing Director

Art specializes in evaluating redevelopment projects, institutional/corporate grade facilities and special purpose properties including full service hotels and casinos, marine terminals and laboratory and research facilities. Art consults on a variety of issues relating to real estate taxes, lease negotiations, and Brownfield Redevelopment. Art helps developers and municipalities analyze LIHTC application construct fiscal impact studies and analyze Payment in Lieu of Taxes (PILOT) agreements.



### Brandon M. Frank, MAI, Senior Director

Brandon's extensive experience in real estate appraisal includes vacant land, proposed/existing apartment complexes, senior housing complexes, industrial properties, single/multi tenanted office properties, corporate headquarters buildings, strip shopping centers, and special purpose property including gas stations, hotels, nursing homes and golf courses. Brandon has extensive experience in the areas of property acquisition and development analysis. He consults with public and private entities on issues involving property redevelopment and transportation improvements.



### Daniel J. Cox, Director

Dan has been engaged in real estate valuations and counselling for almost 20 years specializing in the appraisal of Private and charter schools, urban in-fill properties and public & private golf courses. Dan is a member of Integra Realty Resources Golf Club Specialty Practice Group. Dan also provides litigation support, working with attorneys and accountants preparing well-supported, independent appraisals for estates, marriage dissolution or partnership dissolution.



### Michael Cherello, Director

Michael is 12-year corporate real estate veteran and has substantial expertise in multi-family, office, industrial and estate property appraisals; land conservation and preservation; litigation support for property tax appeal; condemnation; matrimonial disputes; and municipal revaluation and reassessment programs. Michael specializes in valuing large portfolios that include office properties, regional malls, shopping centers, apartments and industrial properties. Michael also performs market research for HUD rent comparability studies used in Section 8 housing reimbursement and review.



### John Gillooly, Director

John is experienced in a wide range of commercial, office, industrial and multifamily appraisal assignments. Specialties include transportation and utility corridor right of way projects and hospitality industry valuation. John also serves as a litigation consultation and expert witness for condemnation and property tax assessment matters. John is qualified as an expert before U.S. Federal District Court, New Jersey Superior Court, the Tax Court of New Jersey and various New Jersey zoning boards, county tax boards and condemnation commissions.



### Susan B. Kennedy, Director of Research

Susan brings a wide range of experience across the commercial real estate sector, including mortgage, title and appraisal expertise. Prior to re-joining IRR, Kennedy spent seven years working for National Valuation Consultants, Inc., a nationally based valuation firm in their NY/NJ Metro office. During her seven-year tenure, she held escalating leadership positions including most recently Quality Control Manager, where she was responsible for ensuring the accuracy of the company's market research and data platform. Previously, Kennedy served as an analyst and commercial real estate appraiser at IRR's Northern New Jersey office.

## OUR CLIENTS

### Banks

- Amerant Bank
- Bank Leumi USA
- Bank of New Jersey
- Bankwell Bank
- Centennial Bank
- Century Savings Bank
- CIBC
- Citibank N.A.
- Columbia Bank
- Deutsche Bank
- HSBC
- Investors Bank
- Lakeland Bank
- OceanFirst Bank
- People's United Bank
- PNC Bank
- Safra National Bank of NY
- SB One Bank
- TD Bank, N.A.
- The Provident Bank
- Truist Bank
- Univest Bank and Trust US
- Century Bank
- Valley National Bank
- Wells Fargo Bank, N.A.

### Law Firms/Accounting

- Archer & Greiner, P.C.
- Bathgate, Wegener & Wolf
- Beattie Padovano, LLC
- Blank Rome, LLP
- Brach Eichler L.L.C.
- Caryn J. Clayman, PA
- Cleary Jacobbe Alfieri Jacobs
- Cleary, Alfieri & Jones
- Cole, Schotz, Meisel, Forman & Leonard
- Connell Foley, LLP
- Cullen and Dykman LLP
- Day Pitney LLP
- DeCotiis, Fitzpatrick, Cole & Giblin, LLP
- Dinsmore & Shohl, LLP
- Fox Rothschild LLP
- Goldman and Kramer
- Greenbaum, Rowe, Smith & Davis, LLP
- Greenberg Traurig, LLP
- Hellring, Lindeman
- K&L Gates LLP

### Law Firms/Accounting

- Lasser Hochman, LLC
- Mandelbaum Salsburg P.C.
- Maraziti, Falcon & Healey, LLP
- McCarter & English, LLP
- McElroy, Deutsch, Mulvaney & Carpenter, LLP
- McKirdy, Riskin, Olso & DellaPelle
- McManimon, Scotland & Baumann, LLC
- Mound Cotton Wollan & Greengrass, LLP
- O'Toole Scivo, LLC
- Pashman Stein, P.C.
- Porzio, Bromberg & Newman
- Rutter & Roy
- Scarinci & Hollenbeck, LLC
- Schneck Law Group, LLC
- Sills, Cummis & Gross
- Snyder & Sarno
- Therrel Baisden, P.A.
- Wilentz, Goldman & Spitzer, P.A.
- Wiss & Company
- Zipp & Tannenbaum

### Mortgage Banks/Services

- Collateral Evaluation Services
- CPC Mortgage Company LLC
- Cronheim Mortgage
- G.S. Wilcox & Co.
- HFF, LP
- Pangea Mortgage Capital
- Duke Realty
- Schleifer Realty
- AEW Capital Management
- Benefit Street Partners
- Clarion Partners
- Deutsche Pfandbriefbank AG
- Hudson Americas LP
- Independencia Asset Management LLC
- Northbridge Investment Management
- Novus Equities, LLC
- Preston Hollow Capital, LLC
- Prudential Financial, Inc.
- ReadyCap Commercial, LLC
- Silver Point Capital
- The Carlyle Group

### Developers/Owners

- Alfred Sanzari Enterprises
- Alma Realty
- Century 21 Construction
- Denholtz Properties
- Edison Properties, LLC
- Federal Business Centers, Inc.
- Garden Homes Inc.
- Ingerman
- L+M Development Partners
- Longstreet Development Corp.
- Millennial Properties, LLC
- PGIM Real Estate
- Prism Capital Partners, LLC
- Related Companies
- RPM Development Group
- Springpoint Senior Living
- Sterling Properties
- The Applied Companies
- Urban Builders Collaborative, LLC
- Winn Development
- Prism Capital Partners LLC
- WinnCompanies

### Investment Companies

- AEW Capital Management
- Benefit Street Partners
- Clarion Partners
- Deutsche Pfandbriefbank AG
- Empire Holdings Nationwide
- Essex Equity Management, LLC
- Hudson Americas LP
- Independencia Asset Management LLC
- Northbridge Investment Management
- Novus Equities, LLC
- Preston Hollow Capital, LLC
- Prudential Financial, Inc.
- ReadyCap Commercial, LLC
- Rubenstein Partners
- Silver Point Capital
- Summit Financial & Investment Group, LLC
- The Carlyle Group
- TIAA



## OUR CLIENTS

### Government & Organizations

- New Jersey Turnpike Authority
- NJDEP
- NJDOT
- NJEDA
- NJHMFA
- State of NJ Attorney General
- US Army Corp of Engineers
- United States Postal Service
- Berkeley Heights Township
- Borough of Carteret
- Borough of New Providence
- Borough of Oakland
- Carteret Borough
- City of Hoboken
- City of Jersey City
- City of Orange Township
- City of Rahway
- East Brunswick Redevelopment Agency
- Edison Township

### Government & Organizations

- Jersey City Redevelopment Agency
- Madison Borough
- Newark Dept. of Economic & Housing Development
- Newark Housing Authority
- Rahway City
- Sparta Township
- Town of Kearny
- Township of Berkeley Heights
- Township of Bordentown
- Township of Chatham
- Township of Hanover
- Township of Morris
- Township of Wayne

### Health Care

- Alaris Health LLC
- Atlantic Health
- CarePoint Health
- Hackensack Meridian Health
- Jersey City Medical Center
- New Jersey Cardiology Associates
- Quest Diagnostics
- RWJBarnabas Health
- Saint Clare's Health System
- Surgical Care Affiliates

### Affordable Housing/Non-Profits

- Bergen County's United Way
- Center for Family Services
- Diocese of Paterson
- Fair Share Housing Development
- Homeless Solutions, Inc.
- Jewish Community Housing Corporation
- Lutheran Social Ministries of NJ
- New Community Corporation
- New Jersey Community Capital
- NJ Community Development
- Princeton Community Housing
- Regions Affordable Housing
- Regions Affordable Housing, LLC
- Soldier On, Inc.
- The Salvation
- The Trust for Public Land
- United Way of Northern NJ
- Urban Home Ownership Corporation
- Volunteers of America
- Walters Group
- Westfield Senior Citizens Housing

### Corporations

- Components Corporation
- Demarest Properties, LLC
- Domus Corporation
- Oxford Realty Group
- Royal Farms
- Autumn Ridge at Union LLC c/o BNE
- Cushman & Wakefield Global Services, Inc.
- Federal Express Corporation
- Hudson Media, Inc.
- Jonas Realty Corp.
- Merck & Co
- NJPAC
- Novartis Pharmaceuticals Corporation
- PSEG Services Corp.
- Ralph Lauren Corporation
- Columbia Storage Group



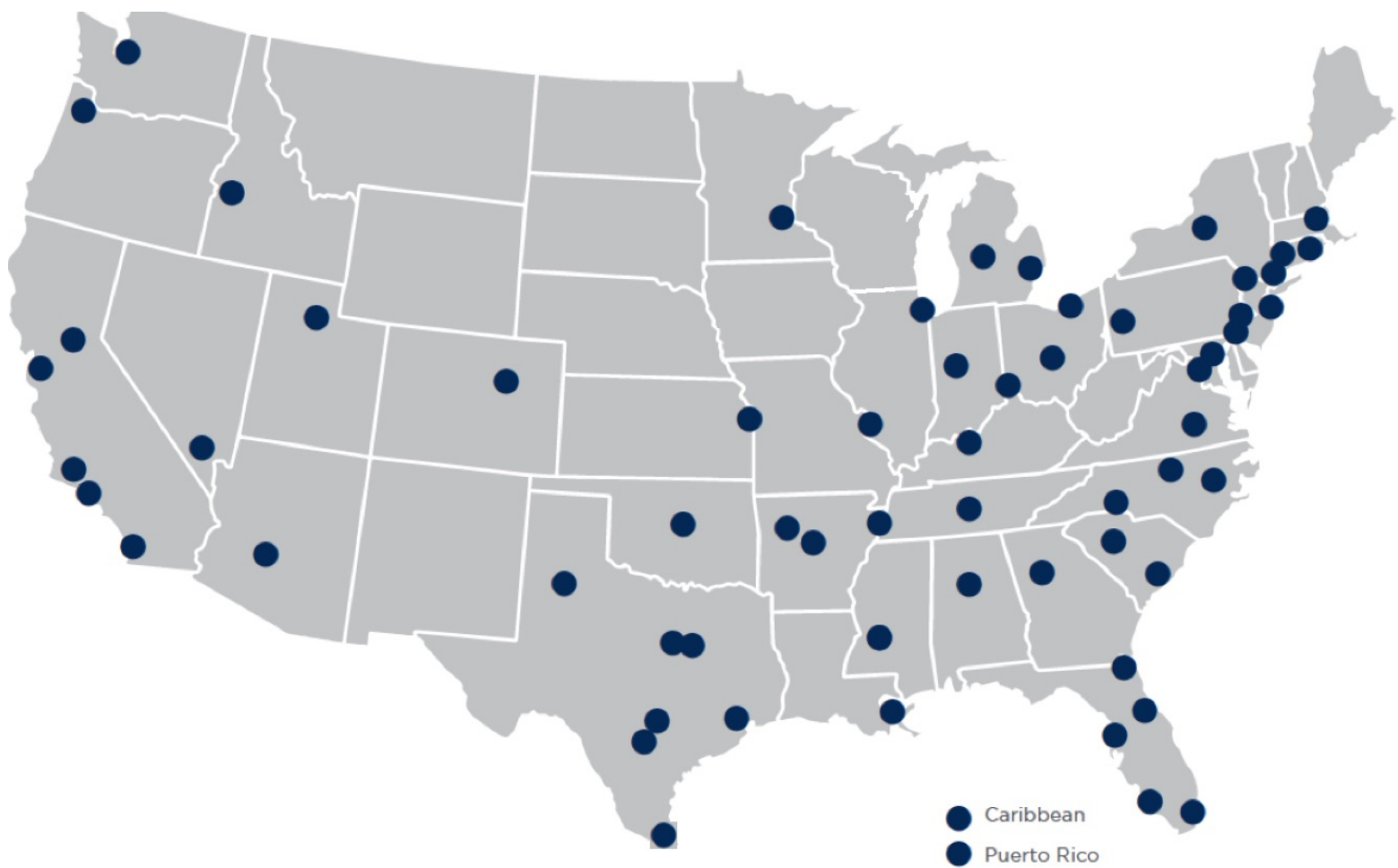
LOCAL EXPERTISE. NATIONALLY.

50+

local offices

60+

markets covered U.S. and Caribbean





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