



INTEGRA REALTY RESOURCES

IRR | RICHMOND

COMMERCIAL REAL ESTATE
VALUATION & CONSULTING



60+

years serving Virginia
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.*

300+

appraisals completed
annually

RECENT APPRAISAL ASSIGNMENTS OF NOTABLE AND VARIED ASSETS

Office



- **City Center at Oyster Point, Newport News, VA, 570,880 SF**
- OrthoVA Medical Office Building, 631 Watkins Center Pky., Midlothian, VA, 74,141 SF
- Apex Building, 120 Garrett St., Charlottesville, VA, 187,805 SF
- Spotswood Building, 8003 Franklin Farms Dr., Richmond, VA, 22,972 SF
- Innovation HUB, 128 W. Market St., Harrisonburg, VA, 24,610 SF
- Norfolk Southern Tower, 3 Commercial Pl., Norfolk, VA, 310,745 SF

Industrial



- **LL Flooring Distribution Center, 6121 White Oak Creek Dr., Sandston, VA 995,792 SF**
- Coastal Logistics Center, 150 Judkins Ct., Suffolk, VA, 814,105 SF
- NoVA Gateway Building 2, Centreport Pky., Fredericksburg, VA, 555,725 SF
- GTI Cannabis Production Facility, 1000 Commerce Center Dr., Clifton Forge, VA, 335,604 SF
- White Oak Technology Park Parcels, 5900 Elko Rd., Henrico, VA, 473.6 AC
- Performance Food Group Facility, 10399 Washington Hwy., Glen Allen, VA, 328,335 SF

Multifamily



- **Port City II, 716 Richmond Hwy., Richmond, VA, 147 units**
- Spence Crossing Apartments, 3900 Spence Crossing Way, Virginia Beach, VA, 372 Units
- Valley View Village, 2770 Reservoir St., Harrisonburg, VA, 420 Units
- Cottontown Manor Lofts, 1230 Cottontown Rd., Forest, VA, 276 Units
- College Park Apartments, 1603 Roane St., Richmond, VA, 188 units
- JPA Student Apartments, 1707 & 2006 Jefferson Park Ave., Charlottesville, VA, 18 Units

Retail



- **Skyline Village Shopping Center, 2035 E. Market St., Harrisonburg, VA, 190,384 SF**
- Shoppes at Gloucester, 6499 Market Dr., Gloucester, VA, 86,013 SF
- 7-Eleven, 2903 Oak Lake Blvd., Midlothian, VA, 4,730 SF
- Champion Ice House Restaurant, 212 N. Main St., Gordonsville, VA, 4,895 SF
- Atlantic Union Bank Branch, 8209 W. Broad St., Richmond, VA, 3,579 SF
- Family Dollar, 54 E. Main St., Monterey, VA, 10,500 SF

Specialty Assignments



- **Four Points by Sheraton, 9901 Midlothian Tpk., Richmond, VA, 194 Rooms**
- Malloy Toyota, 400 Weems Ln., Winchester, VA, 35,400 SF
- The Goddard School, 130 Walton Park Ln., Midlothian, VA, 9,986 SF
- Sabot School at Stony Point, 3400 Stony Point Rd., Richmond, VA, 39,140 SF
- CubeSmart Self Storage, Stone Port Dr., Harrisonburg, VA, 704 Units
- Beach Station Event Venue, 11400 Beach Rd., Chesterfield, VA, 12,611 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.



Kenneth L. Brown, MAI, FRICS, CCIM, Senior Managing Director

Mr. Brown has been active in real estate appraisal and counseling since 1990. He has prepared reports in retail, office, industrial, multifamily, special purpose, institutional, mixed use, and subdivision properties and vacant land located in Virginia, North Carolina, Maryland, and Tennessee. Mr. Brown is a graduate of the University of Richmond, where he received a B.A. in Economics, and Virginia Commonwealth University, where he received a M.S. in Business with a concentration in Real Estate and Urban Land Development.



Marshall A. Burke, MAI, CCIM, Director

Marshall Burke has been engaged in the real estate profession in the Richmond, VA and Washington, DC markets since 1986. Prior to joining Integra Realty Resources, Mr. Burke spent approximately 20 years in various valuation & advisory and capital markets positions with Apprise, Colliers, and Cushman & Wakefield. In addition to Mr. Burke's valuation & advisory experience, he has participated in capital markets brokerage transactions with a cumulative transaction value of more than \$1 billion. Mr. Burke has a B.A. in History from the University of Virginia and an M.B.A. with a concentration in Real Estate and Urban Land Development from Virginia Commonwealth University.



Thomas R. Tyler, Director

Mr. Tyler directs the production of the Integra Realty Resources – Richmond Residential Report, a quarterly analysis of the Richmond area housing market with a focus on the new homes segment of the market. He also assists in the preparation of land and residential subdivision appraisals, and prepares other analytical and consultative reports. Tom is a graduate of Virginia Commonwealth University and a practicing affiliate of the Virginia Commonwealth Chapter of the Appraisal Institute.



Financial Institutions

- Atlantic Union Bank
- Bank Financial
- Bank of America
- Bank of Charles Town
- BancorpSouth Bank
- Blackhawk Bank & Trust
- Blue Ridge Bank
- Burke & Herbert Bank
- CapitalOne Bank
- Carter Bank & Trust
- Chesapeake Bank
- Citizens & Farmers Bank
- City National Bank
- Coastal Federal Credit Union
- Community Bank of the Chesapeake
- Community National Bank
- Fifth Third Bank
- First Bank & Trust
- First Citizens Bank & Trust
- First Community Bank
- First National Bank
- Frontier Community Bank
- Fulton Bank
- Hanmi Bank
- HTLF Bank
- HomeTrust Bank
- JPMorgan Chase
- KeyBank
- Navy Federal Credit Union
- Old Point National Bank
- Origin Bank
- Pendleton Community Bank
- Pinnacle Bank
- Pioneer Bank
- PNC Bank
- Primis Bank
- Regions Bank
- Renasant Bank
- South State Bank
- Summit Community Bank
- Synovus Bank
- TD Bank
- Touchstone Bank
- TowneBank
- Truist Bank
- United Bank
- Village Bank
- Virginia National Bank
- Webster Bank
- Wells Fargo
- Zions First National Bank

Law Firms/Accounting

- Batzli Wood & Stiles, PC
- Hirschler Fleischer
- Kaufman & Canoles, PC
- McCandlish Holton, PC
- McGuireWoods, LLP
- Mintz, Levin, Cohn, Ferris, Glovsky & Popeo, PC
- Spotts Fain, PC
- ThompsonMcMullan PC
- Troutman Sanders LLP
- Williams Mullen

Developers/Owners

- AIMCO
- Beacon Residential Properties
- Bernstein Management Corp
- BI Skyline LLC
- Bogese, Inc.
- Breeden Companies
- Capital Square 1031, LLC
- Centex Homes
- C.F. Joyner & Son
- Comstock Homebuilding Co.
- Connitti Corporation
- EWN Properties, Inc.
- Gumenick Management Co.
- G.W. Real Estate Partners
- Harding & Associates
- Highwoods Properties
- International Paper Co.
- Lennar Corp.
- Lingerfelt Development, LLC
- LL Flooring
- Main Street Homes
- Norfolk Southern Corp.
- Porter Realty
- Reynolds Development Corp.
- Riveroak Timberland Investments
- Riverstone Properties
- Shaia Properties
- Tascon Group
- TGM Realty Advisors, Inc.
- The Community Builders
- U.S Real Estate Advisors
- Winchester Homes
- WVS Development Associates

Government & Organizations

- CalPERS
- City of Lexington, VA
- City of Richmond, VA
- Colonial Williamsburg Foundation
- Commonwealth of Virginia
- County of Albemarle, VA
- County of Powhatan, VA
- Federal Reserve Bank of Richmond
- Richmond Regional Airport Commission
- STRS Ohio
- U.S. Department of Justice
- U.S. Fish and Wildlife Service
- U.S. General Services Administration
- U.S. Postal Service
- VA Housing and Development Authority
- VA Biotechnology Research Park
- VA Commonwealth University
- VA Economic Development Partnership
- VA State University

Health Care

- Augusta Health
- Eye Systems of Richmond
- Novant Health

Mortgage Banks/Services

- AEGON USA Realty Advisors
- Barclays Capital
- Bercadia Commercial Mortgage
- Business Finance Group
- C-III Capital Partners
- Column Financial
- Community Housing Corporation
- GE Capital
- Goldman Sachs Bank USA
- GMAC Commercial Mortgage
- Grange Insurance
- Guggenheim Commercial
- Metlife
- NorthMarq Capital
- Oppenheimer Multifamily Housing & Healthcare Finance
- Phillips Realty Capital
- Prudential Huntoon Paige Associates
- Red Mortgage Capital
- UC Funding
- Virginia Community Capital

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50+

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60+

markets covered U.S. and Caribbean



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