INTEGRA REALTY RESOURCES

IRR | SACRAMENTO

COMMERCIAL REAL ESTATE VALUATION & CONSULTING

36

years serving Sacramento/
California 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

- **Ziggurat Building, 701-707 3rd Street, West Sacramento, CA, 493,170 SF**
- Rocklin Corporate Plaza, 6020-6030 West Oaks Blvd, Rocklin, CA 228,00 SF
- Senator Office Building, 1121 L Street, Sacramento, CA, 198,195 SF
- Prospect Park Center, 2868 Prospect Park, Rancho Cordova, CA 163,421 SF
- Bank of American Reginal Headquarters, 10850 White Rock Rd, Rancho Cordova, CA 194,150 SF

Industrial

- **1455 E. Kentucky Avenue, Woodland, CA 74,208 SF**
- 834 Performance Drive, Stockton, CA 165,474 SF
- 6261 Florin Perkins Road, Sacramento, CA 57,00 SF
- 1165 National Drive. Sacramento, CA 51,648 SF
- 311 Otterson Drive, Chico, CA 48.720 SF
- 1167 Trade Center Drive, Rancho Cordova. CA 57,900 SF

Multifamily

- **Patina Apartments, 355 Sunol St., San Jose, CA, 240,887 SF/269 Units**
- Cadence Apartments 22850 Dixon St., Hayward, CA 183,394 SF/ 206 Units
- Berryhill Apartments, 126 Berryhill Drive, Grass Valley, CA 75,977SF/96 Units
- Villa Del Rio, 1961 Howe Avenue, Sacramento, CA 139,104 SF/180 Units
- Cedar Village, 820 W. 4th Avenue, Chico, CA 107,594 SF/116 Units
- Coyle Creek Commons, Fair Oaks, CA 45,456 SF/48 Units

Retail

- **Tulare Outlets, 1407 Retherford, Tulare, CA, 258,585 SF**
- Placer Center Shopping Plaza, 1811 Douglas Blvd., Roseville, CA 14,474 SF
- The Ridge Shopping Center. SEC Bruceville Road, Elk Grove, CA 196,06 SF
- American River Plaza, 9500 Greenback Lane, Folsom, CA 102,999 SF
- Sunset Plaza, 5905 Pacific Street, Rocklin, 72,605 SF
- Fair Oaks Point, 8525 Madison Ave, Fair Oaks, 56,907 SF

Specialty Assignments

- **Robert T Matsui US Courthouse, 501 I Street, Sacramento, CA, 103,237 SF**
- Mission Rock Redevelopment, Seawall Lot 337 & Pier 48, San Francisco, CA 7.91 Acres
- Kukui'ula Development, Ala Kalankiaumaka Rd, Kaui's, HI 95756
- William Jessup Campus, University Avenue, Rocklin, CA 95765
- Roseburg DHS, 738 W. Harvard Ave, Roseburg, OR 97470
- Insurance Auto Auction, 11535 Douglas Road, Rancho Cordova, 95742

OUR VALUE PROPOSITION

What sets our firm apart is the longevity of our principals and senior analysts who have been collaborating on property valuation and analyses for over 35 years. Through developing our team relationships, our specialty appraisal practices have evolved to create high quality, industry-leading standards. During this time, our staff has developed the expertise to appraise a wide range of special purpose properties, such as lodging/hospitality facilities, master-planned communities and mixed-use developments in urban and suburban locations throughout California, cold storage facilities and government aided senior and affordable housing projects, including LIHTC and HUD properties.

Kevin Ziegenmeyer, MAI, Senior Managing Director

Mr. Ziegenmeyer began his career in real estate as a controller for a development corporation. In 1991 he transitioned into real estate appraisal, consulting on a variety of commercial property types throughout Northern California. In the late 1990s, he began developing state-wide expertise in appraising all forms of land. This led to a specialty appraisal practice for land-secured financing, for Assessment and Mello-Roos Community Facilities Districts. Kevin was one of five appraisers to collaborate with other professionals in developing the Appraisal Guidelines for the California Debt and Investment Advisory Commission. He also served the Appraisal Institute and appraisal community working as Treasurer, Vice President and eventually as the Sacramento-Sierra Chapter President.

Lance Jordan, MAI, Managing Director

With over 30 years of experience in the appraisal profession, Mr. Jordan has the expertise necessary to handle most complex assignments. He has specialized experience in Section 8 low-income housing, estate planning, gifting and estate tax valuation and is a member of IRR's Hotels Specialty Practice Group. Lance also has been engaged as a mediator and court appointed expert witness by Placer County Superior Courts. Over his career he has worked extensively with the local Chapter of the Appraisal Institute and received the chapter's President's Award in recognition of outstanding service in promotion of the Chapter's goals and support of the appraisal profession.

Eric Segal, MAI, Managing Director

Mr. Segal has over 22 years of appraisal experience. Eric is involved in appraisal assignments covering a wide variety of properties including office, retail, industrial, multifamily housing, master planned communities, and specializes in the appraisal of Mello-Roos Community Facilities Districts and Assessment Districts for land-secured municipal financings, as well as multifamily developments under the U.S. Department of Housing and Urban Development's Multifamily Accelerated Processing (MAP) Guide. Mr. Segal has the experience and background necessary to deal with complex assignments covering an array of property types, with a particular focus on urban redevelopment.

Nelson Wong, MAI Managing Director

Since beginning his career in real estate in 2001, Mr. Wong has been writing narrative appraisal reports for a variety of properties. Today, he manages and trains research analysts and is also involved in appraisal assignments covering office, retail, industrial, apartments, subdivisions, land and special-purpose properties. He has also been involved in litigation support work and appraisals for bond-underwriting purposes relating to the formation of new Mello-Roos Community Facilities Districts and Assessment Districts. Mr. Wong has developed the experience and background necessary to deal with complex assignments covering an array of property types

Jeffrey Fillmore, Managing Director

Mr. Fillmore has over 30 years of appraisal experience. His experience includes a broad range of property types including commercial, industrial and residential properties. He has extensive experience in appraising special purpose properties such as hotels, restaurants, commercial laundry facilities, cold storage facilities and government aided senior and affordable housing projects. Jeff also has been engaged as an expert witness and regularly provides appraisal review services for a number of lender-clients. He also served as the Chair of the South Branch of the Northern California Chapter of the Appraisal Institute and the Chair of the Associates General Committee.

OUR CLIENTS

- American AG Credit
- American River Bank
- Banc of California
- Bank of America
- Bank of Feather River
- Bank of the West
- Bank of the Orient
- Banner Bank
- California Bank & Trust
- Cathay Bank
- Central Valley Community Bank
- Citibank, N.A.
- City National Bank
- Comerica Bank
- Community Bank
- division of ZB, N.A.
- East West Bank
- Farmers and Merchants Bank
- First Bank
- First Citizens Bank
- First Commercial Bank (USA)
- First Foundation Bank
- First Republic Bank
- Five Star Bank
- Fresno First Bank
- Golden Pacific Bank
- Golden Valley Bank
- Heritage Bank of Commerce
- HomeStreet Bank
- JPMorgan Chase Bank
- KeyBank
- Luther Burbank Savings
- Mechanics Bank
- Merchants Bank of Commerce
- Norther California National Bank
- Oak Valley Community Bank
- Pinnacle Bank
- Plumas Bank
- Premier Valley Bank
- River Valley Community Bank
- SAFE Credit union
- Sun Crest Bank
- TIAA Bank
- Tri counties Bank
- U.S. Bank
- Umpqua Bank
- Wells Fargo Bank, N.A.
- Western Alliance Bank
- Zions First National Bank

Government & Organizations

- California Statewide Community Development Authority
- City of Beaumont
- City of Dixon
- City of Elk Grove
- City of Folsom
- City of Las Angeles
- City of Malibu
- City of Manteca
- City of Rancho Cordova
- City of Rio Vista
- City of Rocklin
- City of Roseville
- City of San Francisco
- City of San Luis Obispo
- City of Stockton
- City of Tracy
- City of Vacaville
- City of West Sacramento
- City of Woodland
- County of El Dorado
- County of Sam San Mateo
- County of San Francisco
- County of Yuba
- US Small Business Administration
- Sate of California
- GSA (Government Services Administration)

Mortgage Banks/Services

- Gresytone Servicing Company
- Rockport Mortgage
- Well Fargo Multi Capital
- Forbix
- Berkeley Point
- ACRE Capital
- Rockport Mortgage
- Love Funding
- Berkadia

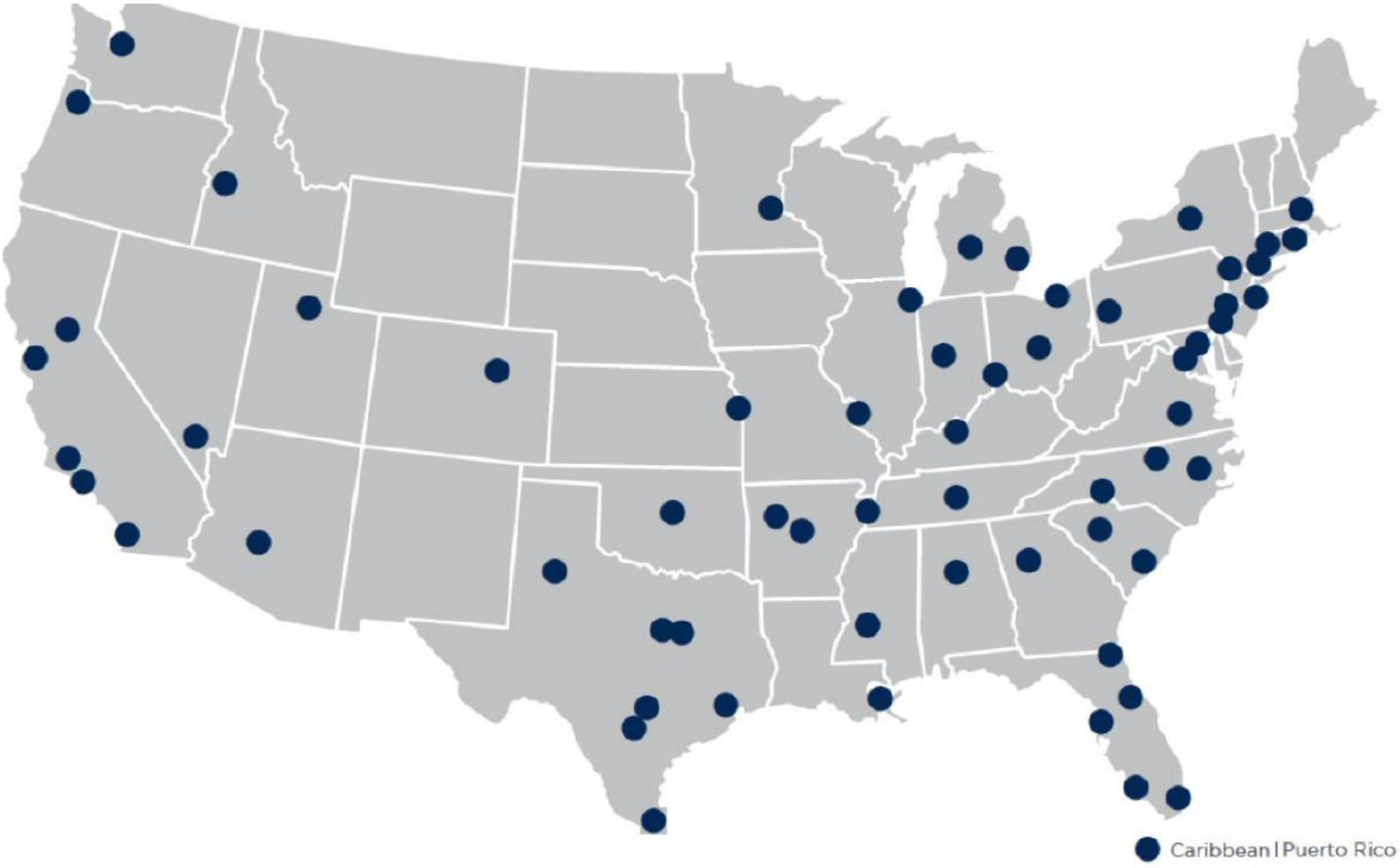
Law Firms/Accounting

- Reynolds Law, LLP
- Trainor Fairbook
- Wagner Kirkman Blaine Klomparens & Youmans LLP
- Meissner Joseph Palley & Ruggles
- Wendell Rosen LLP

LOCAL EXPERTISE. NATIONALLY.

50+
local offices

60+
markets covered U.S. and Caribbean



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