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COMMERCIAL REAL ESTATE
VALUATION & CONSULTING



42+

years serving the San Diego,
Imperial, San Bernardino and
Riverside 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



- **Spectrum Corporate Plaza, 9242 & 9246 Lightwave Ave, San Diego, CA, 128,319 SF**
- Canyon Corporate Center, 3870-3890 Murphy Canyon Rd, San Diego, CA, 141,055 SF
- Scripps Poway Corporate Center, 13475 Danielson Str, Poway, CA, 49,969 SF
- Multi-Tenant Office Bldg, 15255 Innovation Dr, San Diego, CA, 71,913 SF
- Hutton Center, 3 Hutton Center Drive, Santa Ana, CA, 195,172 SF
- Proposed Aperture Del Mar, 6040 Edgewood Bend Ct, San Diego, CA, 328,701 SF

Industrial



- **Vintage Park East, 11751-12075 Cabernet Dr, Fontana, CA, 2,563,423 SF**
- Kearny Mesa Complex, 8801 Complex Dr, San Diego, CA, 112,858 SF
- Balboa Business Center, 4333 Viewridge Ave, San Diego, CA, 147,987 SF
- Proposed Pepsico Bottling Facility, Mast Blvd, San Diego, CA, 125,865 SF
- Proposed Otay Crossing Commerce Park, Lots 7 and 8, Otay Mesa, CA, 151,900 SF
- San Diego Business Park, 1725 Dornoch Ct, San Diego, CA, 111,920 SF

Multifamily



- **Ocean Breeze Apartments, 561 San Ysidro Blvd, San Diego, CA 184,604 SF/224 Units**
- Whispering Oaks Apartments, 468 Twin Oaks Valley Rd, San Marcos, CA 105,942 SF/92 Units
- Proposed Sunset Luxury Apartments, 303 N. Home St, Oceanside, 127,766 SF/118 Units
- City View Apartments, 840 17th Str, San Diego, CA, 83,748 SF/122 Units
- Park Haven Apartments, 4224 Camino De La Plz, San Ysidro, CA, 367,344 SF/455 Units
- Cresta Bella, 11035 Via Livorno, San Diego, CA, 470,00 SF/368 Units

Hospitality



- **Hyatt Regency Mission Bay Spa & Marina,, San Diego, CA, 429 Rooms/187 Boat Slips**
- Bahia Resort Hotel, 998 W. Mission Bay Dr, San Diego, CA, 208,783 SF/313 Rooms
- Watergate Hotel, 2650 NW. Virginia Ave NW, Washington, DC, 37,897 SF/336 Rooms
- Sheraton Atlanta Airport Hotel, 1900 Sullivan Rd, College Park, GA, 216,000 SF/395 Rooms
- Town & Country Hotel, 500 Hotel Circle N, San Diego, CA, 832,570 SF/688 Rooms
- Proposed Radisson Blu, 1601 S. Anaheim St, Anaheim, CA, 259,113 SF/326 Rooms

Retail



- **Pavilion Shopping Center, 1900-199 Hacienda Dr, Vista, CA, 136,792 SF**
- Mission Gorge Shopping Center, 6501-6585 Mission Gorge Rd, San Diego, CA, 91,261 SF
- Independence Square, 7305-7373 Clairemont Mesa Blvd, San Diego, CA, 92,784 SF
- Casa de Oro Shopping Center, 9817-9831 Campo Rd, Spring Valley, CA, 45,116 SF
- Midway Towne Center, 3920-4110 W. Point Loma Blvd, San Diego, CA, 86,990 SF
- Stater Bros. Market, 1288 Border Ave, Corona, CA, 24,400 SF

Specialty Assignments



- **TERI Campus of Life Equestrian Center, 501 Deer Springs Rd, San Marcos, 19.83 Acres**
- Korean United Methodist Church, 6701 Convoy Ct, San Diego, CA, 54,074 SF
- A Storage Place, 605 Anita Street, Chula Vista, CA, 100,505 SF/911 Storage Units
- Thunderbird Mobile Home Park, 368 Anita Str, Chula Vista, CA, 144 Pads
- Marine Group Boat Works, 997 G Street, Chula Vista, CA, 18.14 Acres
- Bella Vista Health Center (Skilled Nursing), 7922 Palm Str, Lemon Grove, CA, 99 Beds

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 42+ 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.



John Morgan, MAI, Senior Managing Director

John Morgan is the Principal and Senior Managing Director for Integra Realty Resources - San Diego. John joined Integra - San Diego as a Director/Senior Analyst in February 2006 and has been an independent fee appraiser in the San Diego area since 1983 and has been a State Certified General Appraiser in California since the inception of State certification in 1991.



Jeff A. Greenwald, MAI, SRA, AI-GRS, ASA, IFAS, FRICS, Executive Director

Jeff Greenwald is the Executive Director of the San Diego office. Jeff began his real estate career in 1979 and has been a fee appraiser since 1991. Jeff is a Certified General Appraiser in 6 states. He also holds the Appraisal Institute designation AI-GRS allowing Jeff to provide appraisal review services for a wide range of property types.



Jessica Steigner, Director of Hospitality

As Director of Hospitality for Integra Realty Resources - San Diego, Jessica Steigner has actively engaged in real estate valuation since 2013. Prior to joining Integra Realty Resources, Jessica worked at Frazier Capital Valuation in Los Angeles, CA, where she gained experienced valuing a broad range of commercial properties including industrial, retail, office, multifamily, land, assisted living facilities, and hotels.



Louis Lipschultz, CGA, Senior Analyst

Louis "Lou" Lipschultz joined Integra Realty Resources - San Diego as Senior Analyst in 2006. Lou has actively been engaged in real estate valuation and consulting since 1999. Lou has extensive experience in major urban and suburban developments comprised of Industrial, Office, Retail.



Jeff Rice, CGA, Senior Analyst

Jeff Rice has over 30 years of professional real estate experience throughout the San Diego region and Southern California area, with over 20 years of experience in commercial real estate investment analysis, investment sale brokerage and commercial real estate debt and equity finance, and 7 years of residential real estate finance experience. While Jeff has extensive experience in the valuation of Industrial, Office, and Retail, Jeff specializes in the valuation of proposed multi-family and mixed-use developments.



Sean Morrow, MAI, Senior Analyst

Sean Morrow has been actively engaged in real estate appraisal valuation since 2010 and joined the San Diego team as Senior Analyst in 2015. Sean is highly experienced in appraising all types of commercial real estate, and specializing in including agricultural land, and residential properties.



Sonny Truong, CGA, Senior Analyst

Sonny began his real estate career in 2005 as a trainee with La Jolla Bank. In 2006, he joined Integra - San Diego where he gained his certified general real estate appraiser license. In 2010 after a move to Orange County, he joined the Orange County team at Integra where he continued to appraise a variety of commercial real estate assets. As of 2021, Sonny has come full circle and has rejoined Integra - San Diego as senior analyst responsible for the valuation and analysis of all property types.



Zac Blechman, CGA, Senior Analyst

Zac Blechman joined the San Diego team in 2016 after starting his appraisal career with the Integra Miami office. Zac has experience in valuing a variety of commercial properties which include retail, industrial, self-storage and churches. Zac's specialty is in the valuation of hotels which spans across all hotel product types and chain scales including proposed construction.



Brian Wright, Senior Analyst

Brian originally joined Integra Realty Resources - San Diego as Senior Analyst in September 2005. In January 2013 Brian's real estate appraisal career took another path when he joined SettlementOne Valuation as their Chief Appraiser where he oversaw and managed a team of nine quality control reviewers. In May 2022 Brian returned to Integra - San Diego as Senior Analyst bringing with him a wealth of knowledge and real estate appraisal experience appraising industrial, retail and office properties but specializing in multi-family properties. Brian is an approved HUD/FHA approved appraiser.

OUR CLIENTS

- American Business Bank
- Alta Bank
- Balboa Thrift & Loan
- Bank Leumi USA
- Bank of Hemet
- Bank of Hope
- Bank of Southern California
- Bank OZK
- Banner Bank
- BBVA USA
- Boston Private Bank & Trust
- C3Bank
- California Bank & Trust
- California Credit Union
- CalPrivate Bank
- Canyon Community Bank
- Celtic Bank
- Central Pacific Bank
- CIT Bank N.A.
- Comerica
- CommerceWest Bank N.A
- Commercial Bank of California
- Commonwealth Business Bank
- Community Valley Bank
- Cushman & Wakefield
- Evangelical Christian CU
- Farmers & Merchants Bank
- First Bank
- First Choice Bank
- First Pacific Trust Bank
- Golden Bank
- Hanmi Bank
- HomeBank of California
- Hometown Lenders, Inc
- Horizon Community Bank
- Independent Bank
- JPMorgan Chase Bank
- Mechanics Bank
- Mission Federal Credit Union
- North Island Credit Union
- NuVison Federal Credit Union
- Open Bank
- Pacific Mercantile Bank
- PNC Bank
- Royal Business Bank
- San Diego County Credit Union
- Seacoast Commerce Bank
- Stage Oak Trust
- Sullivan Bank
- Summit State Bank
- Sun Community Federal CU
- TIAA Bank
- United Business Bank
- Wells Fargo Bank N.A.
- Zions First National Bank

Law Firms/Accounting

- Allen, Sala & Bayne, PLC
- Buchalter
- Catalano & Catalano
- Chhokar Law Group, PC
- E3 Advisors
- Gresham Savage Nolan & Tiden PC
- Henderon, Caverly, Pum & Trytten, LLP
- KFB Rice, LLP
- Price, Postel & Parma, LLP
- Schiller Ducanto & Fleck, LLP
- Seltzer Caplan McMahon Vitek
- Skaja Daniels Lister Permito LP
- Sullivan McGibbons & Ass. LP
- Ward & Thorn APLC
- Wendel Rosen LP
- Withers Bergman, LP
- Yelman & Associates

Government & Organizations

- 7-Eleven
- Affirmed Housing
- Brightview
- Capexco
- Carpenter/Robbins
- City of Carlsbad
- City of Coronado
- City of Encinitas
- City of Poway
- City of San Diego
- City of Vista
- CoreCivic, Inc
- County of Los Angeles
- County of San Diego
- Helix Water District
- HFF
- Low Income Investment Fund
- Neighborhood Housing Ass.
- San Diego Housing Commission
- Townspeople
- USPS

Mortgage Brokers

- Bellwether Enterprise Real Estate Capital, Inc
- Benchmark Financial Real Estate Services
- C-111 Capital Partners
- LNR Partners
- Maggio Capital, Inc
- Miramar Financial Services
- NorthMarq Capital, LLC
- Pacific Southwest Realty Services
- Priam Financial Services
- Scripps Realty Investment Co
- Seattle Funding Group of California, Ltd
- StanCorp Mortgage
- Starwood
- The Alison Company
- Triumph Capital Partners

Insurance/Wealth Management

- Assurant Life Insurance
- Avivia Life and Annuity Company
- Bank of the West
- Gaines Investment Trust
- Guardian Life Insurance Company
- John Hancock Life Insurance Co.
- ReadyCap Commercial LLC
- Southern Farm Bureau Life Insurance Company
- StanCorp Mortgage Investors
- Third Lake Capital
- Thrivent Financial for Lutherans
- Washington Capital Management
- Watt Funding REIT, LLC

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50+

local offices

60+

markets covered U.S. and Caribbean



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