



INTEGRA REALTY RESOURCES

IRR | INTEGRA

ST. LOUIS / KANSAS CITY



35+

years serving U.S. markets

IRR®—INTEGRA REALTY RESOURCES—

provides world-class commercial real estate valuation and counseling services to both local and national 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.*

27,000+

appraisals completed
annually



OVERVIEW OF EXPERTISE

Integra Realty Resources—St. Louis/Kansas City provides valuation and consulting services for commercial real estate. We serve major national, regional and local banks, pension fund advisors, investment advisory firms, Fortune 500 companies, private clients, developers, lenders, attorneys, governmental agencies, and other professionals concerned with the value and feasibility of real property. We provide analysis and advice on most major commercial property types including office (Central Business District or suburban office and business parks) industrial (office/warehouse, manufacturing), retail properties (free-standing retail, NNN leased properties, community centers, and strip shopping centers), as well as large multifamily properties in the region including mixed use apartment/retail and condominium developments. We also appraise special purpose properties including skilled nursing facilities, hotels, schools and daycare facilities.

PRINCIPAL MARKETS SERVED

Integra Realty Resources—St. Louis/Kansas City covers the entire state of both Missouri and Kansas in addition to portion of southern Illinois. Our Kansas City office is the closest Integra office to both Omaha and Des Moines with experience in both.

St. Louis

Missouri Counties

- St. Louis City
- St. Louis County
- St. Charles
- Franklin
- Jefferson
- Lincoln
- Warren

Illinois Counties

- Jersey
- Macoupin
- Monroe
- Madison
- St. Clair

Kansas City

Missouri Counties

- Jackson
- Clay
- Platte
- Cass
- Lafayette
- Ray
- Clinton
- Bates
- Caldwell

Kansas Counties

- Johnson
- Wyandotte
- Leavenworth
- Miami

OUR VALUE PROPOSITION

Our commitment to quality ensures that clients receive accurate, reliable service - critical to the success of their needs. With over 100 years of combined appraisal experience, IRR - St. Louis / Kansas City has seasoned experts in the area. In addition, IRR has 50 offices across the US in 60+ markets. Our state-of-the-art technology combined with our team of 500+ appraisers positions IRR to provide timely, cost effective solutions for all of your valuation needs.



Bradley J. Schopp, MAI

Mr. Schopp is the Executive Director with Integra Realty Resource - St. Louis / Kansas City. Mr. Schopp also leads Integra's skilled nursing practice. He has completed more than 900 seniors housing and healthcare assignments in 37 states with asset values totaling more than \$8.5 billion. Prior to joining Integra, Mr. Schopp was a partner at Tellatin, Inc. Mr. Schopp also has experience in general commercial properties and was previously employed as a general commercial appraiser at Moore & Shryock in Columbia, Missouri



Timothy M. Schoemehl, MAI

Mr. Schoemehl brings over 20 years of general commercial appraisal experience and 20 years of real estate experience to his role as Senior Managing Director of the IRR-St. Louis office. He has appraised a wide variety of property types including multifamily, office, retail, special purpose, and redevelopment. Prior to entering the appraisal profession, Mr. Schoemehl was Real Estate Specialist for the St. Louis Development Corporation.



Alisha M. Gammon, MAI

Ms. Gammon is a Managing Director at Integra Realty Resources - St. Louis. Ms. Gammon has over 20 years of experience in the commercial real estate field. She has worked with companies such as Wells Fargo, C III Asset Management, Regions Bank, and US Bank. She has vast expertise in valuations and fair market rent studies on proposed, partially completed, renovated and existing structures. She has worked with a variety of clients including life insurance companies, attorneys, and major commercial banks.



Victor D. Cremeens, MAI

Mr. Cremeens serves as Managing Director. He has exclusively appraised healthcare and senior housing properties since 2000. Prior to specializing in the healthcare and senior housing field, he appraised general commercial real estate for a period of 15 years. His appraisal assignments included a broad variety of property types, including: retail, office, industrial, hotel, special-purpose, agricultural, and land-in-transition properties. He has completed multiple subdivision analyses and condemnation appraisal assignments.

CORE COMPETENCIES

Office

Retail

Multifamily

Industrial

Land

Hospitality

- Valuation for real estate lending, asset acquisition and disposition, and public-sector planning and development initiatives
- Market and feasibility studies
- Litigation and qualified expert testimony in all litigation and arbitration venues
- Comprehensive research coverage of the major asset classes (office, retail, industrial, & multifamily)
- Expertise in special-purpose property valuation and real property interests (leasehold and other partial interests)
- Extensive experience in management of large portfolios of commercial properties nationally
- Complex cash flow modeling, asset performance including peer to peer studies
- Real estate consulting on complex real estate matters
- Residential valuation for subdivisions and mid and high-rise including condominium construction or renovation.

AREAS OF SPECIALIZATION

Office Properties (Suburban and CBD)

Medical Office Buildings

Multifamily and Mixed-Use

Retail and Specialty Retail

Self Storage

Student Housing

Vacant Commercial Land

Churches & Schools

Hotels

Golf Courses

Industrial Buildings

Parking Lots/Garages

- Comprehensive market, development, and feasibility studies
- Custom real estate studies for private clients
- Right-of-way/eminent domain
- Corridor valuations
- Competency in Uniform Appraisal Standards for Federal Land Acquisition (UASFLA or "Yellow Book") valuation (including state and federal land exchanges, managed exchanges, in-holdings, etc.)
- Recreational and resort (land, condos, lodges, fractional interests, hotels, and resorts) Subdivision and transitional land analyses
- Specialty medical (ambulatory surgical centers, hospitals, etc.)
- Dispute mediations/arbitrations
- Tax appeal, use and market studies
- Expert witness (testimony)
- Urban renewal & reuse analyses
- Real estate counseling for public and private-sector clients
- Valuation for trust and estate planning
- Valuation for purchase price allocation and financial reporting
- Valuation for real estate lending, asset acquisition and disposition, and public-sector planning and development initiatives

RECENT APPRAISAL ASSIGNMENTS

Office



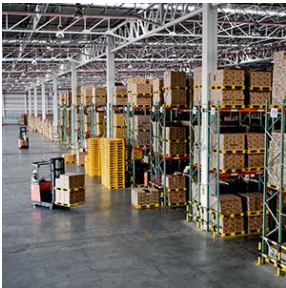
- Chesterfield, MO – Portfolio of 13 office properties (Class A & B)
- Mission, KS – Portfolio of 12 office properties (Class A & B)
- O'Fallon, MO – 69,377 sf Class A office/research and development
- Wichita, KS – Portfolio of 2 Class B medical office properties
- St. Louis, MO – 87,040 sf renovated office with retail addition
- Maryland Heights, MO – 62,478 sf Class B multitenant office

Retail



- The Crosslands Shopping Center, Kissimmee, FL, Class A, 529,451 sf
- Commons at South Towne, Sandy, UT, Class B, 172,723 sf
- Warrenton, MO – 82,864 sf free-standing new construction retail
- Creve Coeur, MO – 22,247 sf retail/office center
- Wildwood, MO – 26,889 sf Class A retail center
- Central/Southern MO – Portfolio of 17 retail bank branches

Industrial



- Kansas City, MO – 39,204 sf Class B office/flex
- Overland, MO – 191,128 sf Class B office/flex
- Green Park, MO – Portfolio of 4 office/warehouse and specialty industrial
- Columbia, MO – 55,793 Class A office/flex
- Greater Kansas City, MO/KS – Portfolio of 6 Class A/Class B distribution

Multifamily/Hospitality



- Clayton, MO – Portfolio of 3 renovated apartment properties
- Overland Park, KS – 232 Unit Class B Apartment Complex
- Carbondale, IL – 180 unit/492-bedroom Class A student housing apartments
- St. Louis, MO – 300-unit Class B renovated apartments
- High Ridge, MO – Proposed Class A 200-unit apartments
- Columbia, MO – 114 room hotel with proposed expansion

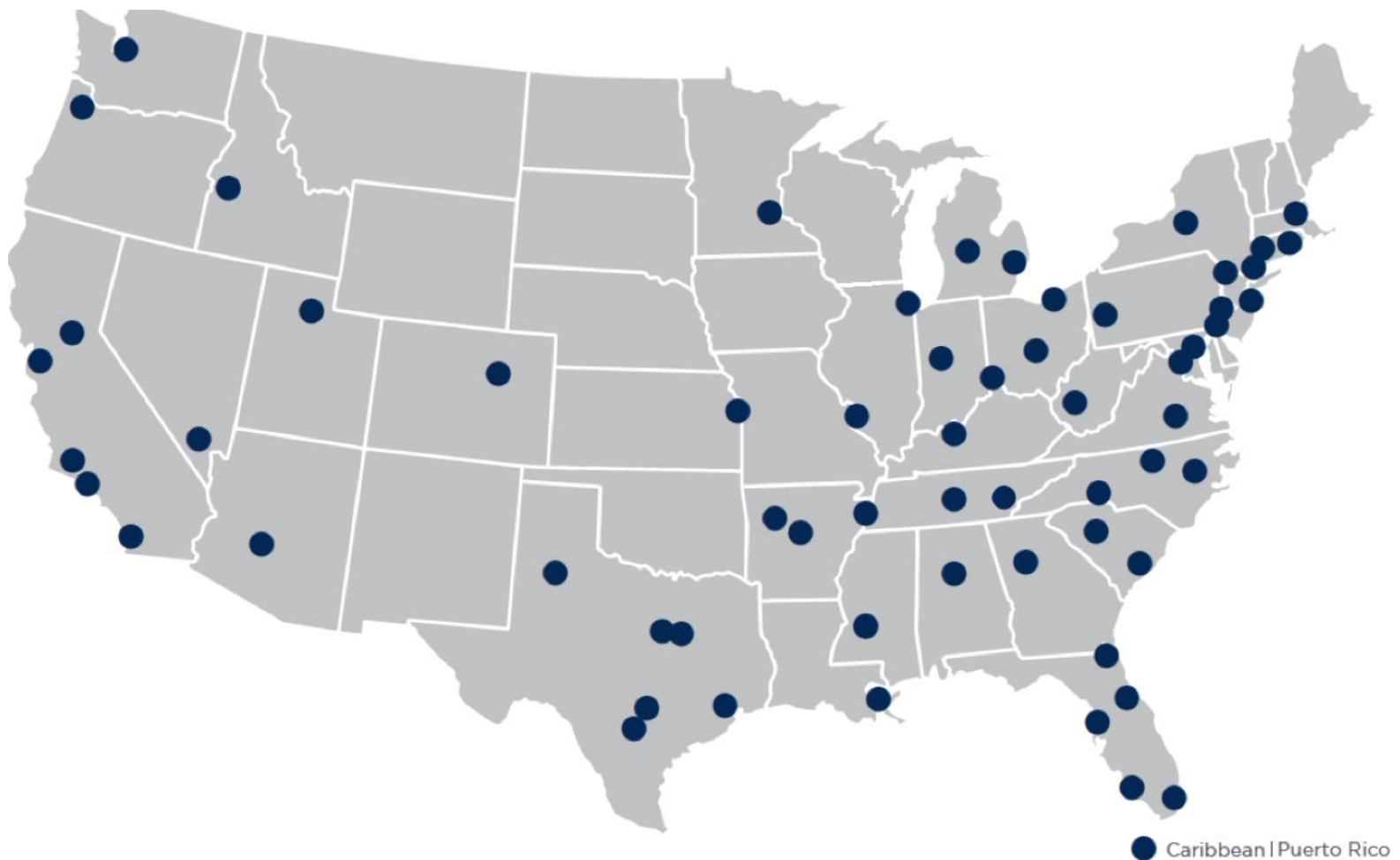
LOCAL EXPERTISE. NATIONALLY.

50+

local offices

60+

markets covered U.S. and Caribbean



NORTHEAST OFFICES

CONNECTICUT

Hartford, CT
Todd Isaacson, MAI
T (860) 291-8997 ext. 19
tisaacson@irr.com

NEW JERSEY

Coastal New Jersey
Thomas J. Grouss, MAI
T (732) 244-7000 ext. 105
tgrouss@irr.com

Northern New Jersey
Paul T. Beisser, CRE, MAI, SCGRE
T (973) 422-9800
pbeisser@irr.com

NEW YORK

New York, NY
Thomas Tener, MAI
T (212) 906-9499
tjtener@irr.com

Syracuse, NY
William J. Kimball, MAI, FRICS
T (315) 422-5577
wkimball@irr.com

PENNSYLVANIA

Philadelphia, PA
Raja P. Waran, MAI, CRE
T (610) 238-0238
rwaran@irr.com

Pittsburgh, PA
Brian Kelly, MAI, SRA
T (412) 683-2211
bkelly@irr.com

RHODE ISLAND

Providence, RI
Donald R. Donner, II
T (860) 291-8997 ext. 18
ddonner@irr.com

WEST VIRGINIA

Charleston, WV
R. George Parnell, MAI, ASA-GC
T (860) 291-8997 ext. 18
george.parnell@irr.com

SOUTHEAST OFFICES

ALABAMA

Birmingham, AL
Rusty Rich, MAI,
T (205) 949-5995
rrich@irr.com

FLORIDA

Miami | Caribbean
James Andrews, MAI, CRE, FRICS, ASA/BV
T (305) 670-0001 ext. 320
jandrews@irr.com

Orlando, FL
Christopher D. Starkey, MAI
T (407) 843-3377 ext. 112
cstarkey@irr.com

Jacksonville, FL
D. Michael Daniel Jr., MAI
T (904) 902-3444
mdaniel@irr.com

Southwest Florida
Carlton J. Lloyd, MAI
T (239) 687-5801
clloyd@irr.com

Tampa, FL
Kendra Stevens Barry
T (813) 287-1000 ext. 110
kbarry@irr.com

GEORGIA

Atlanta, GA
Matthew Albigese, MAI
T (404) 418-4358 ext. 1000
malbigese@irr.com

NORTH CAROLINA

Charlotte, NC
John D. Scott, Jr., MAI
T (704) 206-8258
jscott@irr.com

Greensboro, NC
Nancy B. Tritt, MAI, SRA, FRICS
T (336) 676-6033
ntritt@irr.com

Raleigh, NC
Chris R. Morris, MAI, FRICS
T (919) 725-8953
cmorris@irr.com

SOUTH CAROLINA

Charleston, SC
Cleveland "Bud" Wright, Jr., MAI
T (843) 718-2125 ext. 2
cwright@irr.com

Columbia, SC
Michael B. Dodds, MAI, CCIM
T (803) 772-8282 ext. 110
mdodds@irr.com

TENNESSEE

Nashville, TN
Adam Perutelli, MAI
T (615) 628-8275 ext. 2
aperutelli@irr.com

Memphis, TN
Rusty Rich, MAI,
T (205) 949-5995
rrich@irr.com

Knoxville, TN
Andy Crook, MAI
T (865) 637-0325 ext. 2
aperutelli@irr.com

VIRGINIA

Richmond, VA
Kenneth L. Brown, MAI, FRICS, CCIM
T (804) 346-2600 ext. 209
kbrown@irr.com

CENTRAL OFFICES

ILLINOIS

Chicago, IL
Ron DeVries, MAI
T (312) 565-3432
rdevries@irr.com

INDIANA

Indianapolis, IN
Michael Lady, MAI, SRA, ASA, CCIM, FRICS
T (317) 546-4720
mlady@irr.com

KENTUCKY

Louisville, KY
Stacey S. Nicholas, MAI, MRICS
T (502) 452-1543 ext. 3774
snicholas@irr.com

MICHIGAN

Detroit, MI
Donald L. Selvidge, MAI
T (248) 540-0040 ext. 114
dselvidge@irr.com

Grand Rapids, MI
Jeff Genzink, MAI
T (616) 261-5000
jgenzink@irr.com

MINNESOTA

Minneapolis/St. Paul, MN
Michael Amundson, MAI, CCIM
T (952) 905-2401
mamundson@irr.com

MISSOURI

Kansas City, MO
Timothy M. Schoemehl, MAI
T (636) 898-6533
tschoemehl@irr.com

St. Louis, MO
Timothy M. Schoemehl, MAI
T (636) 898-6533
tschoemehl@irr.com

OHIO

Cincinnati/Dayton, OH
Gary S. Wright, MAI, FRICS, SRA
T (513) 426-7125
gwright@irr.com

Columbus, OH
Brad A. Johnson, MAI
T (614) 398-4307
bajohnson@irr.com

Cleveland, OH
Douglas P. Sloan, MAI
T (330) 659-3640 ext. 101
dsloan@irr.com

SOUTHWEST OFFICES

ARIZONA

Phoenix, AZ
Walter "Tres" Winus, III, MAI, FRICS
T (602) 266-5599
twinius@irr.com

TEXAS

Austin, TX
William Robinson, MAI
T (210) 446-4444
wrobinson@irr.com

Dallas, TX
Stephen M. Lechtenberg, MAI
T (972) 725-7727
slechtenberg@irr.com

Ft. Worth, TX
Jason Jackson, MAI
T (817) 658-6783
jsjackson@irr.com

Houston, TX
Todd Rotholz, MAI
T (713) 973-0212 ext. 12
trotholz@irr.com

Lubbock, TX
Jimmy H. Jackson, MAI
T (972) 725-7724
jhjackson@irr.com

San Antonio, TX
Brandon Brehm, MAI, CCIM
T (210) 446-4444
bbrehm@irr.com

WEST OFFICES

CALIFORNIA

Los Angeles, CA
Eric Segal, MAI
T (213) 984-4425
esegal@irr.com

Orange County
Noah Kauffman, MAI, R/W-AC
T (949) 459-3717
nkauffman@irr.com

CALIFORNIA

Sacramento, CA
Lance Jordan, MAI
T (916) 435-3883
ljordan@irr.com

San Francisco, CA
Jeffrey Fillmore, MAI
T (408) 299-0444
jfillmore@irr.com

San Diego, CA
John A. Morgan, MAI
T (858) 259-4900 ext. 315
jmorgan@irr.com

COLORADO

Denver, CO
Larry B. Close, MAI, AI-GRS
T (720) 833-5931
lclose@irr.com

IDAHO

Boise, ID
Robin Brady, MAI
T (208) 472-3200
rbrady@irr.com

NEVADA

Las Vegas, NV
William Dominick
T (702) 869-0442
wdominick@irr.com

UTAH

Salt Lake City, UT
John T. Blanck, MAI,
T (801) 263-9700 ext. 109
jblank@irr.com

WASHINGTON

Seattle, WA
Matthew A. Bacon, MAI
T (206) 436-1179
mbacon@irr.com

CARIBBEAN

Caribbean | Puerto Rico
Carlos Vélez, MAI, SRA, BCA, CMEA, CCIM, MRICS
T (787) 782-4974
cvelez@irr.com

MISSOURI AND KANSAS OFFICES
HEALTHCARE & SENIOR HOUSING

Bradley J. Schopp, MAI
T (636) 821-5310
bschopp@irr.com

GENERAL COMMERCIAL
Timothy M. Schoemehl, MAI
T (636) 898-6533
tschoemehl@irr.com

irr.com

Visit us online to learn more
and access our extensive
research library.



INTEGRA REALTY RESOURCES
Local Expertise. Nationally.