



INTEGRA REALTY RESOURCES

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COMMERCIAL REAL ESTATE
VALUATION & CONSULTING



30+

years serving 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.***

400+

appraisals completed
annually

RECENT APPRAISAL ASSIGNMENTS OF NOTABLE AND VARIED ASSETS

Office



- **The Bewley Building, 4 and 26 Market St., Lockport, NY, 93,154 SF**
- Linden Oaks Campus, 10,20, and 30 Hagen Dr., Penfield, NY, 180,873 SF
- Upstate Bone & Joint Center, 6620 Fly Rd., E. Syracuse, NY, 98,121 SF
- Township 5, Township 5 at NYS Route 5, Camillus, NY 214,733 SF
- Galleries of Syracuse, 415-447 S. Salina St., Syracuse, NY, 53,976 SF
- Hill's Building, 217 Montgomery St., Syracuse, NY, 49,968 SF

Industrial



- **Huron Campus, 1701 North St., Endicott, NY, 3,540,127 SF, 29 Buildings**
- Syracuse Industrial Powerpark, 1 General Motors Dr., Dewitt, NY, 722,128 SF
- Maine's Headquarters, 101 Broome Corp Pkwy., Conklin, NY 411,547 SF /189,877 Cold Storage
- Currier Plastics, 101 Columbus St., Auburn, NY, 128,672 SF
- West Seneca Facility, 5000 N. American Dr., West Seneca, NY, 192,200 SF
- Former Magna Plant, 6600 New Venture Gear Dr., E. Syracuse, NY, 1,703,516 SF

Multifamily



- **River House Apartments, 221 Harborside Dr., Schenectady, NY, 294,752 SF/217 Units**
- The Lofts at Saratoga Blvd, 18 Lofts Way, Malta, NY, 352,759 SF/214 Units
- Rugby Square Apartments, Fordham Rd., Syracuse, NY, 182,942 SF/217 Units
- Solara Apartments, 291 N. Thompson St., Rotterdam, NY, 208,226 SF/152 Units
- Belvedere Senior Apartments, Harris Hill Rd., Lancaster, NY, 192,550 SF/146 Units
- The Marshall, 127 S. Crouse Ave., Syracuse, NY, 173,400 SF/287 Beds

Hospitality



- **Hilton Garden Inn, 62 New Scotland Ave., Albany, NY, 99,200 SF/129 Rooms**
- Tailwater Lodge, 52 Pulaski St., Altmar, NY, 96,240 SF/88 Rooms
- Best Western Plus, 601-603 Dingens St., Cheektowaga, NY, 39,000 SF/109 Rooms
- Holiday Inn Express, 7502 Main St., Victor, NY, 63,101 SF/104 Rooms
- SpringHill Suites, 6586 Weighlock Dr., Dewitt, NY, 68,628 SF/119 Rooms
- Rocking Horse Ranch, 600 SR 44/55, Highland, NY, Resort w/113 Rooms on 387 Acres

Retail



- **Dewitt Town Center, 3179 Erie Blvd. E., Dewitt, NY, 189,662 SF**
- Northtown Plaza, 3097 Sheridan Dr., Amherst, NY, 120,853 SF
- Cortlandville Crossings, 854 NYS Route 13, Cortlandville, NY, 260,319 SF
- Stuyvesant Plaza, 1475 Western Ave., Guilderland, NY, 206,057 SF
- Fairview Plaza, 160 Farnum Ave., Hudson, NY, 204,791 SF
- Jammer's Sports Bar & Grill, 3535 Walter Rd., Syracuse, NY, 89,295 SF/285 Seats

Specialty Assignments



- **The Landmark Theatre, 108 W. Jefferson St., Syracuse, NY, 70,628 SF**
- Private College, Private 4-year college in Central NY, 500,000 Sf on 2 campuses
- Palace Theatre, 2 East Ave., Lockport, NY, 15,686 SF/ 700 Seats
- Trade-A-Yacht Marina, Weber Rd & CR 37, W. Monroe, NY, 200+ slips/ 11 Acres
- French Woods Sports & Arts Center, 431 Chapel Hill Rd., Hancock, NY, 91,924 SF/ 176 Acres
- SplashDown Beach Waterpark, Old RT 9W, Fishkill, NY, 23,265 SF / 22 Acres

OUR VALUE PROPOSITION

Our firm has a combined commercial appraisal experience of over 100 years. Through developing our team relationships, our specialty appraisal practices have evolved to create high quality, industry-leading standards. Over the many years working as a team, 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 members that appraise bowling alleys, golf courses, and churches.



William J. Kimball, MAI, Senior Managing Director

Mr. Kimball is the Senior Managing Director of the Syracuse, NY office and has over 25 years of real estate valuation and consulting experience, being actively engaged since the early 1980's. Background includes five years in the real estate banking industry and 20 years serving the general public. Valuations have been performed on various properties including, but not limited to, neighborhood and community shopping centers, apartment complexes, single and multi-tenanted industrial buildings, low to high rise office buildings, mixed used facilities, and vacant land for different uses. Mr. Kimball has had four published articles in The Appraisal Journal.



Thomas P. Humbert, MAI, Managing Director

Thomas P. Humbert, MAI is an Appraiser for Integra Realty Resources of Syracuse, New York. Actively engaged in real estate valuation and consulting for nearly a decade, Tom was most recently a Director at Cushman & Wakefield, Inc., appointed Director in April 2018. Prior to becoming an appraiser, Mr. Humbert worked with the equity investment firm J.W. Burns & Company in Syracuse, NY. While at Burns, Tom was active in equity research, equity analysis and portfolio management, gaining valuable experience and understanding of both real and business asset valuation.



P. Richard Coughlin, MAI, Senior Director

Mr. Coughlin, Senior Director of Integra- Syracuse, has over 24 years of real estate valuation and consulting experience. Prior to appraising work, Mr. Coughlin was involved in commercial property management, commercial brokerage and corporate real estate with a regional drug store chain. Specialties include real estate valuations involving unique institutional real property, market rent studies for a wide variety of public entities, and assessment challenges among others.



Andrew D. Carey, MAI, Senior Director

Mr. Carey has been actively engaged in real estate valuation and consulting since 2008. Valuations have been performed on various properties including, but not limited to, apartment complexes, single and multi tenanted industrial buildings, single and multi tenant retail properties, low rise office buildings, mixed use facilities, and vacant land for different uses. Clients served include law firms, lenders, and private and public agencies. Valuations have been performed for estates and financing.



William Keast, Senior Director

Mr. Keast has been actively engaged in real estate valuation and consulting since 2008. Valuations have been performed on various properties including, but not limited to, apartment complexes, single and multi tenanted industrial buildings, single and multi tenant retail properties, low rise office buildings, mixed use facilities, and hotels among others. Valuations have been done on proposed, partially completed, renovated, and existing structures.



Melanie K. Zapp, Director

Mrs. Zapp has been actively engaged in real estate valuation and consulting since 2004. Valuations have been performed on various properties including, but not limited to, apartment complexes, single and multi tenanted industrial buildings, single and multi tenant retail properties, low rise office buildings, mixed used facilities, and vacant land for various uses.

OUR CLIENTS

Law Firms/Accounting

Government & Organizations

- Adirondack Bank
- AmeriCU
- Bancorp South Bank
- Bank of America
- Bank of Greene County
- Bank of the West
- BB&T
- Berkshire Bank
- Canandaigua National Bank
- Chemung Canal Trust Company
- CitiBank
- Citizen's Bank
- Community National Bank&Trust
- Empower Federal Credit Union
- JP Morgan Chase Bank
- Key Bank
- Live Oak Bank
- Lyon's National Bank
- M&T Bank
- NBT Bank
- Northwest Savings Bank
- Pacific Western Bank
- Path Finder Bank
- People's United Bank
- PNC Bank
- S&T Bank
- Santander Bank
- Solvay Bank
- Studio Bank
- TD Bank
- Tompkins Trust
- Visions Federal Credit Union
- Wells Fargo

- Alderman & Alderman
- Barclay Damon LLP
- Bernstein Shur Law Firm
- DeFio Law Firm, PLLC
- Gebhardt & Smith LLP
- Germain & Germain, LLP
- Luskin, Stern & Eisler
- McNees Wallace & Nurick LLC
- MCV Law
- Nixon Peabody LLP
- Polsinelli PC
- Tully Rinckey PLLC

- Auburn Community Hospital
- Cayuga Community College
- Cazenovia College
- Chemung County IDA
- City of Syracuse
- Department Of Environmental Conservation
- Dormitory Authority of the State of New York
- Federal Aviation Administration
- GSA (Government Services Administration)
- Lake George Land Conservancy
- Liverpool Central School District
- NYS Canal Corporation
- NYS Office of Parks, Recreation, and Historic Preservation
- NYS Thruway Authority
- Onondaga County Water Authority
- Symetra Life Insurance Co.
- Syracuse Regional Airport Authority
- Syracuse University
- Thousand Island Land Trust
- USPS (United States Postal Service)
- US Small Business Administration
- Village of Manlius

Mortgage Banks/Services

Developers/Owners

- AEGON -USA Realty
- Altus Group
- Bellwether Enterprise Capital
- Boston Community Capital
- C -III Asset Management
- Ciminelli Real Estate Group
- Elliot Appraisal Management Services
- Farm Credit East
- Griffin Capital Funding
- ICE Lender Holdings
- Kaplan Realty Group
- Lincoln Avenue Capital
- Madison Mutual
- NYCM Insurance
- PCV Murcor
- StanCorp Mortgage Investors
- Strategic Financial Services

- Assembly of Christian Churches
- Carbone Auto Group
- Church of Jesus Christ of Latter-Day Saints
- Compson Development
- COR Development
- DCH Investments
- Gilbane Development Group
- Greystone Servicing Company, LLC
- Index Investment Group
- Learning Enterprises, Inc.
- Lenders Funding LLC
- Mar-Con Companies
- New York State Business Development Group
- Uncommon Schools
- Washington Street Partners
- 84 Lumber Company



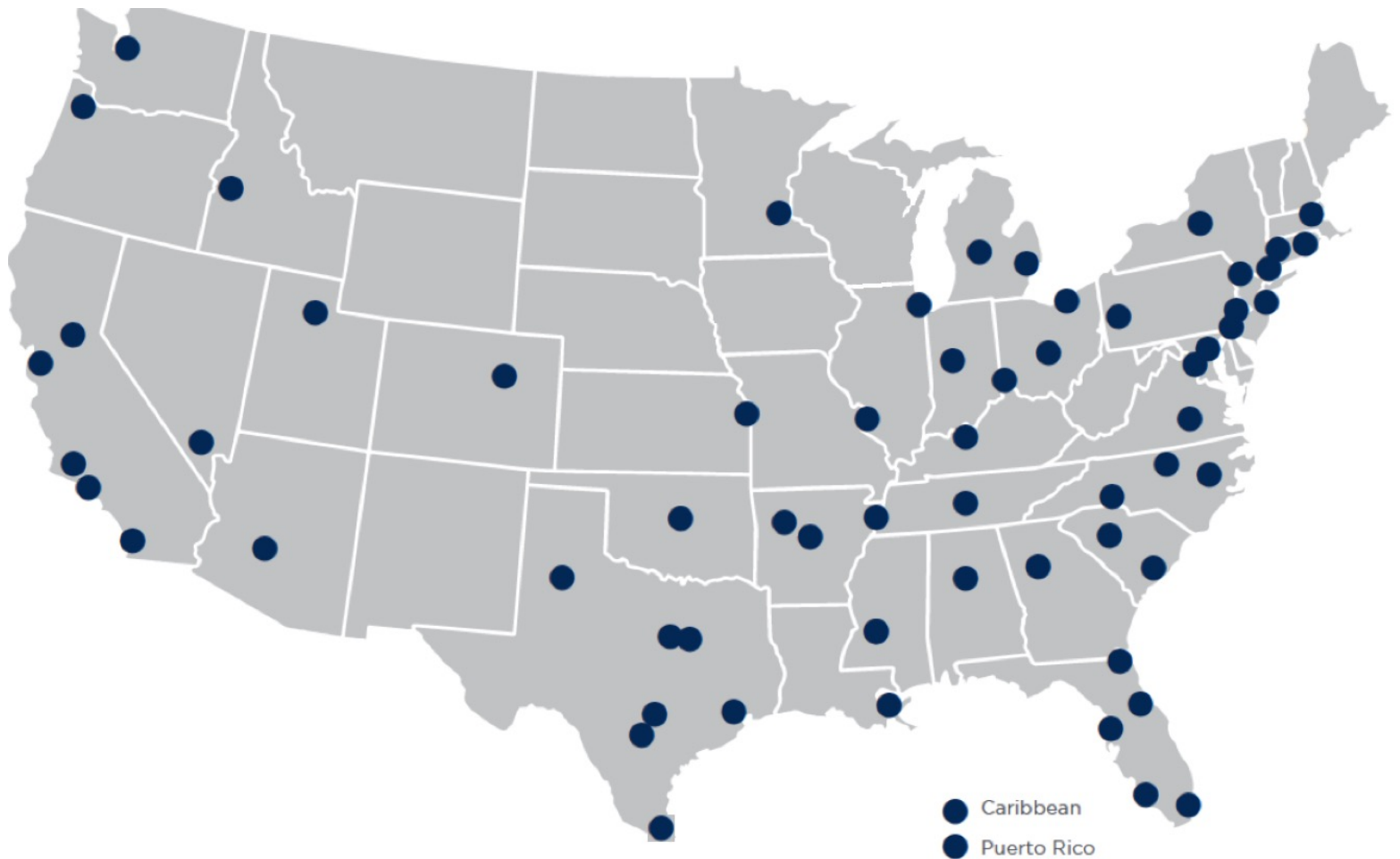
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50+

local offices

60+

markets covered U.S. and Caribbean



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