



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



- **Univ. of Rochester Medical and Surgical Center, 180 Sawgrass Dr., Rochester, NY, 87,933 SF**
- Green Acres Veterinary Center, 2060 Niagara Falls Blvd., Tonawanda, NY, 34,947 SF
- Tower 280 Office Condo, 280 East Broad St., Rochester, NY, 125,662 SF
- Hornell Medical Village, 7309 Seneca Rd., Hornell, NY, 109,509 SF
- Hematology Oncology Associates of CNY, Hameltonian Way, Camillus, NY, 29,824 SF
- Medical Center West, 5700 West Genesee St., Camillus, NY, 29,824 SF

### Industrial



- **F.W. Webb, 200 Hollender Pkwy., Rochester, NY, 176,961 SF**
- Calvary Robotics, 855 Publishers Pkwy., Webster, NY, 374,295 SF
- G.A. Braun, 79 General Irwin Blvd., Cicero, NY, 246,152 SF
- Ithaca Beer, 122 Ithaca Beer Dr., Ithaca, NY, 42,284 SF
- Farrell Road Industrial, 241 Farrell Rd., Geddes, NY, 322,033 SF
- Kamco Portfolio, 5 property portfolio, Upstate, NY, 201,213 SF

### Multifamily



- **Edgewater Apartments, 5828 Broadway, Lancaster, NY, 252,796 SF/235 Units**
- Sibley Centre Phase II, 228-280 Main Street E., Rochester, NY, 196,421 SF/104 Apts, 39,000 SF
- Residences at Fox Meadows, 457 Dutch Meadows Ln., Glenville, NY, 107,859 SF/104 Units
- Mayflower Student Housing, 1030 East Genesee St., Syracuse, NY, 46,703 SF/111 Beds
- Village College Suites, 3115 Saunders Settlement Rd., Sanborn, NY, 98,685 SF/317 Beds
- Solara Apartments, 291 North Thompson St., Rotterdam, NY, 251,623 SF/247 Units

### Hospitality



- **Hilton Garden Inn, 74 State St., Auburn, NY, 69,085 SF/92 Rooms**
- Hotel Skyler, 601 South Crouse Ave., Syracuse, NY, 31,288 SF/58 Rooms
- Home2 Suites, 241 Elwood Davis Rd., Liverpool, NY, 60,569 SF/110 Rooms
- Skaneateles Social, 813 W. Genesee St., Skaneateles, NY, 37,477 SF/20 Rms, 27,477 SF Comm.
- The Haven of the Wild, 1861 New Boston Rd., Chittenango, NY, 14,176 SF Event Ctr/8 Rooms
- Hampton Inn, 7637 NY State Route 96, Victor, NY, 76,980 SF/123 Rooms

### Retail



- **4 YMCA Facilities, Upstate, NY, 272,670 SF**
- D&L Plaza, 5165-5175 Broadway, Depew, NY, 142,745 SF
- Price Chopper Plaza, 49-51 Charlotte St., Binghamton, NY, 126,917 SF
- Metro Mattress Portfolio, 7 property portfolio, Upstate, NY, 73,500 SF
- Cedar Lake Golf Club, 382 Rider Rd., Clayville, NY, 18 Hole Golf Course with 102 Camp Units
- Seager Marina, 811 S. Main St., Canandaigua, NY, 34,714 SF with 88 Boat Slips

### Specialty Assignments



- **Canisius University, 2001 Main St., Buffalo, NY, 1,504,657 SF**
- Former Downstate Correctional Facility, 121 Red Schoolhouse Rd., Fishkill, NY, 535,715 SF
- Northwood Private School, 92 Northwood Rd., Lake Placid, NY, 163,683 SF
- SplashDown Beach, 16 Old Route 9W, Fishkill, NY, 23,626 SF
- Dome Arena, 2695 E Henrietta Rd., Henrietta, NY, 89,863 SF
- Planet Self Storage, 901 Hiawatha Blvd., Syracuse, NY, 62,625 SF /469 Units

## 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.



### **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



### **Richard T. Dannan, Associate Director**

Mr. Dannan has been actively engaged in real estate valuation and consulting since 2001. Background includes property management for a large financial institution and a regional office and shopping center development and management company. Valuations have been performed on various property types including but not limited to shopping centers, multi family residential, hotel / motel, vacant land tracts (large and small), and mixed use properties. Additional experience in eminent domain, valuation of conservations easements, Across the Fence valuation techniques, and completion of appraisal assignments to Yellow Book standards.

## OUR CLIENTS

### Banks/Credit Unions

- Adirondack Bank
- AmeriCU Credit Union
- Bancorp South Bank
- Bank of America
- Bank of Greene County
- Bank of Hope
- Bank of Jackson Hole
- Bank of the West
- BB&T Bank
- Berkshire Bank
- Broadview Federal Credit Union
- Cadence Bank
- Canandaigua National Bank
- Chemung Canal Trust Company
- CitiBank
- Citizen's Bank
- City National Bank
- Community National Bank
- Dime Bank
- Empower Federal Credit Union
- Five Star Bank
- JP Morgan Chase Bank
- Key Bank
- Live Oak Bank
- Lyon's National Bank
- M&T Bank
- NBT Bank
- New York Community Bancorp
- Northern Credit Union
- Northwest Savings Bank
- Pacific Western Bank
- Path Finder Bank
- People's United Bank
- PNC Bank
- Redstone Federal Credit Union
- Rocky Mountain Bank and Trust
- S&T Bank
- Salisbury Bank
- Santander Bank
- Saratoga National Bank & Trust
- Simmons Bank
- Stearns Bank
- Solvay Bank
- Studio Bank
- TD Bank
- Tompkins Community Bank
- Visions Federal Credit Union
- Watertown Savings Bank
- Webster Bank
- Wells Fargo
- Westfield Bank

### Law Firms/Accounting

- Alderman & Alderman
- Amdusky, Pelky, Fennell and Wallen, PC
- Barclay Damon LLP
- Bernstein Shur Law Firm
- Blitman & King
- Certilman, Balin, Adler & Hyman, LLP
- DeFio Law Firm, PLLC
- Gebhardt & Smith LLP
- Germain & Germain, LLP
- Goldman Attorneys, PLLC
- Gould Cooksey Fennell
- Law Office of Todd J Krouner
- Luskin, Stern & Eisler
- McNees Wallace & Nurick LLC
- MCV Law
- Nixon Peabody LLP
- Polsinelli PC
- Tully Rinckey PLLC

### Government & Organizations

- Adirondack Land Trust
- Auburn Community Hospital
- Cayuga Community College
- Cazenovia College
- Chemung County IDA
- City of Syracuse
- Department of Agriculture
- 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 General Services
- NYS Office of Parks, Recreation, and Historic Preservation
- NYS Thruway Authority
- NYS Power Authority
- Onondaga County Water Authority
- Oswego County IDA
- Symetra Life Insurance Co.
- Syracuse Regional Airport Authority
- Syracuse University
- SUNY Morrisville
- Thousand Island Land Trust
- USPS (United States Postal Service)
- US Small Business Administration
- Village of Manlius

Mortgage Banks/Services

- AEGON -USA Realty
- American Savings Life Insurance Company
- Altus Group
- Bellwether Enterprise Capital
- BNY Mellon
- Boston Community Capital
- CastleGreen Finance
- Century Health & Housing Capital
- C -III Asset Management
- Chemung Canal Trust Company
- Ciminelli Real Estate Group
- Civic Fund Manager 3 LLC
- Collateral Evaluation Services (CES)
- Elliot Appraisal Management Services
- Farm Credit East
- Griffin Capital Funding
- Housemax Funding, LLC
- ICE Lender Holdings
- Kaplan Realty Group
- Lincoln Avenue Capital
- Madison Mutual
- McLarens Global Claims Services
- NYCM Insurance
- PCV Murcor
- SP Funds Management
- StanCorp Mortgage Investors
- Strategic Financial Services
- Symetra Life Insurance Company

Developers/Owners

- Assembly of Christian Churches
- Benderson Development
- Carbone Auto Group
- Central Land, LLC
- Church of Jesus Christ of Latter-Day Saints
- Compson Development
- COR Development
- DCH Investments
- ESW Realty
- Fuccillo Automotive Group
- Gateway Business Center, LLC
- Gilbane Development Group
- Greystone Servicing Company, LLC
- Index Investment Group
- Learning Enterprises, Inc.
- Lenders Funding LLC
- LC Real Estate Properties
- Loft & Manor Real Estate
- Mar-Con Companies
- New Life Church CNY
- New York State Business Development Group
- Stark Development, LLC
- Uncommon Schools
- US Real Estate Services
- Washington Street Partners
- WS Development
- 84 Lumber Company

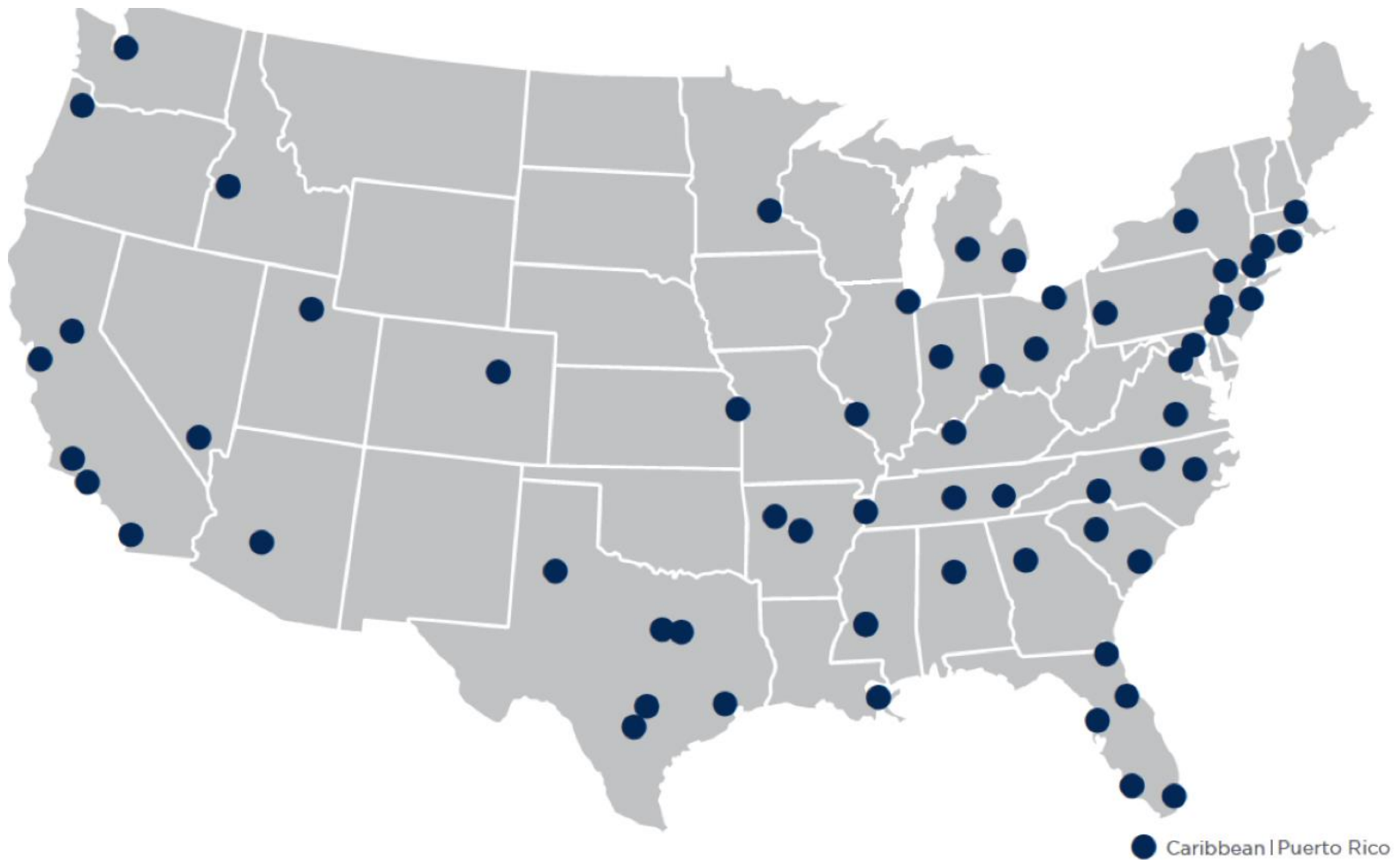
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50+

local offices

60+

markets covered U.S. and Caribbean



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