

# IRR Cincinnati/Dayton Office Profile

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Cincinnati/Dayton

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# Overview of Expertise

Integra Realty Resources – Cincinnati/Dayton provides valuation and consulting services for various types of real property with special emphasis on investment grade real estate. We serve national and regional banks, HUD MAP mortgage bankers, Fortune 500 Companies, private clients, developers, lenders, investors, governmental agencies, real estate owners, and other professionals concerned with the value, use and feasibility of real property. Appraisal services available are market and feasibility studies, tax appeal and expert witness testimony, as well as existing and proposed commercial property appraisals of industrial properties and research business parks, hotels and motels, downtown office buildings and suburban office buildings, regional malls and all types of retail centers, multi-family, and condominium complexes, government buildings, schools and colleges, restaurants, vacant land and subdivisions, golf courses and entertainment complexes. Combined with our office in Columbus, Integra Cincinnati, Columbus, Inc. can meet client's needs throughout central, southwest and northwest Ohio.

## Principal Markets Served

### Ohio Counties

Adams  
Brown  
Butler  
Clark  
Clermont  
Clinton  
Darke  
Fayette  
Greene  
Hamilton  
Highland  
Miami  
Montgomery  
Pike  
Ross  
Scioto  
Warren

### Kentucky Counties

Boone  
Bracken  
Campbell  
Carroll  
Gallatin  
Grant  
Kenton  
Mason  
Pendleton  
Robertson

### Indiana Counties

Dearborn  
Switzerland  
Ohio

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# Key Personnel

## Senior Management

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# Core Competencies

Office

Retail

Multi-Family

Industrial

Land

- 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 CBD condominium towers

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## **CBD Office Building—Dayton**

**159,182 square feet of GLA, 219,865 square feet of GBA. Valuation for tax appeal purposes.**



## **CBD Multi-Tenant Office Building—Cincinnati**

**459,704 square feet of GLA and 486,076 square feet of GBA in two class A buildings. Valuation for asset valuation purposes.**



## **CBD Multi-Tenant Office Building—Cincinnati**

**A Class A, multi-tenant office property containing 653,604 square feet of GLA and 800,000 square feet of GBA. Valuation for tax appeal purposes.**



## **CBD Multi-Tenant Office Building—Cincinnati**

**A Class A, multi-tenant office property containing 545,237 square feet of GLA and 580,000 square feet of GBA. Valuation for tax appeal purposes.**



## **Multi-Tenant Suburban Office—Mason**

**An office property containing 51,674 square feet of GLA and 55,430 square feet of GBA. Valuation for lending purposes.**



# Industrial Assignments

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## Single Tenant Industrial—Cincinnati

A 850,754 square foot industrial building built in 1964 in Cincinnati. Valuation for loan underwriting.



## Office Warehouse and Distribution Facility—Cincinnati

A 290,088 square foot industrial property within two buildings (56,588 square feet and 233,500 square feet).



## Multi-Tenant Office-Warehouse/ Distribution Warehouse—West Chester

A 144,271 square foot multi-tenant office-warehouse/distribution warehouse built in 2004. Valuation for loan underwriting purposes.



## Research and Development Facility— Hamilton

A 61,967 square foot research and development facility built in 2005. Valuation for loan underwriting purposes.



## Manufacturing Facility –Dayton

A 51,600 square foot manufacturing facility built in phases from 1968-1988. Valuation for loan underwriting purposes.



## Multi-Tenant Industrial within Large Industrial Park—West Chester

A 316,800 square foot multi-tenant industrial facility. Valuation for tax appeal purposes.



# Retail Assignments

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## Multi-Tenant Retail Center—West Chester

A suburban shopping center containing 146,103 of GBA built in 2001. Valuation for asset valuation purposes.



## Multi-Tenant Retail Center—Forest Park

A 1,750,000 square foot shopping center built in 1988-1989 and renovated in 2004. Valuation for tax appeal purposes.



## Multi-Tenant Community Center—Dayton

A 235,482 square foot community shopping center built in 1951. Valuation for loan underwriting purposes.



## Multi-Tenant Shopping Center—West Chester

A 32,281 square foot suburban shopping center built in 2008. Valuation for financing purposes.



## Single Tenant Retail—Dayton

A 10,551 square foot, free-standing, single tenant retail building. Valuation for loan underwriting purposes.





# Multi-Family Assignments

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## Senior Apartments

A 417-unit, age-restricted, single building class B complex built in 1966 and 1968 and containing 170,694 square feet of GLA. Appraised for financing purposes.



## Multi-Family Property - Clifton

A 151-unit, multiple building class B apartment complex built in 1963 and 1964 and containing 80,905 square feet of GLA. Valuation for financing purposes.



## Multi-Family Property — Loveland

A 132-unit, 8-building class B apartment complex containing 125,430 square feet of GLA, built in 1997. Valuation for financing purposes.



## Senior Apartments - Beechmont

A 75-unit, single building, age-restricted apartment complex containing 48,435 square feet of GLA, built in 1988. Valuation for financing purposes.



## Income- and Age-Restricted HUD Apartments

A 102-unit, age-restricted and income-restricted apartment complex, built in 1979 and containing 58,102 square feet of GLA. Valuation for HUD financing purposes.





# Hotel Assignments



## Mid-Scale Extended Stay Hotel— Miamisburg

A 96-room hotel consisting of 13 exterior, walk-up buildings built in 1985. The property is located in South Dayton. Valuation for loan underwriting purposes.



## Full Service, Upscale Suburban Hotel— Cincinnati

A 200-room hotel containing 139,370 square feet of GBA, built in phases from 1968-1980 and renovated in 2007. Valuation for tax appeal purposes.



## Full-Service Suburban Hotel—Mason

A 284-room hotel containing 167,130 square feet of GBA in three buildings. Valuation for loan underwriting purposes.



## Full-Service, Upscale CBD Hotel—Dayton

A 287-room hotel in downtown Dayton, containing 180,678 square feet of GB, built in 1976. Valuation for asset valuation purposes.



## Limited Service, Midscale Hotel—Cincinnati

A 100-room hotel containing 51,804 square feet of GBA, built in 1999. Valuation for financing purposes.

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# Areas of Specialization

Auto Dealerships  
Developments (Single-Family and Condominiums)  
Funeral Homes  
Golf Courses  
Market Rent Studies  
Mobile Home Parks  
Religious Facilities  
Self-Storage  
Student Housing

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# Client List

## Financial Institutions and Lenders

Advantage Bank  
Associated Bank  
Bank of America N.A.  
BankFinancial  
BB&T Bank  
BMO Harris Bank  
BNY Mellon  
CBank  
CenterBank  
City National Bank  
Commerce National Bank  
Farm Credit Services of Mid-America  
Farmers and Merchants Bank  
Fifth Third Bank  
First Financial Bank  
First Merchants  
Huntington National Bank  
JPMorgan Chase Bank, N.A.  
MainSource Bank  
Monroe Federal  
New York Community Bancorp, Inc.  
North Side Bank & Trust Company  
Old Fort Banking Company  
Old National Bank  
Park National Bank  
PNC Bank  
Regions Bank  
SunTrust Bank  
U.S. Bank  
United Central Bank  
United Community Bank  
Wesbanco

## Government

City of Cincinnati  
City of Lebanon  
City of Monroe  
Hamilton County Park District  
U.S. General Services Administration  
Metropolitan Sewer District

## Developers & Investors

Oberer Companies  
Summit Financial and Investment Group, LLC  
Mills Morgan

## Special Servicer

C-III Asset Management LLC  
Dayton Freight Lines, Inc.  
LNR Partners, LLC  
McDonald's USA, LLC  
Strategic Compliance Solutions  
The Kroger Company  
University of Cincinnati

## Law Firms

David C. DiMuzio, Inc.  
Dinsmore & Shohl, LLP  
Frost Brown Todd, LLC  
Keating Muething and Klekamp  
McNamee and McNamee  
Taft, Stettinius and Hollister  
Vorys, Sater, Seymour and Pease LLP

## Appraisal Management Companies

Cooperative Business Services

## Real Estate Tax Consultants

Midwest Property Tax Group  
Paradigm Tax Group  
Thompson Hine, LLP

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# Key Personnel Qualifications

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## **Gary S. Wright, MAI, FRICS, SRA**

Senior Managing Director for Cincinnati and Dayton offices of Integra Realty Resources - Cincinnati/Dayton. Actively engaged in commercial, residential and industrial real estate appraisal and consultation since 1972. Appraised for Government Entities, Corporations and Attorneys, including, but not limited to: General Services Administration (GSA), Internal Revenue Service (IRS); Federal Aviation Administration (FAA), Resolution Trust Corporation (RTC), Department of Housing & Urban Development (HUD), Federal Deposit Insurance Corp. (FDIC), Federal Home Loan Mortgage Corp. (FreddieMac), Federal National Mortgage Association (FannieMae), City of Cincinnati, City of Blue Ash, Sycamore Township, CSX Resources, Inc., Hertz/Penske, Cincinnati Milacron, General Motors, Ford Motor Co., Chrysler Realty Corp., Archdiocese of Cincinnati, Right of Way Department of the Kentucky Department of Transportation, Village of Glendale, Northern Kentucky Port Authority, L&N Railroad, Greater Cincinnati International Airport, Gulf Oil Corp., Shell Oil Co., Ashland Oil Co., Kroger Co., Procter & Gamble, Graydon, Head and Ritchey and Keating, and Muething & Klekamp. Appraised for financial institutions, pension funds, conduits, REITs, including: PNC Bank, Fifth Third Bank, US Bank, PNC Bank, JPMorgan Chase Bank, Key Bank, Huntington National Bank, Bank of America, the Cincinnati Development Fund, Old National Bank, Farm Credit Services of Mid-America, First Place Bank and Cooperative Business Services.

## **Roger D. Thornton, MAI, CCIM, MRICS**

Managing Director for Integra Realty Resources - Cincinnati/Dayton, Cincinnati, Ohio. Actively engaged in various types of commercial, residential and industrial real estate appraisal and consultation since 1990. Valuations have been performed on various properties including, but not limited to, neighborhood and community shopping centers, apartment complexes, single and multi-tenant industrial buildings, low to high rise office buildings, mixed used facilities, and vacant land for different uses. Assignments have been undertaken for a variety of intended uses, such as condemnation, estates, equity participation, mortgage lending, litigation support, etc. Clients served have included private and public agencies, local, regional and national lenders, numerous law firms, developers and investors. Specific assignments have ranged from regional malls, to grain elevator portfolios, CBD office towers and complex residential developments. Experience also includes review of in-house appraisal reports, employee mentoring, management and overview.

## **James A. Herbig, SRA**

Currently a Senior Director for Integra Realty Resources - Cincinnati/Dayton. Actively engaged in various types of commercial, residential and industrial real estate appraisal and consultation since 1972. Appraisal and consulting services have been performed for a variety of financial institutions, governmental agencies, private corporations, etc., including Fifth Third Bank, Oberer Companies, City of Cincinnati, Bank of America, Ohio Life Insurance Company, ODOT, Huntington National Bank, Good Samaritan Hospital, Key Bank, Mills Morgan Development Company, Miller Valentine, Citizen's Federal, PNC Bank, Monroe Federal, JPMorgan Chase Bank, Farmers & Merchants Bank, Archdiocese of Cincinnati, US Bank, CSX Transportation, United Community Bank, First Financial Bank, Old Fort Banking Company, Old National Bank, McNamee & McNamee, Thompson Hine LLP, Wesbanco, etc.



# Corporate Profile

Integra Realty Resources, Inc. offers the most comprehensive property valuation and counseling coverage in the United States with 49 independently owned and operated offices in 32 states. Integra was created for the purpose of combining the intimate knowledge of well-established local firms with the powerful resources and capabilities of a national company. Integra offers integrated technology, national data and information systems, as well as standardized valuation models and report formats for ease of client review and analysis. Integra's local offices have an average of 25 years of service in the local market, and each is headed by a Managing Director who is an MAI member of the Appraisal Institute.

A listing of IRR's local offices and their Senior Managing Directors follows:

ATLANTA, GA - Sherry L. Watkins, MAI, MRICS	NASHVILLE, TN - R. Paul Perutelli, MAI, SRA, FRICS
BALTIMORE, MD - G. Edward Kerr, MAI, MRICS	NEW JERSEY COASTAL - Halvor J. Egeland, MAI
BIRMINGHAM, AL - Rusty Rich, MAI, MRICS	NEW JERSEY NORTHERN - Matthew S. Krauser, CRE, FRICS
BOISE, ID - Bradford T. Knipe, MAI, ARA, CCIM, CRE, FRICS	NEW YORK, NY - Raymond T. Cirz, MAI, CRE, FRICS
BOSTON, MA - David L. Cary, MAI, MRICS	ORANGE COUNTY, CA - Steve Calandra, MAI
CHARLESTON, SC - Cleveland "Bud" Wright Jr., MAI	ORLANDO, FL - Christopher D. Starkey, MAI
CHARLOTTE, NC - Fitzhugh L. Stout, MAI, CRE, FRICS	PHILADELPHIA, PA - Joseph Pasquarella, MAI, CRE, FRICS
CINCINNATI/DAYTON, OH - Gary S. Wright, MAI, SRA, FRICS	PHOENIX, AZ - Walter "Tres" Winius, III, MAI, FRICS
CLEVELAND, OH - Douglas P. Sloan, MAI	PITTSBURGH, PA - Paul D. Griffith, MAI, CRE, FRICS
COLUMBIA, SC - Michael B. Dodds, MAI, CCIM	PORTLAND, OR - Brian A. Glanville, CRE, FRICS, MAI, AI-GRS
COLUMBUS, OH - Bruce A. Daubner, MAI, AI-GRS, FRICS, ASA	PROVIDENCE, RI - Gerard H. McDonough, MAI, FRICS
DENVER, CO - Brad A. Weiman, MAI	RALEIGH, NC - Chris R. Morris, MAI, MRICS
DETROIT, MI - Anthony Sanna, MAI, CRE, FRICS	RICHMOND, VA - Kenneth L. Brown, MAI, CCIM, FRICS
GREENSBORO, NC - Nancy Tritt, MAI, SRA	SACRAMENTO, CA - Scott Beebe, MAI, FRICS
HARTFORD, CT - Mark F. Bates, MAI, CRE, FRICS	SALT LAKE CITY, UT - Darrin Liddell, MAI, CCIM, MRICS
INDIANAPOLIS, IN - Michael C. Lady, MAI, SRA, CCIM, FRICS	SAN DIEGO, CA - Jeff Greenwald, MAI, SRA, AI-GRS, FRICS
JACKSON, MS - John R. Praytor, MAI	SAN FRANCISCO, CA - Jan Kleczewski, MAI, FRICS
JACKSONVILLE, FL - Robert Crenshaw, MAI, FRICS	SEATTLE, WA - Allen N. Safer, MAI, MRICS
LAS VEGAS, NV - Charles E. Jack, IV, MAI	SOUTHWEST FLORIDA - Carlton J. Lloyd, MAI
LOS ANGELES, CA - John G. Ellis, MAI, CRE, FRICS	SYRACUSE, NY - William J. Kimball, MAI, FRICS
LOUISVILLE, KY - Stacey S. Nicholas, MAI, MRICS	TAMPA, FL - Bradford L. Johnson, MAI, MRICS
MEMPHIS, TN - J. Walter Allen, MAI, FRICS	WASHINGTON, DC - Patrick C. Kerr, MAI, FRICS, SRA
METRO LA, CA - Steven J. Johnson, MAI	WILMINGTON, DE - Douglas L. Nickel, MAI, FRICS
MIAMI/PALM BEACH, FL - Anthony M. Graziano, MAI, CRE	IRR Caribbean- James Andrews, MAI, CRE, FRICS, ASA/BV
MINNEAPOLIS, MN - Michael Amundson, MAI, CCIM, MRICS	

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# Competitive Advantage



## Client Satisfaction

Integra is committed to streamlining the management and delivery of assignments so our clients have confidence and direct contact with the appropriate individuals.

## 100% Valuation and Counseling

Integra's personnel, resources, data and techniques are focused exclusively on valuation and counseling. We do not offer other conflicting services, and we are independent and have only one interest in mind: The Client.

## Industry Leading Research

Integra, through its proprietary database - DataPoint - provides in-depth analytics throughout the US. This unrivaled database is compiled from more than 100,000 valuation assignments across multiple markets.

## Elite Professionals

Integra has over 200 MAIs and more than 30 CREs, more than any other company. With Integra, you get the broadest national coverage with over 60 offices throughout North America and over 900 'best in class' valuers.

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