

# IRR Boston Office Profile

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Contact Us



Integra Realty Resources  
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# Overview of Expertise

Integra Realty Resources—Boston provides valuation and consulting services for commercial real estate with special emphasis on investment grade real estate. We serve pension fund advisors, national and regional banks, mortgages bankers, investment advisory firms, Fortune 500 companies, private clients, developers, lenders, inventors, governmental agencies, and other professionals concerned with the value and feasibility of real property. Over the past 40 years of serving the Greater Boston Metropolitan area, we have provided advice on most major commercial properties in the Central Business District, suburban office and business parks, retail properties including regional malls, lifestyle centers and power centers as well as the largest multifamily properties in the region including mixed use multifamily and condominium developments.

## Principal Markets Served

### Massachusetts Counties

Suffolk  
Middlesex  
Essex  
Norfolk  
Bristol  
Plymouth  
Barnstable  
Worcester

### New Hampshire Counties

Hillsborough  
Rockingham  
Strafford  
Merrimack  
Belknap

### Maine Counties

York  
Cumberland  
Androscoggin

### Other Market Areas Covered

Western Massachusetts  
Central New Hampshire  
Maine (Bangor South)

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# Key Personnel

## Senior Management

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Director  
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## Senior Analysts and Analysts

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# Core Competencies

Office  
Retail  
Multifamily  
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
- Real estate consulting on complex real estate matters
- Residential valuation for subdivisions

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# Office Assignments



## International Place

**Class A downtown office property containing 1.8 million SF of office and retail space and an 800 space underground parking garage. Valuation for the mortgage lender.**



## Exchange Place

**Class A downtown office tower containing 1.1 million SF with below grade parking. Valuation for tax assessment/abatement purposes.**



## One Post Office Square

**Class A downtown office tower with attached parking garage containing 750,000 plus SF. Valuation for tax assessment/abatement purposes.**



## One Beacon

**Class A office tower property containing 1.8 million SF. Valuation for the mortgage lender.**



## Burlington Woods Office Park

**Class A , 290,000 SF, suburban office park located in Burlington, MA. Valuation for the mortgage lender.**



## Wellesley Gateway

**Class A , 270,000 SF, suburban office park located in Wellesley , MA. Valuation for the mortgage lender.**

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# Retail Assignments

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## Cambridge Galleria

A Class A urban mall property with 635,000 SF. The property is located in Cambridge, MA. Valuation for the tax abatement/assessment purposes.



## Swansea Mall

A 609,000 SF suburban enclosed regional mall. Built in 1974 and renovated in 1980/1988. Located in Swansea, MA. Valuation for the assessment purposes.



## Silver City Galleria

Enclosed mall property with approximately 750,000 SF of leasable area. Located in Taunton, MA. Valuation for a special servicer for asset monitoring purposes.



## Tanglewood Mall

A 790,000 SF suburban mall in the process of repositioning. The property is located in Roanoke, VA. Valuation for internal planning purposes for a pension fund.



## Marketplace at Augusta

A suburban, 250,000SF community shopping center. It is located in Augusta, ME and was built in 1999. Valuation for the mortgage lender.



## Crossings at Fox Run

A suburban, 475,000 SF, power center with 20+ tenants. Located in Newington, NH. Valuation for asset monitoring purposes.



# Multifamily Assignments

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## Charles River Landing

Class A apartment development with 350 units and attached 6-story parking garage. Located in Needham and built in 2010. Valuation for the mortgage lender.



## The Watermark Kendall Square

24-story, Class A apartment tower in the heart of Kendall Square, Cambridge. Floors 1 and 2 are multi-tenant retail with 316 apartment units on upper floors. Valuation for asset monitoring purposes.



## Boston Wharf Tower

Proposed 20-story, Class A apartment tower in Boston's Seaport District with 202 units. Valuation for the mortgage lender.



## Lodge at Ames Pond

Class A apartment property containing 364 dwelling units in 13 residential buildings plus a clubhouse. Located in Tewksbury, MA and built in 2010. Valuation for the mortgage lender.



## Edgewood Apartments

Class A apartment development consisting of 406 units in 11 buildings. The site has a clubhouse and many amenities. Located in North Reading and built in 2008. Valuation for the mortgage lender.



## 360 State Street

Class A mixed use development in a 32-story high-rise. Includes 500 apartment units, 28,000 SF of retail space, and a 500 space parking garage. Located in New Haven, CT. Valuation for asset monitoring purposes.



# Areas of Specialization

Large Shopping Centers and Specialty Retail  
Medical Office Buildings  
Student Housing  
Parking Garages  
Class A Urban and Suburban Multifamily  
Hospitality Properties  
Life Science Properties  
Self Storage

**While all of our analysts cover retail, office, industrial and multifamily property types; most also specialize in a certain special purpose use such as one of those listed above.**

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# Large Mixed Use and Parking Garages



## Boston Park Plaza Hotel and Towers

A 320,000 SF office and retail tower and a 14-story, 941 key hotel in Boston, MA. Valuation for internal planning purposes.



## Virgin Records/Luxury Condominiums

A Class A mixed use luxury condominium conversion and retail development in close proximity to Columbus Center in Boston, MA. Valuation for the mortgage lender.



## S. Weymouth Navy Station Redevelopment

Proposed: 2,500 residential units, 150,000 SF of retail space, and 500,000 SF of office/biotech space. Valuation for disposition.



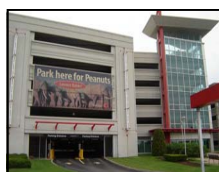
## Harbor Towers Garage

7-story parking garage with first floor retail. Located in Boston's financial district. Valuation for the mortgage lender.



## Motor Mart Garage

1,008 space parking garage with first floor multi-tenant retail. Located in Boston's Back Bay. Valuation for the mortgage lender.



## Red Beam Garage

A 6-story, 1,500 space parking garage located in Warwick, RI at T.F. Green Airport. Valuation for the mortgage lender.

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# Partial Client List

## Financial Institutions and Lenders

Arbor Commercial Mortgage  
Bank of America  
Bank of New York  
Barclays Capital  
Capital One Bank  
Citicorp Real Estate, Inc.  
CIBC World Markets  
Citizens Financial  
Comerica Bank  
Credit Suisse  
Deutsche Bank  
Eastern Bank  
First Niagara  
GE Capital  
GMAC  
Goldman Sachs Commercial Mortgage  
JP Morgan  
KeyBank  
M&T Realty Capital  
Peoples United Bank  
PNC Bank  
Republic First Bank  
Sovereign Bank  
TD Bank  
US Bank  
Wells Fargo

## Investment Banks/Life Insurance Companies/Pension Fund Advisors/ REITS

Boston Properties  
CalSters  
Great Northern Insured Annuity  
Guardian Life Insurance  
John Hancock  
JP Morgan Capital  
ManuLife  
New England Teamsters Pension Fund  
NewTower Trust Company  
Prudential Mortgage

SunLife of Canada  
Teachers Insurance & Annuity Assoc.  
Urdang & Associates Real Estate

## Government & Corporations

3M Corporation  
Blue Cross of Massachusetts  
Boston Redevelopment Authority  
Boston Scientific  
Chrysler Realty  
Environmental Protection Agency  
Federal Deposit Insurance Corporation  
General Services Administration  
The Gillette Company  
GTE Corporation  
Houghton Mifflin  
International Paper  
Lexis-Nexis  
Massachusetts DCAM  
Mass Highway  
McDonalds Corporation  
Northrup Grummon  
Philips  
Polaroid Corporation  
Spelling Entertainment Group  
Staples  
Sunoco  
US Postal Service

## Special Servicers

Centerline Servicing (C-111 Asset Management)  
ING Clarion Partners  
LNR Partners

## Law Firms

Bingham McCutchen  
Bowditch & Dewey  
Burns & Levinson  
Casner & Edwards

Choate Hall  
Davis Malm & D'Agostine  
Eckert Seamans Cherin & Mellot  
Edwards and Angell  
Foley Hoag  
Friedman & Atherton  
Goodwin Procter  
Goulston & Storrs  
Hanify & King  
Hinckley, Allen & Snyder  
Lynch DeSimone & Nysten  
McCarter & English  
Menard Murphy & Walsh  
Morrison Mahoney  
Nutter McClennen & Fish  
Ropes & Gray  
Sherin and Lodgen  
Sullivan & Worcester  
WilmerHale

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# Key Personnel Qualifications

## David L. Cary, MAI, MRICS

Mr. Cary has been actively engaged in real estate valuation and consulting since 1987. Recent experience is concentrated in major urban and suburban developments. 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. Clients served include accountants, investment firms, law firms, lenders, private and public agencies. Valuations have been performed for condemnation purposes, estates, financing, and due diligence support. Valuations and market studies have been done on proposed, partially completed, renovated and existing structures.

Mr. Cary received a Bachelor of Arts degree in Business Economics from Brown University in 1987. He is current with the continuing education program of the Appraisal Institute.

Mr. Cary holds the MAI designation of the Appraisal Institute. He is a Certified General Real Estate Appraiser with the states of Massachusetts, New Hampshire, Maine, Connecticut, and Rhode Island.

Mr. Cary is qualified before the United States Bankruptcy Court, Massachusetts Land Court, New Hampshire Board of Tax and Land Appeals, and Massachusetts Superior Courts in Lawrence and Marlborough.

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# Corporate Profile

Integra Realty Resources, Inc. offers the most comprehensive property valuation and counseling coverage in the United States with 63 independently owned and operated offices in 33 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 Managing Directors follows:

ATLANTA, GA - Sherry L. Watkins, MAI, MRICS  
AUSTIN, TX - Randy A. Williams, MAI, SR/WA, FRICS  
BALTIMORE, MD - G. Edward Kerr, MAI, MRICS  
BOISE, ID - Bradford T. Knipe, MAI, ARA, CCIM, CRE, FRICS  
BOSTON, MA - David L. Cary, MAI, MRICS  
CHARLOTTE, NC - Fitzhugh L. Stout, MAI, CRE, FRICS  
CHICAGO, IL - Eric L. Enloe, MAI, MRICS  
CHICAGO, IL - Gary K. DeClark, MAI, CRE, FRICS  
CINCINNATI, OH - Gary S. Wright, MAI, SRA, FRICS  
CLEVELAND, OH - Douglas P. Sloan, MAI  
COLUMBIA, SC - Michael B. Dodds, MAI, CCIM, MRICS  
COLUMBUS, OH - Bruce A. Daubner, MAI, FRICS  
DALLAS, TX - Mark R. Lamb, MAI, CPA, MRICS  
DAYTON, OH - Gary S. Wright, MAI, SRA, FRICS  
DENVER, CO - Brad A. Weiman, MAI, MRICS  
DETROIT, MI - Anthony Sanna, MAI, CRE, FRICS  
FORT WORTH, TX - Donald J. Sherwood, MAI, SR/WA, FRICS  
GREENSBORO, NC - Nancy Tritt, MAI, SRA  
GREENVILLE, SC - Michael B. Dodds, MAI, CCIM, MRICS  
HARTFORD, CT - Mark F. Bates, MAI, CRE, FRICS  
HOUSTON, TX - David R. Dominy, MAI, CRE, FRICS  
INDIANAPOLIS, IN - Michael C. Lady, MAI, SRA, CCIM, MRICS  
JACKSONVILLE, FL - Robert Crenshaw, MAI  
KANSAS CITY, MO/KS - Kenneth Jagers, MAI, FRICS  
LAS VEGAS, NV - Shelli L. Lowe, MAI, SRA, MRICS  
LOS ANGELES, CA - John G. Ellis, MAI, CRE, FRICS  
LOS ANGELES, CA - Matthew J. Swanson, MAI  
LOUISVILLE, KY - George M. Chapman, MAI, SRA, CRE, FRICS  
MEMPHIS, TN - J. Walter Allen, MAI, MRICS  
MIAMI/PALM BEACH, FL - Scott M. Powell, MAI  
MINNEAPOLIS, MN - Michael Amundson, MAI, CCIM, MRICS

NAPLES, FL - Carlton J. Lloyd, MAI  
NASHVILLE, TN - R. Paul Perutelli, MAI, SRA, MRICS  
NEW JERSEY COASTAL - Anthony Graziano, MAI, CRE, FRICS  
NEW JERSEY NORTHERN - Barry J. Krauser, MAI, CRE, FRICS  
NEW YORK, NY - Raymond T. Cirz, MAI, CRE, FRICS  
ORANGE COUNTY, CA - Larry D. Webb, MAI, FRICS  
ORLANDO, FL - Charles J. Lentz, MAI, MRICS  
PHILADELPHIA, PA - Joseph Pasquarella, MAI, CRE, FRICS  
PHOENIX, AZ - Walter Winus, Jr., MAI, CRE, FRICS  
PITTSBURGH, PA - Paul D. Griffith, MAI, MRICS  
PORTLAND, OR - Brian A. Glanville, MAI, CRE, FRICS  
PROVIDENCE, RI - Gerard H. McDonough, MAI  
RALEIGH, NC - Chris R. Morris, MAI, MRICS  
RICHMOND, VA - Kenneth L. Brown, MAI, CCIM, MRICS  
SACRAMENTO, CA - Scott Beebe, MAI, FRICS  
ST. LOUIS, MO - P. Ryan McDonald, MAI  
SALT LAKE CITY, UT - Darrin Liddell, MAI, CCIM, MRICS  
SAN ANTONIO, TX - Martyn C. Glen, MAI, CRE, FRICS  
SAN DIEGO, CA - Jeff Greenwald, MAI, SRA, FRICS  
SAN FRANCISCO, CA - Jan Kleczewski, MAI, FRICS  
SARASOTA, FL - Craig L. Smith, MAI, MRICS  
SAVANNAH, GA - J. Carl Schultz, Jr., MAI, SRA, CRE, FRICS  
SEATTLE, WA - Allen N. Safer, MAI, MRICS  
SYRACUSE, NY - William J. Kimball, MAI, FRICS  
TAMPA, FL - Bradford L. Johnson, MAI, MRICS  
TULSA, OK - Robert E. Gray, MAI, FRICS  
WASHINGTON, DC - Patrick C. Kerr, MAI, SRA, FRICS  
WILMINGTON, DE - Douglas L. Nickel, MAI, FRICS  
IRR de MEXICO - Oscar J. Franck Terrazas, MRICS  
IRR Caribbean - James Andrews, MAI, FRICS

## Corporate Office

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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 are independent and have only one interest in mind: The Client.

## Industry Leasing 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 165 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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