



INTEGRA REALTY RESOURCES

IRR | RICHMOND

COMMERCIAL REAL ESTATE
VALUATION & CONSULTING



60+

years serving Virginia
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.***

250+

appraisals completed
annually

RECENT APPRAISAL ASSIGNMENTS OF NOTABLE AND VARIED ASSETS

Office



- **City Center at Oyster Point, Newport News, VA, 570,880 SF**
- Norfolk Southern Tower, 3 Commercial Pl, Norfolk, VA, 310,745 SF
- Virginia Eye Institute, 6946 Forest Ave., Richmond, VA, 46,308 SF
- Lumber Liquidators Corporate HQs, 4901 Bakers Mill Ln, Richmond, VA, 52,876 SF
- Harbor View Medical Office, 5801 Harbor View Blvd, Suffolk, VA, 43,884 SF
- JMU Foundation Building, 1031 Harrison St, Harrisonburg, VA, 43,388 SF

Industrial



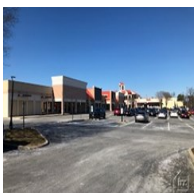
- **Haverty Furniture Companies, 1720 Port Walthall Dr, Colonial Heights, VA, 129,318 SF**
- Carolina Building, 4300 Carolina Ave, Richmond, VA, 219,919 SF
- White Oak Technology Park Parcels, 5900 Elko Rd, Sandston, VA, 1,178.73 acres
- Rental Works Headquarters, 1500 Commerce Rd, Richmond, VA, 179,653 SF
- Benchmark Industrial Condominiums, 3010 Mine Rd, Fredericksburg, VA, 277,702 SF
- Reads Moving Systems, 5851 Quality Way, Prince George, VA, 49,690 SF

Multifamily



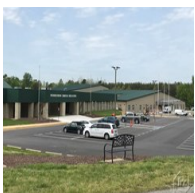
- **Linden Tower, 116 E Franklin St, Richmond, VA, 36 units**
- Hill Building, 114 Virginia St, Richmond, VA, 48 units
- Port City II, 716 Jefferson Davis Hwy, Richmond, VA, 147 units
- JPA Student Apts, 1707 & 2006 Jefferson Park Ave, Charlottesville, VA, 18 units
- College Park Apartments, 1603 Roane St, Richmond, VA, 242 units
- Atrium on Broad, 115 E Broad St, Richmond, VA, 44 units

Retail



- **West Tower Shopping Center, 8900 W. Broad St, Richmond, VA, 124,275 SF**
- Meadowdale Plaza, 3950 Meadowdale Blvd, Richmond, VA, 173,768 SF
- Chippenham Forest Square, 2400 Sheila Ln, Richmond, VA, 52,876 SF
- Boathouse Restaurant, 4708 Old Main St, Henrico, VA, 12,552 SF
- Skyline Village Shopping Center, 2035 E Market St, Harrisonburg, VA, 190,384 SF
- Dollar General, 6913 Williamson Rd, Roanoke, VA, 9,100 SF

Specialty Assignments



- **Fredericksburg Christian School, 9400 Thornton Rolling Rd, Fredericksburg, VA**
- RVA Self Storage, 1720 E Cary St, Richmond, VA, 57,283 SF/473 units
- Malloy Ford, 2070 Seminole Trl, Charlottesville, VA, 94,067 SF
- Comfort Suites, 4615 Southpoint Pkwy, Fredericksburg, VA, 63,428 SF/85 rooms
- Kid's Town Learning Center, 4847 Dolton Dr, Virginia Beach, VA, 7,280 SF
- Crozet Veterinary Care Center, 1263 Parkview Dr, Crozet, VA, 3,171 SF

OUR VALUE PROPOSITION

What sets our firm apart is the longevity of our principals and senior analysts who have been collaborating on property analyses for over 25 years. Through developing our team relationships, our specialty appraisal practices have evolved to create high quality, industry-leading standards. Over this 25+ year relationship, 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 member that appraises churches. When you hire our firm to value your property, you are engaging an expert in the property type you need valued.



Kenneth L. Brown, MAI, FRICS, CCIM, Senior Managing Director

Mr. Brown has been active in real estate appraisal and counseling since 1990. He has prepared reports in retail, office, industrial, multifamily, special purpose, institutional, mixed use, and subdivision properties and vacant land located in Virginia, North Carolina, and Tennessee. Mr. Brown is a graduate of the University of Richmond, where he received a B.A. in Economics, and Virginia Commonwealth University, where he received a M.S. in Business with a concentration in Real Estate and Urban Land Development.



Marshall A. Burke, MAI, CCIM, Director

Marshall Burke has been engaged in the real estate profession in the Richmond, VA and Washington, DC markets since 1986. Prior to joining Integra Realty Resources in 2019, Mr. Burke spent more than 18 years in various valuation & advisory and capital markets positions with Colliers International and Cushman & Wakefield. In addition to Mr. Burke's valuation & advisory experience, he has participated in capital markets brokerage transactions with a cumulative transaction value of more than \$1 billion.



Thomas R. Tyler, Director

Mr. Tyler directs the production of the Integra Realty Resources – Richmond Residential Report, a quarterly analysis of the Richmond area housing market with a focus on the new homes segment of the market. He also assists in the preparation of residential subdivision appraisals and prepares other analytical and consultative reports. Tom is a graduate of Virginia Commonwealth University and a practicing affiliate of the Virginia Commonwealth Chapter of the Appraisal Institute.

Financial Institutions

- Atlantic Union Bank
- Bank of America
- Bank of Charles Town
- BancorpSouth Bank
- CapitalOne Bank
- Carter Bank & Trust
- Chesapeake Bank
- CIBC
- CIT Bank
- Citizens & Farmers Bank
- City National Bank
- Coastal Federal Credit Union
- Community National Bank
- Essex Bank
- Fifth Third Bank
- First Bank & Trust
- First Citizens Bank
- First Community Bank
- Frontier Community Bank
- Fulton Bank
- HomeTrust Bank
- JPMorgan Chase
- KeyBank
- Navy Federal Credit Union
- Origin Bank
- Pinnacle Bank
- Pioneer Bank
- PNC Bank
- Regions Bank
- South State Bank
- Synovus Bank
- TD Bank
- Touchstone Bank
- TowneBank
- Truist Bank
- United Bank
- Village Bank
- Virginia Commonwealth Bank
- Webster Bank
- Wells Fargo
- Zions First National Bank

Law Firms/Accounting

- Batzli Wood & Stiles, PC
- Hirschler Fleischer
- Kaufman & Canoles, PC
- McCandlish Holton, PC
- McGuireWoods, LLP
- Mintz, Levin, Cohn, Ferris, Glovsky & Popeo, PC
- Spotts Fain, PC
- ThompsonMcMullan PC
- Troutman Sanders LLP
- Williams Mullen

Developers/Owners

- AIMCO
- Beacon Residential Properties
- Bernstein Management Corp
- BI Skyline LLC
- Bogese, Inc.
- Breeden Companies
- Capital Square 1031, LLC
- Centex Homes
- C.F. Joyner & Son
- Comstock Homebuilding Co.
- Connitti Corporation
- EWN Properties, Inc.
- Gumenick Management Co.
- Gunst Associates
- Harding & Associates
- Highwoods Properties
- International Paper Co.
- Lennar Corp.
- Lingerfelt Development, LLC
- Main Street Homes
- Norfolk Southern Corp.
- Porter Realty
- Prudential Huntoon Paige Associates
- Reynolds Development Corp.
- Riveroak Timberland Investments
- Tascon Group
- TGM Realty Advisors, Inc.
- The Community Builders
- U.S Real Estate Advisors
- Winchester Homes
- WVS Development Associates

Government & Organizations

- CalPERS
- City of Lexington, VA
- City of Richmond, VA
- Commonwealth of Virginia
- County of Albemarle, VA
- County of Powhatan, VA
- Federal Reserve Bank of Richmond
- Richmond Regional Airport Commission
- STRS Ohio
- U.S. Department of Justice
- U.S. Fish and Wildlife Service
- U.S. General Services Administration
- U.S. Postal Office
- VA Housing and Development Authority
- VA Biotechnology Research Park
- VA Commonwealth University
- VA Economic Development Partnership

Health Care

- Eye Systems of Richmond
- Novant Health

Mortgage Banks/Services

- AEGON USA Realty Advisors
- Barclays Capital
- Bercadia Commercial Mortgage
- Business Finance Group
- C-III Capital Partners
- Column Financial
- GE Capital
- Goldman Sachs Bank USA
- GMAC Commercial Mortgage
- Guggenheim Commercial
- Metlife
- NorthMarq Capital
- Oppenheimer Multifamily Housing & Healthcare Finance
- Phillips Realty Capital
- Red Mortgage Capital
- UC Funding
- Virginia Community Capital

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50+

local offices

60+

markets covered U.S. and Caribbean



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