

IRR Minneapolis/St. Paul Office Profile

Overview of Expertise
Key Personnel
Core Competencies
Areas of Specialization
Client List
Key Personnel Qualifications
Corporate Profile—About IRR
Competitive Advantage
Contact Us

Integra Realty Resources
Minneapolis/St. Paul

8012 Old Cedar Avenue South
Minneapolis, MN 55425

T 612.339.7700
F 612.339.7937

minneapolis@irr.com
irr.com/minneapolis



Overview of Expertise

IRR-Minneapolis/St. Paul was founded in 1991 with a vision of a business providing excellence in valuation to members of the real estate community. Beginning with a small group of individuals, this vision has expanded to triple its original size, staffed with qualified professionals in the real estate industry.

IRR—Minneapolis/St. Paul provides valuation and consulting services for various types of property assets and land assessments. We serve corporations, financial institutions, private clients, developers, investors, governmental agencies, attorneys, real estate owners, and other professionals concerned with the value, use, and utility of real property.

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Principal Markets Served

Minnesota Counties

Benton	Mille Lacs
Blue Earth	Morrison
Brown	Mower
Carver	Nicollet
Chippewa	Olmsted
Chisago	Pine
Crow Wing	Pope
Dakota	Ramsey
Dodge	Renville
Douglas	Rice
Faribault	Scott
Fillmore	Sherburne
Freeborn	Sibley
Goodhue	Stearns
Hennepin	Steele
Houston	Swift
Isanti	Todd
Kanabec	Wabasha
Kandiyohi	Waseca
Le Sueur	Washington
Martin	Watsonwan
Mcleod	Winona
Meeker	Wright

Wisconsin Counties

Barron
Bennett
Chippewa
Dunn
Eau Claire
Pierce
Polk
St. Croix



Key Personnel

Senior Management

Michael F. Amundson, MAI, CCIM, FRICS
Senior Managing Director
mamundson@irr.com

Dan Mueller, MAI, MRICS
Executive Director
dmueller@irr.com

Jeffrey A. Johnson, MAI
Executive Director
jjohnson@irr.com

Integra Realty Resources-Minneapolis/St. Paul consists of ten highly-trained and accomplished Commercial Real Estate Analysts with over a century of combined valuation experience. Our ten talented Commercial Real Estate Analysts are assisted by four distinctly skilled support personnel with combined industry experience of over 50 years. Together our experienced team of professionals completes over 500 commercial valuation and consulting assignments, involving all aspects of real estate, each year.

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Core Competencies

Industrial
Office
Retail
Multifamily
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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Industrial Assignments

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Eagandale Business Center

An office/warehouse property containing 70,376 SF, built in 1973, and located in Eagan, MN.



Hale Avenue Business Center

An office/warehouse property containing 85,762 SF, built in 1997, and located in Oakdale, MN.



Styrotech Office Warehouse

An office/warehouse building containing 112,740 SF, built in 1995, and located in Brooklyn Park, MN.



Anderson Windows

Single-tenant industrial property containing 149,825 SF, built in 2004, and located in North Branch, MN.



Aldrin Distribution Center II

A distribution center containing 218,372 SF, built in 1998, located in Eagan, MN.



Energy Park Distribution Center

A distribution center property containing 250,000 SF, built in 1991, located in St. Paul, MN.



Office Assignments

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50 South Tenth Street

Class A office property containing 541,196 SF, 12 stories, built in 2001, and located in downtown Minneapolis, MN.



AT&T Tower

Class A office property containing 610,154 SF, 33 stories, built in 1991, and located in downtown Minneapolis, MN.



Crosstown Corporate Center

Class B office property containing 89,889 SF, built in 1999, and located in Eden Prairie, MN.



Piper Jaffray Plaza

Class A office property containing approximately 250,000 SF, built in 1980, and located in downtown St. Paul, MN.



City West Financial Center

Class C office property containing 73,340 SF, an underground parking garage, built in 1990, and located in Eden Prairie, MN.



Northland Plaza

Fifteen-story office building containing a total of 364,167 SF, built in 1985, located in Bloomington, MN. .



Retail Assignments

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Wayzata Village Shoppes

A neighborhood retail center containing 43,731 SF, built in 1964 with renovations in 1986, and located in Wayzata, MN.



Plymouth Town Center

A neighborhood retail center containing 26,330 SF in two buildings, built in 1997, and located in Plymouth, MN.



Riverdale Crossing Shopping Center

A community center containing 334,040 SF in six buildings, built in 1990, located in Coon Rapids, MN.



Tamarack Village

A community shopping center containing 596,432 SF in ten buildings, built in 1996, located in Woodbury, MN.



Rochester Crossings

A convenience shopping center containing 21,492 SF, built in 2003, located in Rochester, MN.



Elk River Crossing

A neighborhood shopping center containing 14,281 SF, built in 2001, located in Elk River, MN.



Multifamily Assignments

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Lemay Lake Apartments

A 282-unit, Class B multifamily property containing 412,084 SF in three buildings, built in 1986, located in Eagan, MN.



Loring Park City Apartments

A 162-unit, Class A multifamily property containing 183,808 SF, built in 2002, located in Minneapolis, MN.



Cedar Hill Townhomes

A 30-unit, Class D multifamily property containing 32,490 SF in 5 buildings, built in 1983, located in Minnetonka, MN.



Summit Square Apartments

A 150-unit, Class D multifamily property containing 147,213 SF, built in 1978-79, located in Rochester, MN.



Birchwood Court Apartments

A 50-unit, Class D multifamily property containing 56,061 SF, built in 1990, located in Elk River, MN.



Regency Woods

A 282-unit, 7-building multifamily property containing 379,120 SF, built in 1987-88, located in Minnetonka, MN.



Areas of Specialization

Affordable Housing
Convenience Stores
Hospitality
Medical Office Buildings
Parking Garages
Residential Subdivisions
Right of Way Valuation
Self-Storage
Student Housing

- **Competency in Uniform Appraisal Standards for Federal Land Acquisition (UASFLA or “Yellow Book”) valuation**
- **Multifamily valuation for the DUS program (Fannie Mae and Freddie Mac)**
- **Intangible valuation of Low Income Housing Tax Credits (LIHTC)**
- **Intangible valuation of Bond Financing**
- **Dispute resolution/arbitration**
- **Mixed-use**
- **Real estate tax appeal**
- **Estate tax consultation**

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Hospitality Assignments

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The Marquette Hotel

A 19-story, 281-room, full-service hotel containing 199,442 SF, built in 1972 and renovated 2003-08, located in downtown Minneapolis, MN.



Sofitel Minneapolis

A 282-room, full-service hotel containing 242,018 SF, built in 1974 and renovated 2004-06, located in Bloomington, MN.



AmericInn Hotel

A 63-room, limited-service hotel containing 35,296 SF, built in 1996, located in Apple Valley, MN.



Hilton Home2Suites

A 107-room, extended stay, limited service hotel containing 99,538 SF, built in 2015, located in Bloomington, MN.



Microtel Inn & Suites

An 63-room, economy hotel containing 25,910 SF, built in 2000, located in Inver Grove Heights, MN.



Le Bourget Hotel

A 159-room, full-service hotel containing 90,533 SF, built in 1986 & 1998 with renovations in 2005, located in Bloomington, MN.



Client List

Financial Institutions and Lenders

Alerus Financial
Altus Group
American National Bank
Ameriprise Financial
AmeriSphere Mortgage Finance
Anchor Bank
Associated Bank
Bank of America
BBVA Compass
Bell Bank
Bellwether Enterprise
BMO Harris Bank
BNC National Bank
Bremer Bank
Bridgewater Bank
CBRE | Capital Markets
CIBC
Citizens Bank
Column Financial
Crown Bank
Deutsche Bank
Excel Bank
First Hawaiian Bank
GE Commercial Finance
Genworth Financial
Grandbridge Real Estate Capital
Great Southern Bank
Greystone Funding Corp.
Home Savings & Loan Co.
JPMorgan Chase Bank
KeyBank
MidAmerica Banks
MidCountry Bank
MidWestOne Bank
MinnWest Bank
NorthMarq Capital, Inc.
Oak Grove Capital
PNC Bank
Park National Bank
Premier Bank
Provident Bank
Riverside Bank
Stonegate Bank
TCF Bank
Union Bank & Trust
US Bank
Venture Mortgage
Wells Fargo
Zions First National Bank

Corporations

3M
Carlson Companies
Century Link
DLA Piper

Evergreen Land Services Co.
General Electric
Great River Energy
Honeywell
Medtronic
Northern Natural Gas Co.
Petsmart
Richfield Bloomington Honda
Windstream Communications

Pension Fund Advisors/ REITS

AMB Property Corp.
Artis REIT
Goldman Sachs
Inland Real Estate
Invesco Realty Advisors
INREIT
IRET
PCCP, LLC
Teachers Insurance & Annuity Assoc.
Urdang & Associates Real Estate

Government & Organizations

City of Brooklyn Park
City of Faribault
City of Inver Grove Heights
City of Minneapolis
City of Rochester
City of St. Paul
City of Winona
Dakota County
Federal Deposit Insurance Corporation
Fannie Mae
Freddie Mac
General Services Administration
Hennepin County
Hennepin County Medical Center
Metropolitan Council
Minnesota Department of Transportation
Minnesota Department of Natural Resources
Minneapolis Community Development Agency
Ramsey County
Red Wing Housing & Redevelopment Authority
Renville County
Scott County
St. Paul HRA
St. Paul Port Authority
State of Minnesota
University of Minnesota
Washington County
Wright County

Developers

Anderson Builders
Brighton Development
CSM Corporation
Dominium Development & Acquisition
Hempel Properties
HJ Development
Inland Real Estate
Invesco Realty Advisors
Opus Corporation
Phoenix Development Co.
Ryan Companies
St. Paul Companies

Life Insurance Companies

Aegon USA Realty Advisors
American Equity Investment Life Holding Company
American United Life Insurance
Aviva Capital Management
Guardian Life Insurance Co.
Northern Trust Co.
Prudential Insurance Co.
Sun Life Financial
Sunset Life Insurance Co.
Thrivent Financial for Lutherans
Union Labor Life Insurance Co.

Special Servicer

40|86 Mortgage Capital, Inc.
Berkadia Commercial Mortgage
C-III Asset Management
LNR Partners

Law Firms

Best & Flanagan
Briggs and Morgan, PA
Brown, Drew & Massey LLP
Fredrikson & Byron PA
Gray Plant Mooty
Henson & Efron PA
Hoff, Barry & Kozar, PA
Larkin Hoffman
L.D. Martin Law Office
LeVander, Gillen & Miller, PA
Malkerson Gunn Martin LLP
Maslon LLP
Moss & Barnett
Nilan Johnson Lewis
Novitzki & Associates
Ravich Meyer Kirkman et al
Siegel Brill, PA
Stinson LLP
Winthrop & Weinstine, PA

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Key Personnel Qualifications

Michael F. Amundson, MAI, CCIM, FRICS

Experience

Actively engaged in real estate valuation and consulting since 1985. Experience includes valuation and analysis of all types of real estate including commercial, industrial, office, multiple family, mixed-use and special purpose properties. Particular expertise in the valuation of investment grade real property and vacant land.

Licenses

Minnesota, Certified General Real Property Appraiser, 4000884
Wisconsin, Certified General Appraiser and Licensed Appraiser, 1092-10
Iowa, General Real Property Appraiser, CG02103
North Dakota, Certified General Appraiser, CG-21249
South Dakota, Certified General Appraiser, 1245CG-2013R
Arizona, Certified General Real Estate Appraiser, CGA-32303

Education

Bachelor of Science in Industrial Education, University of Wisconsin—Stout
Master of Science in Real Estate Appraisal & Investment Analysis, University of Wisconsin—Madison

Dan Mueller, MAI

Experience

Actively engaged in real estate valuation and consulting as an independent real estate broker since 1986 and independent real estate appraiser since 1993. Experience includes valuation and analysis of all types of real estate ranging from commercial, industrial, residential, and special purpose properties. Particular expertise in litigation matters such as condemnation, property taxation, and partnership disputes.

Licenses

Minnesota, Certified General Real Property Appraiser, 4003551
Wisconsin, Certified General Appraiser, 1378-10
Iowa, Certified General Property Appraiser, CG02890
North Dakota, Certified General Appraiser, CG-21234
South Dakota, State Certified General Appraiser, 1208CG-2012R

Education

Bachelor of Science in Business Administration and Economics, Winona State University

Jeffrey A. Johnson, MAI

Experience

Actively engaged in real estate valuation and consulting as an independent real estate appraiser since 1978. Experience includes valuation and analysis of all types of real estate ranging from residential, commercial, industrial, office, multiple family, mixed-use, and special purpose properties. Particular expertise in litigation matters such as condemnation, property taxation, and partnership disputes.

Licenses

Minnesota, Certified General Real Property Appraiser, 4001460
Minnesota, Real Estate Broker, 761491

Education

Master of Science in Mathematics, University of North Dakota

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About IRR

Integra Realty Resources, Inc. (IRR) provides world-class commercial real estate valuation, counseling, and advisory services. Routinely ranked among leading property valuation and consulting firms, we are now the largest independent firm in our industry in the United States, with local offices coast to coast and in the Caribbean.

IRR office are led by MAI-designated Senior Managing Directors, industry leaders who have over 25 years, on average, of commercial real estate experience in their local markets. This experience, coupled with our understanding of how national trends affect the local markets, empowers our clients with the unique knowledge, access, and historical perspective they need to make the most informed decisions.

Many of the nation's top financial institutions, developers, corporations, law firms, and government agencies rely on our professional real estate opinions to best understand the value, use, and feasibility of real estate in their market.

Local Expertise...Nationally!

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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 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 170 MAIs and more than 20 CREs, more than any other company. With Integra, you get the broadest national coverage with over 60 offices throughout North America and over 400 'best in class' valuers.

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Integra Realty Resources Corporate Headquarters

Integra Realty Resources, Inc.
7800 East Union Avenue
Suite 400
Denver, CO 80237

T 212.575.2935
F 646.424.1869

info@irr.com
www.irr.com

Paul A. Waters, CCIM, SIOR, CRE, FRICS
Chief Operating Officer
pwaters@irr.com
212.575.2935 extension 2001

Antoine Charvet
Corporate Communications Director
acharvet@irr.com
212.575.2790

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