

IRR Coastal, NJ

Office Profile

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Contact Us

Integra Realty Resources
Coastal, NJ

1415 Hooper Avenue
Suite 306
Toms River, NJ 08753

T 732.244.7000
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Overview of Expertise

Integra Realty Resources - Coastal NJ provides valuation and consulting services for all classes of real property with special emphasis on commercial investment-grade real estate, complex development land and expert witness services. We serve attorneys, accountants, mortgage bankers, investment advisory firms, corporations, private clients, developers, lenders, investors, governmental agencies, real estate owners, and other professionals concerned with the value, use, and feasibility of real property.

The professional staff at IRR-Coastal NJ has extensive experience in expert witness testimony, estate and trust planning, equitable distribution, eminent domain, valuation tax protest and defense, subsidized housing and map appraisals, and office specialized experience.

In conjunction with our IRR-Northern NJ, IRR-Philadelphia and IRR-Pittsburgh offices, we can provide services anywhere throughout the New York - New Jersey - Pennsylvania region.

Principal Markets Served

Atlantic County

Burlington County

Cape May County

Mercer County

Middlesex County

Monmouth County

Ocean County

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Key Personnel

Senior Management

Anthony S. Graziano, MAI, CRE
Executive Director
agraziano@irr.com

Halvor J. Egeland, MAI
Senior Managing Director
hegeland@irr.com

Thomas J. Grouss, SCGRE
Director
tgrouss@irr.com

Senior Analysts and Analysts

Russell McKeever, SCGRE
rmckeever@irr.com

Allie J. Schiano, Analyst
aschiano@irr.com

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Core Competencies

Office
Retail
Industrial
Hospitality
Multifamily
Vacant Land
Special Purpose
Affordable Housing
Marinas/Pleasure Craft
Port & Marine Related Uses
Auto Related & Dealerships
Boardwalk and Amusements
Heavy Industrial & Rail Corridor Uses
Leasehold and Leased Fee; Net net lease
Casinos & Gaming/Entertainment Venues

- Valuation for all facets of real estate lending, asset acquisition, and disposition decision-making, legal proceedings, and public-sector planning and development initiatives.
- Market and feasibility studies for major residential and commercial development projects.
- Litigation and qualified expert testimony in all litigation and arbitration venues.
- Comprehensive research coverage of the major asset classes (office, retail, industrial, & multi-family).
- Expertise in special-purpose property valuation and real property interests (leasehold and other partial interests).
- Extensive experience in government contracting and management of large valuation and consulting projects.
- Complex cash-flow modeling, asset performance peer studies.
- Real estate consulting on complex real estate matters.
- Residential valuation inclusive of all facets of residential valuation from condominium to large estates.

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Office Tombstone



Renaissance Crossings Medical Arts Building

A two-story Class A multi-tenant medical office property containing 44,705 square feet of rentable area located in Monroe Township, Middlesex County.



Bell Works

Former Bell Laboratories headquarters containing nearly 2 million square feet of gross building area located in Holmdel, Monmouth County, the building is being repositioned for mixed-use occupancy.



Proposed Office—Lakewood

The site is designated for development of a four-story office building to contain 60,582 square feet of rentable area located on a 2.87 acre parcel in Lakewood, Ocean County.



Merrill Lynch Building

Class A office building containing 22,738 square feet occupied by Merrill Lynch and located in downtown Red Bank, Monmouth County. Assignment completed for loan underwriting purposes.



The Atrium

Two-story Class C multi-tenant office building containing 48,660 square feet located in Tinton Falls, Monmouth County. Assignment completed for loan underwriting purposes.

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Retail Tombstone

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Manalapan Epicenter

Class A retail center containing 431,456 square feet anchored by Target and Wegmans in Manalapan Township, Monmouth County. Assignment completed for estate planning purposes.



Town & Country Shopping Center

Retail center containing 277,765 square feet anchored by Home Depot located in Lakewood Township. Assignment completed for estate planning purposes.



Manahawkin Commons

Retail center containing 317,163 square feet located in Stafford Township and anchored by K-Mart and TJ Maxx. Assignment completed for loan underwriting purposes.



Renaissance Crossing

Triple net retail property occupied by Rite Aid, Dunkin Donuts and JP Morgan Chase Bank, located in Monroe Township. Assignment completed for loan underwriting purposes.



Indian Head Plaza

Retail center containing 138,996 square feet anchored by A&P and shadow anchored by Home Depot, located in Toms River Township. Assignment completed for tax protest.



Multi-Family Tombstone



The Beach At South Inlet

Proposed multifamily project containing 251 dwelling units, located in the Southeast Inlet area of Atlantic City.



Shalom House

Multifamily age-restricted property containing 151 dwelling units, located in Ventnor, Atlantic County. Assignment completed for HUD underwriting.



Terrace Garden Apartments

Garden apartment containing 48 dwelling units located in Toms River. Assignment completed for estate planning purposes.



Monmouth Beach Village

Garden-style multifamily property containing 20 dwelling units located in Monmouth Beach. Assignment completed for loan underwriting purposes.



Oceanpoint Towers

Market Rent Study on an oceanfront age-restricted subsidized rental project in Long Branch, Monmouth County.

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Industrial Tombstone



Absecon Mills

Industrial property containing 96,665 square feet located in Galloway Township, Atlantic County. Assignment completed for asset monitoring purposes.



Lakewood Industrial Park

Industrial warehouse and manufacturing property containing 100,000 square feet located within the Lakewood Industrial Park. Assignment completed for loan underwriting purposes.



West Ward Pharmaceutical

Industrial property containing 136,998 square feet located within the Eatontown Industrial Park. Assignment completed to evaluate a potential lease purchase option.



American Van Equipment

Single tenant industrial building containing 130,000 square feet located within the Lakewood Industrial Park. Assignment completed for loan underwriting purposes.

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Special Purpose Tombstone



Schooner Island Marina

330-slip marina property containing a 5,828 square foot clubhouse facility with ship store, offices, and an in-ground pool as well as a 4,400 square foot marina sales and service building located in Wildwood.



Simpsons Playland

Boardwalk amusement property located in Ocean City, Cape May County. Assignment completed for loan underwriting purposes.



Thundering Surf/Settler's Mill Family Center

Amusement facility comprised of a water park, 36- hole miniature golf course and interactive kiddie waterpark, located in Long Beach Island. Assignment completed for loan underwriting purposes.



Moreys Pier

Three existing amusement piers, two of which are improved with high-intensity water parks, located in Wildwood. Assignment completed for loan underwriting purposes.

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Areas of Specialization

Golf Courses

Gaming/Casinos

Litigation Support

Mixed-Use Developments

Subdivisions & Land Development

Farmland & Open Space Valuation

Marinas, Boardwalk/Water & Amusement Parks

- Comprehensive market, development, and feasibility studies
- Custom real estate studies for private clients
- Right-of-way/eminent domain
- Corridor valuations
- Competency in Uniform Appraisal Standards for Federal Land Acquisition (UASFLA or “Yellow Book”) valuation (including state and federal land exchanges, managed exchanges, in-holdings, etc.)
- Recreational and resort (land, condos, lodges, fractional interests, hotels, and resorts)
- Subdivision and transitional land analyses
- Specialty medical (ambulatory surgical centers, hospitals, etc.)
- Dispute mediations/arbitrations
- Tax appeal, use and market studies
- Expert witness (testimony)
- Urban renewal & reuse analyses
- Real estate counseling for public and private-sector clients
- Valuation for trust and estate planning
- Valuation for purchase price allocation and financial reporting

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Client List

Corporations & Companies

A&P Properties
Aegon USA Realty Advisors
Aetna Real Estate Investments
Allstate Life Insurance Company
American Smelting & Refining
American Water
AMRESCO
Applied Companies
AT&T
BASF
Bell Atlantic
Bennett Properties/Airport
Associates Boardwalk Regency
Corporation (Caesars)
Borden, Inc.
Chevron Oil Clayton
Enterprises Cordish
Companies Duke Energy
Exxon Company, USA
Fidelity National Title
Forest City Enterprises
Good Year Tire Company
Great Lakes Dredge & Dock Company
Guardian Life Insurance
Health South
Hecht Trailers
Hovsons/Hovnanian Industries
Inland Real Estate Acquisitions
Jenkinson's Enterprise
Jersey Central Power & Light
Company (JCP&L)
John Hancock Life Insurance
K. Hovnanian Companies of NJ
Kokes Organization
Lions Head Development
Corporation
McDonald's Corporation
MGM Mirage
Mobile Oil Corporation
National Housing Partnership, Inc.
Nature Conservancy
New Jersey Conservation Foundation
New Jersey Natural Gas Company
Nexus Properties
Nissan Motor Credit
Paramount Homes
Pine Belt Automotive

Pinnacle Entertainment Group
Press Communications
Prudential Property
PSE&G
Ray Catena Automotive
Salvation Army
Schering Plough SGS
Development
Shell Oil
Spectra Energy Star
Enterprise/Texaco Trust for Public
Lands UBS Realty Investors United
Water (subsidiary of Suez)
US Home Corporation of New Jersey
Verizon Wireless
Walgreens Wal-Mart
Stores, Inc. Wawa

Banks & Financial Institutions

Bank of America
Capital One Bank
CIBC World Markets
Citicorp Citibank, NA
Columbia Bank
Deutsch Bank
Firsttrust Bank
GMAC Commercial
Goldman Sachs
Independence Community Bank
JP Morgan Chase
Key Bank
M & I Bank
M & T Bank
New Alliance Bank
OceanFirst
PNC Bank
RBS Greenwich Capital
Sovereign Bank
Sun National Bank
TD Bank
The Provident Bank
Wells Fargo Bank
Wilmington Trust
Yardville National Bank
Government Agencies
US Army Corps of Engineers
US Postal Service
US Department of Justice
US Department of Treasury

US Fish & Wildlife Service
US Dept of Housing & Urban
Development (HUD)
Canadian Department of Justice
Federal Deposit Insurance Corp
(FDIC) Internal Revenue Service
(IRS) Office of Thrift Supervision
(OTS) Resolution Trust Corporation
(RTC) Veterans Administration (VA)
NJ Dept of Environmental Protection
(NJ DEP)
NJ Department of Transportation
(NJ DOT)
NJ Highlands Council
NJ Mortgage & Housing Finance
Agency (NJHMFA)
NJ Transit
NJ State Agricultural Development
Committee
NJ Superior Court (Ocean County
Chancery)
Port Authority of NY/NJ
South Jersey Transportation
Authority (SJTA)
Casino Reinvestment Development
Authority
Atlantic City Redevelopment &
Housing Authority

County Governments Ocean,
Monmouth, Atlantic, Burlington,
Cape May

Municipal Governments Toms
River, Brick, Lakewood, Jackson,
Jersey City, Manchester, Lakehurst,
Berkeley, Lacey, Long Beach, Beach
Haven, Barnegat, Ocean, Seaside
Heights/ Park, Point Pleasant
Borough/Beach, South Toms River,
Stafford, Manasquan, Long Branch,
Somers Point, Ocean City, Hamilton,
Bass River, Atlantic City, Penns Grove,
Oakland Twp.

Utility Authorities Ocean, Cape
May & Atlantic Counties & Toms
River, Lakewood, Berkeley & Lacey
Townships

Board of Education Atlantic
City, Toms River, Lakewood &
Southern Regional

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Key Personnel

Anthony S. Graziano, MAI, CRE

Executive Director and Director of Litigation Services for INTEGRA REALTY RESOURCES COASTAL, NJ, a full-service real estate organization located in Toms River, NJ.

Mr. Graziano has been actively engaged in the real estate industry since the late 1960's. Over the years, he has completed valuation and consulting assignments on all classes of investment grade properties including; shopping centers, office buildings and parks, industrial buildings, large-scale manufacturing complexes, hotels, motels and mixed use properties. Residential experience is national in scope, including large-scale housing development tracts, conventional and subsidized multi-family properties, and manufactured housing developments. The coastal nature of the practice has presented an opportunity to complete numerous resort-related assignments such as marinas, boardwalk and pier amusement properties, casino resort hotels, commercial beaches and preservation properties.

Valuation and consulting practice includes market studies, urban renewal, rehabilitation, reuse and proposed construction studies. This broad-based practice includes assignments for financing, purchase, condemnation, property tax appeal, public and private equity placement.

As of this date, Anthony S. Graziano, MAI, CRE has completed the requirements of the continuing education program of the Appraisal Institute and the New Jersey Real Estate Appraisal Boards.

Halvor J. Egeland, MAI

Senior Managing Director for INTEGRA REALTY RESOURCES COASTAL, NJ, a full-service real estate organization located in Toms River, NJ.

Mr. Egeland has spent 40 years within related real estate fields including: Construction, construction cost estimating, and project management functions (1969-1977); Commercial real estate sales and leasing (1978-1983); The appraisal of real estate, concentrating in commercial, industrial, residential subdivision and evaluation assignments of diverse property classes and types (1983-1991); and, Team Leader, Review Appraiser -Midlantic Bank, NA (1991-1995).

Since his return to the firm in 1995, Mr. Egeland has led the Institutional Services division and directed or completed numerous assignments for institutional clients including net-leased properties throughout the region and has performed numerous land appraisals for various governmental agencies and conservancies for acquisition, preservation and easement purchases.

Thomas J. Grouss

Director for INTEGRA REALTY RESOURCES COASTAL, NJ, a full-service real estate organization located in Toms River and 56 metro markets throughout the United States.

Since joining the firm in May of 2003, his responsibilities include assisting in the appraisal and evaluation of vacant land, commercial, industrial and special purpose properties throughout New Jersey.

Mr. Grouss has provided primary research, analysis and report development in support of the firm's principal appraisers. Mr. Grouss has gained experience in the valuation of raw land and agricultural properties including assignments for the Ocean County Agricultural Development Board Farmland Preservation Program. Mr. Grouss has also provided primary research, analysis, and report writing for valuation for condemnation and eminent domain projects throughout Monmouth and Ocean County.

Most recently, Mr. Grouss has worked extensively on market study consulting engagements, industrial portfolio valuation and various raw land assignments.

Anthony M. Graziano, MAI, CRE, FRICS

Mr. Graziano has been involved in the real estate field since 1986. Since joining the firm on a full-time basis in May of 1992, Mr. Graziano has actively counseled and advised clients on the sale, leasing, valuation, management, and development of commercial real estate assets throughout New Jersey and the northeast U.S.

Mr. Graziano's experience encompasses a wide array of specializations including significant experience with multi-family government- assistance programs throughout the United States. Mr. Graziano was a guest speaker at the 1998 multi-family housing conference in Chicago, and served as a valuation advisor to numerous owners between 1992 and 1996 on the recapitalization of equity and debt during Congressional restructuring of HUD's Section 8 program. Mr. Graziano continues to provide select consulting services to owners and managers of assisted and conventional multi-family housing.

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Key Personnel

Mr. Graziano's unique professional perspective is a blend of his educational background which includes formal training in architecture, urban planning, macro and micro economics, geography, and development. His market experience in sales, leasing, management, and valuation disciplines combine to bring practical real-world answers to complex planning and development projects. He has been actively involved as a consultant and/or member of consultant team on various redevelopment and land use projects for public and private clients over the past 10 years.

Mr. Graziano has specialized in consulting and valuation assignments for corporate and private clients on a wide array of complex issues related to title defects, environmental contamination/damages, air rights, partial and fractional interests, contract disputes, and mediation/arbitration disputes. Mr. Graziano's experience in these matters provides a comprehensive framework for effective strategic real estate consulting.

Allie J. Schiano

Analyst for INTEGRA REALTY RESOURCES COASTAL NJ, a full-service real estate organization located in Toms River, NJ.

Ms. Schiano's real estate experience began in 1998 with Cooney Valuation group in Secaucus, New Jersey. She provided primary research and analysis for report development in support of the firm's principal appraisers.

Since joining Integra Realty Resources in February 1999, her responsibilities include assisting in the appraisal and valuation of various property types to include vacant land, commercial, retail, and residential properties throughout New Jersey. Ms. Schiano's primary focus has been in production support and the report writing of appraisals used in large subdivision tracts, divorce settlements and assignments for the County of Ocean for condemnation and eminent domain purposes.

Russell McKeever

Mr. McKeever's appraisal expertise includes commercially and residentially zoned land and redevelopment properties, proposed construction, strip, neighborhood, and community retail centers, free-standing retail properties including big box stores and restaurants, medical and professional office buildings and parks, industrial properties including storage and distribution warehouses, self-storage facilities, walk-up and elevated apartment properties, mixed-use commercial-residential properties, golf courses, mobile home parks, marinas, homeless shelters and drug rehabilitation centers, religious facilities including schools and churches, cemeteries and the valuation of permanent sub-surface and temporary workspace easements

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Corporate Profile

Integra Realty Resources, Inc. offers the most comprehensive property valuation and counseling coverage in the United States with 62 independently owned and operated offices in 34 states and the Caribbean. 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 Senior 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	NAPLES, FL - Carlton J. Lloyd, MAI
AUSTIN, TX - Randy A. Williams, MAI, SR/WA, FRICS	NASHVILLE, TN - R. Paul Perutelli, MAI, SRA, MRICS
BALTIMORE, MD - G. Edward Kerr, MAI, MRICS	NEW JERSEY COASTAL - Halvor J. Egeland, MAI
BOISE, ID - Bradford T. Knipe, MAI, ARA, CCIM, CRE, FRICS	NEW JERSEY NORTHERN - Barry J. Krauser, MAI, CRE, FRICS
BOSTON, MA - David L. Cary, MAI, MRICS	NEW YORK, NY - Raymond T. Cirz, MAI, CRE, FRICS
CHARLOTTE, NC - Fitzhugh L. Stout, MAI, CRE, FRICS	ORANGE COUNTY, CA - Larry D. Webb, MAI, FRICS
CHICAGO, IL - Eric L. Enloe, MAI, MRICS	ORLANDO, FL - Charles J. Lentz, MAI, MRICS
CHICAGO, IL - Gary K. DeClark, MAI, CRE, FRICS	PHILADELPHIA, PA - Joseph Pasquarella, MAI, CRE, FRICS
CINCINNATI, OH - Gary S. Wright, MAI, SRA, FRICS	PHOENIX, AZ - Walter Winius, Jr., MAI, CRE, FRICS
CLEVELAND, OH - Douglas P. Sloan, MAI	PITTSBURGH, PA - Paul D. Griffith, MAI, MRICS
COLUMBIA, SC - Michael B. Dodds, MAI, CCIM, MRICS	PORTLAND, OR - Brian A. Glanville, MAI, CRE, FRICS
COLUMBUS, OH - Bruce A. Daubner, MAI, FRICS	PROVIDENCE, RI - Gerard H. McDonough, MAI
DALLAS, TX - Mark R. Lamb, MAI, CPA, MRICS	RALEIGH, NC - Chris R. Morris, MAI, MRICS
DAYTON, OH - Gary S. Wright, MAI, SRA, FRICS	RICHMOND, VA - Kenneth L. Brown, MAI, CCIM, MRICS
DENVER, CO - Brad A. Weiman, MAI, MRICS	SACRAMENTO, CA - Scott Beebe, MAI, FRICS
DETROIT, MI - Anthony Sanna, MAI, CRE, FRICS	ST. LOUIS, MO - P. Ryan McDonald, MAI
FORT WORTH, TX - Donald J. Sherwood, MAI, SR/WA, FRICS	SALT LAKE CITY, UT - Darrin Liddell, MAI, CCIM, MRICS
GREENSBORO, NC - Nancy Tritt, MAI, SRA	SAN ANTONIO, TX - Martyn C. Glen, MAI, CRE, FRICS
GREENVILLE, SC - Michael B. Dodds, MAI, CCIM, MRICS	SAN DIEGO, CA - Jeff Greenwald, MAI, SRA, FRICS
HARTFORD, CT - Mark F. Bates, MAI, CRE, FRICS	SAN FRANCISCO, CA - Jan Kleczewski, MAI, FRICS
HOUSTON, TX - David R. Dominy, MAI, CRE, FRICS	SARASOTA, FL - Craig L. Smith, MAI, MRICS
INDIANAPOLIS, IN - Michael C. Lady, MAI, SRA, CCIM, MRICS	SAVANNAH, GA - J. Carl Schultz, Jr., MAI, SRA, CRE, FRICS
JACKSONVILLE, FL - Robert Crenshaw, MAI	SEATTLE, WA - Allen N. Safer, MAI, MRICS
KANSAS CITY, MO/KS - Kenneth Jagers, MAI, FRICS	SYRACUSE, NY - William J. Kimball, MAI, FRICS
LAS VEGAS, NV - Shelli L. Lowe, MAI, SRA, MRICS	TAMPA, FL - Bradford L. Johnson, MAI, MRICS
LOS ANGELES, CA - John G. Ellis, MAI, CRE, FRICS	TULSA, OK - Robert E. Gray, MAI, FRICS
LOS ANGELES, CA - Matthew J. Swanson, MAI	WASHINGTON, DC - Patrick C. Kerr, MAI, SRA, FRICS
LOUISVILLE, KY - George M. Chapman, MAI, SRA, CRE, FRICS	WILMINGTON, DE - Douglas L. Nickel, MAI, FRICS
MEMPHIS, TN - J. Walter Allen, MAI, MRICS	IRR de MEXICO - Oscar J. Franck Terrazas, MRICS
MIAMI/PALM BEACH, FL - Anthony M. Graziano, MAI, CRE, FRICS	IRR Caribbean - James Andrews, MAI, FRICS
MINNEAPOLIS, MN - Michael Amundson, MAI, CCIM, MRICS	

Corporate Office

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Integra Realty Resources
Coastal, NJ

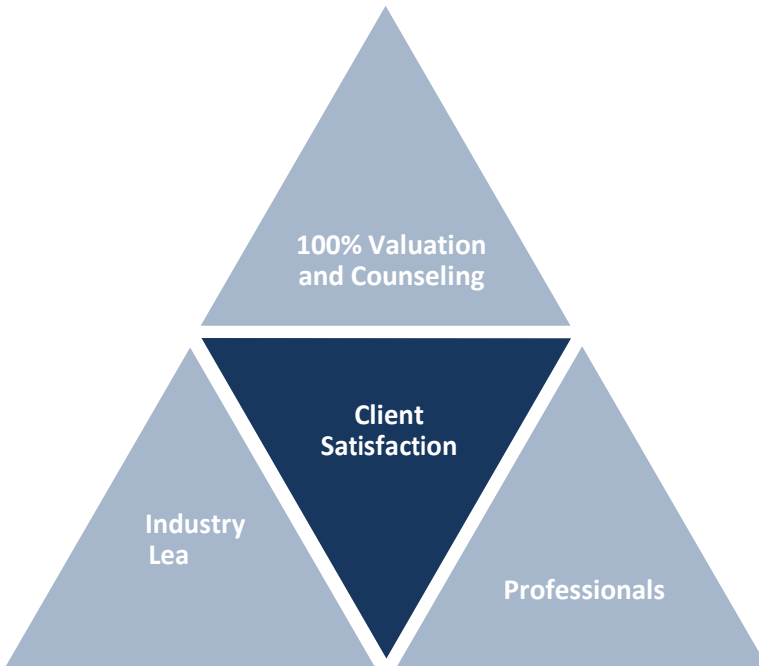
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Competitive Advantage



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 analysts 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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Anthony S. Graziano, MAI, CRE

Experience

Anthony S. Graziano, MAI, CRE, is the Executive Director and Director of Litigation Services for INTEGRA REALTY RESOURCES COASTAL, NJ, a full-service real estate organization with offices in Toms River, NJ.

Mr. Graziano has been actively engaged in the real estate industry since the late 1960's. Over the years, he has completed valuation and consulting assignments on all classes of investment grade properties including; shopping centers, office buildings and parks, industrial buildings, large-scale manufacturing complexes, hotels, motels and mixed use properties. Residential experience is national in scope, including large-scale housing development tracts, conventional and subsidized multi-family properties, and manufactured housing developments. The coastal nature of the practice has presented an opportunity to complete numerous resort-related assignments such as marinas, boardwalk and pier amusement properties, casino resort hotels, commercial beaches and preservation properties.

Valuation and consulting practice includes market studies, urban renewal, rehabilitation, reuse and proposed construction studies. This broad-based practice includes assignments for financing, purchase, condemnation, property tax appeal, public and private equity placement.

As of this date, Anthony S. Graziano, MAI, CRE has completed the requirements of the continuing education program of the Appraisal Institute and the New Jersey Real Estate Appraisal Boards.

Professional Activities & Affiliations

Appraisal Institute, Member (MAI)
Counselor of Real Estate (CRE)
Royal Institute of Chartered Surveyors, Fellow (FRICS) (2005 – 2014)
National Association of Realtors
Appraisal Institute Faculty (1998 - 2008)
International Right of Way Association
Lambda Alpha International

Licenses

New Jersey, Certified General Real Estate Appraiser, RG00466, Expires December 2017
New Jersey, NJ Licensed Real Estate Broker,
NJ Certified Tax Assessor, 1261, Expires July 2017

Education

American Institute of Real Estate Appraisers (AIREA) and Appraisal Institute (AI):
Studies Completed: I, II, IV, VIII, Cap 1B-A, 1B-B, and Market Feasibility Studies
New Jersey License Course Salesperson and Broker
Realtor Institute Courses

Mr. Graziano has lectured at numerous workshops, conventions and conferences sponsored by:

agraziano@irr.com - 732.244.7000 x101

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Anthony S. Graziano, MAI, CRE

Education (Cont'd)

Appraisal Institute
The Counselors of Real Estate
New Jersey Builders Association
New Jersey Tax Assessors Association
New Jersey Association of Realtors
New Jersey Mortgage Bankers Association
American BAR Association (BAR)
American Institute of Certified Public Accountants (AICPA)

Mr. Graziano has taught Appraisal Institute Capitalization Series and the Subdivision Seminar Course on numerous occasions throughout the northeast.

Qualified Before Courts & Administrative Bodies

Federal Bankruptcy Court, Superior Court of the State of NJ, NJ State Tax Court, federal and state legislative committees, numerous county and local boards and commissions.

Miscellaneous

Anthony S. Graziano has served the Appraisal Institute at various local, regional and national levels since the early 1980's including; local chapter President 1988, Regional Committee Representative 1987 to 1996, National Board of Directors 1989, 1995-1998, Regional Chair 1996, National Chair of Government Relations and National Executive Committee 1995. Chair of the National Appraisal Standards Committee of the Appraisal Institute (1999 & 2000) and past Chairman of the New Jersey Chapter of Counselors of Real Estate.

Since 1999, Mr. Graziano has served on the Executive Committee and Board of Directors of Integra Realty Resources (1999 - 2011), and served as Chairman of Board (2010 & 2011), 11 Times Square, 640 Eighth Avenue, 15th Floor, Suite A, New York, NY 10036

For his distinguished service to the Appraisal Industry in 2000, Mr. Graziano received the National President's Award from the Appraisal Institute. In 2001, he was honored by the Philadelphia Chapter of the Appraisal Institute with the Harrison-Winder Memorial Award. In 2005, he was awarded a Lifetime Achievement Award from the Appraisal Institutes Metro New Jersey Chapter.

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Halvor J. Egeland, MAI

Experience

Halvor Egeland is the Senior Managing Director of the Institutional Services for INTEGRA REALTY RESOURCES-COASTAL, NJ office, a full-service real estate organization located in Toms River, NJ.

Mr. Egeland has spent 40 years within related real estate fields including: Construction, construction cost estimating, and project management functions (1969-1977); Commercial real estate sales and leasing (1978-1983); The appraisal of real estate, concentrating in commercial, industrial, residential subdivision and evaluation assignments of diverse property classes and types (1983-1991); and, Team Leader, Review Appraiser - Midlantic Bank, NA (1991 - 1995).

Since his return to the firm in 1995, Mr. Egeland has led the Institutional Services division and directed or completed numerous assignments for institutional clients including net-leased properties throughout the region and has performed numerous land appraisals for various governmental agencies and conservancies for acquisition, preservation and easement purchases.

Professional Activities & Affiliations

Appraisal Institute, Member (MAI)

Licenses

New Jersey, NJ Certified General Real Estate Appraiser, RG00535, Expires December 2017

Education

PROFESSIONAL COURSES:

Real Estate Appraisal Principles (Course 1-A1)
Basic Valuation Procedures (Course 1-A2)
Capitalization Theory and Techniques (Course 1 B-A)
Capitalization Theory and Techniques (Course 1 B-B)
Case Studies in Real Estate Valuation (Course 2-1)
Valuation Analysis and Report Writing (Course 2-2)
Standards of Professional Practice
Business Practices & Ethics
Separating Real & Personal Property from Intangible Business Assets (2002)
Highest and Best Use & Market Analysis (2003)

ASSOCIATE DEGREE:

Business Administration-Ocean County College
Independent Studies University College (Rutgers University Evening Program)
Various Seminars and Workshops

Qualified Before Courts & Administrative Bodies

Ocean County Board of Taxation, various municipal planning and zoning boards.

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Halvor J. Egeland, MAI

Miscellaneous

PROFESSIONAL SEMINARS:

Appraising Troubled properties
Discounted Cash Flow Analysis
Dynamics of Office Building Valuation
Understanding Limited Appraisals
Appraisal of Retail Properties
Hotel/Motel Valuation
Condemnation Appraising – Advanced Topics & Applications (1999)
American Society of Farm Managers & Rural Appraisers - Appraising of Conservation Easements (2001)
Public Market for Real Estate
SADC Farmland Preservation Appraiser Conference (thru 2016)
Green Acres Appraisal Conference (2001/2004)

As of this date, Halvor J. Egeland, MAI, has completed the continuing education requirements of the Appraisal Institute.

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Thomas J. Grouss

Experience

Thomas J. Grouss is the Director - INTEGRA REALTY RESOURCES-COASTAL, NJ, a full-service real estate organization with offices in Toms River and 56 metro markets throughout the United States.

Since joining the firm in May of 2003, Mr. Grouss has completed appraisal and consulting assignments on vacant land, retail, office, industrial and special purpose properties throughout New Jersey, with a concentration in the Central and Southern part of the State. These assignments have been completed for corporate clients, financial institutions, and private clients, for use in financing, evaluation of sale/purchase decisions, estate planning, and property tax appeals.

Mr. Grouss has provided primary research, analysis and report writing for valuation relating to condemnation and eminent domain projects throughout Monmouth and Ocean County.

Residential experience includes the valuation of large-scale subdivision tracts, conventional and subsidized multi-family projects, and various single-family residential waterfront and non-waterfront properties throughout the region.

Mr. Grouss has also participated in the valuation and consulting of special purpose properties along the Jersey Shore, including amusement piers, water parks, marinas and restaurants.

Professional Activities & Affiliations

Appraisal Institute, Associate Member / Candidate for MAI Designation
Member: International Right of Way Association (IRWA) NJ Chapter 15

Licenses

New Jersey, Certified General Real Estate Appraiser, 42RG00205300, Expires December 2017

New Jersey, Real Estate Commission - Salesperson, 0572381

Education

Completed Real Estate Appraisal Courses sponsored by the Appraisal Institute:
Appraisal Principles (Metro NJ Chapter-Rutgers University)
Appraisal Procedures (Maryland Chapter-Johns Hopkins)
Basic Income Capitalization (Long Island Chapter)
General Applications (Virginia Commonwealth Chapter)
Advanced Income Capitalization (Massachusetts Chapter)
General Appraiser Report Writing & Case Studies (New York Chapter)
General Market Analysis and Highest and Best Use (Central Pennsylvania Chapter)
Advanced Sales Comparison & Cost Approaches (Chicago Chapter)
Completed Real Estate Appraisal Courses sponsored by the Business Learning Center
Uniform Standards of Professional Appraisal Practices

Undergraduate Studies:
Fairleigh Dickinson University-Florham Madison Campus, Madison, New Jersey

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Thomas J. Grouss

Education (Cont'd)

Degree: Bachelor Science in Finance
Graduation Date: May 2002

Qualified Before Courts & Administrative Bodies

Qualified Expert before the Ocean County Commissioners
Qualified Expert before the Superior Court of New Jersey
Qualified Expert before the Ocean County Tax Board
Appeared before Monmouth County Tax Board

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Russell V. McKeever

Experience

Russell V. McKeever has been an employee at Integra Coastal New Jersey, a full-service real estate organization located in Toms River, N.J., since March of 2005. He is currently a Senior Analyst and obtained his N.J. State General Appraiser Certification in February of 2008.

Mr. McKeever's responsibilities include the appraisal and analysis of land and various income-producing properties in the central and southern portions of New Jersey. Specifically, he has extensive valuation experience with neighborhood and community retail centers, garden and mid/high-rise apartment complexes, mobile home parks and vacant land.

Income-producing property assignments have included complete self-contained appraisal reports on the Pointe at Neptune, Lakeview Terrace, Marine Gardens, Post & Coach and Lloyd Manor apartment complexes; Clearwater Village and Silvermead mobile home parks; and the Shops at Cambridge and Jackson Square neighborhood/community shopping centers.

Additionally, Mr. McKeever has valuation experience in multiple County and Municipal condemnation matters; and acted as a primary analyst in a feasibility analysis on a proposed northern New Jersey condominium development for a local residential developer.

Russell McKeever was a Senior Appraiser with Metropolitan Valuation Services, Inc. Prior to joining MVS in February 2013, Mr. McKeever was an appraiser for eight years at Integra Realty Resources, a full-service real estate organization located in Toms River, NJ.

Mr. McKeever's appraisal expertise includes commercially and residentially zoned land and redevelopment properties, proposed construction, strip, neighborhood, and community retail centers, free-standing retail properties including big box stores and restaurants, medical and professional office buildings and parks, industrial properties including storage and distribution warehouses, self-storage facilities, walk-up and elevatored apartment properties, mixed-use commercial-residential properties, golf courses, mobile home parks, marinas, homeless shelters and drug rehabilitation centers, religious facilities including schools and churches, cemeteries and the valuation of permanent sub-surface and temporary workspace easements.

While at Integra Realty Resources, Mr. McKeever appraised 100+ properties located in various redevelopment areas as well as multiple commercial, industrial, and residential zones across numerous municipalities in Northern N.J.; the intended use of these reports was/is to assist a premier natural gas infrastructure company in acquiring permanent sub-surface and temporary workspace easements for a proposed pipeline expansion.

In October 2012, Mr. McKeever was presented with an Integra Realty Resources Excellence Award for appraisal work associated with the acquisition of various permanent sub-surface and temporary workspace easements for a proposed pipeline expansion in the Northeast Region.

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Russell V. McKeever

Experience (Cont'd)

As of 2015, Mr. McKeever is a Candidate to become a designated member of the Appraisal Institute. Mr. McKeever received a B.S. in Economics and an M.B.A. with a concentration in Real Estate from the University of Monmouth in West Long Branch, NJ.

Professional Activities & Affiliations

Appraisal Institute, Associate Member

Licenses

New Jersey, NJ Certified General Real Estate Appraiser, 42RG00216800, Expires December 2017
New York, NY Certified General Real Estate Appraiser, 46000050644, Expires April 2017

Education

Completed Real Estate Appraisal Courses sponsored by the Appraisal Institute:

Appraisal Principles (Waived)
Appraisal Procedures (Southern N.J. Chapter – Runnemede, N.J.)
15-Hour USPAP (Metro N.J. Chapter – New Brunswick, N.J.)
Basic Income Capitalization (Greensboro N.C. Chapter – Greensboro, N.C.)
General Applications (Baltimore Chapter – Johns Hopkins Center, M.D.)
Advanced Income Capitalization (Greensboro N.C. Chapter – Greensboro, N.C.)
Advanced Sales Comparison & Cost Approaches (Chicago Chapter – Chicago, IL)

Undergraduate Studies:

Monmouth University, West Long Branch, New Jersey 07764
Degree: Bachelor of Science (B.S.) in Economics
Graduation Date: July of 2000

Graduate Studies:

Monmouth University, West Long Branch, New Jersey 07764
Degree: Master of Business Administration (M.B.A.)
Graduation Date: August of 2004

Post-Graduate Studies:

Monmouth University Real Estate Institute, West Long Branch, New Jersey 07764
Degree: Executive Real Estate Certificate – Courses included 1) Real Estate Development, 2) Real Estate Valuation, 3) Real Estate Law, 4) Lease Analysis and 5) Real Estate Finance.
Completion Date: May of 2005

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