

# IRR Denver Office Profile

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# Overview of Expertise

Integra Realty Resources—Denver provides valuation and consulting services for commercial real estate with special emphasis on investment grade real estate. We serve pension fund advisors, major national and regional banks, DUS and HUD MAP mortgages bankers, investment advisory firms, Fortune 500 companies, private clients, developers, lenders, investors, governmental agencies, and other professionals concerned with the value and feasibility of real property. Over the past 50 years of serving the Greater Denver 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 high rise condominium developments.

## Principal Markets Served

### Front Range Counties

Denver  
Arapahoe  
Adams  
Broomfield  
Boulder  
Jefferson  
Douglas  
Weld  
El Paso  
Larimer  
Pueblo

### Wider Colorado and Surrounding State Counties

Clear Creek  
Summit  
Eagle  
Garfield  
Mesa  
Pitkin  
Laramie (WY)  
Albany (WY)

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# Key Personnel

## Senior Management

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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, asset performance including peer to peer studies
- Real estate consulting on complex real estate matters

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# Office Assignments



## Carrara Place

A Class B office property containing 234,317 SF, 6 tenants, parking garage, constructed in 1982, located in Englewood, CO. Valuation for the mortgage lender.



## PacifiCare Building

A Class A office property containing 217,674 SF, 20 tenants, surface and garage parking, constructed in 1983, located in Greenwood Village, CO. Valuation for the mortgage lender.



## Xcel Energy Building

A Class A office property containing 604,993 SF, 5 tenants, parking garage, constructed in 2010, located in Denver, CO. Valuation for the mortgage lender.



## Bank One Building

A Class B office property containing 122,055 SF, 39 tenants, surface parking, constructed in 1983, located in Denver, CO. Valuation for the mortgage lender.



## Palazzo Verdi

A Class A office property containing 321,181 SF, 11 tenants, four-level parking garage, constructed in 2008, located in Greenwood Village, CO. Valuation for estate tax purposes.



## Fiddler's Green I & II

A Class A office property containing 436,472 SF, 14 tenants, covered and surface parking, constructed in 1998, located in Greenwood Village, CO. Valuation for estate tax purposes.

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# Retail Assignments

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## Bear Valley Shopping Center

A Class C retail property containing 341,189 SF, 33 tenants, surface parking, constructed in 1994, located in Denver, CO. Valuation for Trust Company financial reporting.



## Broadmoor Towne Center North

A Class C retail property containing 143,797 SF, 13 tenants, surface parking, constructed in 2004, located in Colorado Springs, CO. Valuation for the mortgage lender.



## Citadel Crossing

A Class C retail property containing 357,046 SF, 29 tenants, surface parking, constructed in 1989, located in Colorado Springs, CO. Valuation for the mortgage lender.



## First and Main Town Center

A Class B retail property containing 429,741 SF, 27 tenants, surface parking, constructed between 2000-2008, located in Colorado Springs, CO. Valuation for the mortgage lender.



## Marketplace at Northglenn

A Class C retail property containing 439,273 SF, 44 tenants, surface parking, constructed between 1999-2001, located in Northglenn, CO. Valuation for the mortgage lender.



## Woodlawn Shopping Center

A Class C retail property containing 94,219 SF, 29 tenants, surface parking, originally constructed in 1956, located in Littleton, CO. Valuation for the mortgage lender.



# Multifamily Assignments



## Alexan City Center

An apartment garden property containing 526,669 SF, garage parking, built in 2001, located in Englewood, CO. Valuation for financial reporting purposes.



## AMLI at Inverness

A Class A multifamily property containing 447,621 SF, garage parking, constructed in 2009, located in Englewood, CO. Valuation for the mortgage lender.



## 2101 Market Lofts

A Class A multifamily/retail property containing 410,414 SF, 226 units, garage parking, constructed in 2009, located in Denver, CO. Valuation for financial reporting purposes.



## Riverton on the Platte

A Class A multifamily property containing 387,040 SF, 316 units, surface & garage parking, constructed in 2009, located in Sheridan, CO. Valuation for the mortgage lender.



## The Acoma

A Class A multifamily property containing 553,566 SF, 223 units, garage parking, constructed in 2009, located in Denver, CO. Valuation for the mortgage lender.



## Windrock Apartments

A Class A multifamily property containing 383,860 SF, 308 units, surface parking, constructed in 2002, located in Parker, CO. Valuation for financial reporting purposes.

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# Industrial Assignments

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## 325 Interlocken Parkway

A Class C industrial property containing 44,796 SF, surface parking, constructed in 1985, located in Broomfield, CO. Valuation for the mortgage lender.



## ABC Warehouse

A Class C industrial property containing 200,000 SF, 2 tenants, surface parking, constructed in 1985, located in Aurora, CO. Valuation for the mortgage lender.



## Anheuser Busch Distribution Facility

A Class C industrial property containing 167,146 SF, surface parking, constructed in 1983, located in Denver, CO. Valuation for the mortgage lender.



## Denver Newspaper Production Plant

A Class A industrial property containing 330,190 SF, surface parking, constructed in 1981, located in Denver, CO. Valuation for the mortgage lender.



## Prologis Park 70 Building 2

A Class A industrial property containing 283,666 SF, surface parking, constructed in 2005, located in Aurora, CO. Valuation for financial reporting purposes.





# Land Assignments



## Green Lake Property

A 134 acre land property, located near Georgetown, CO.



## Turnberry Ranch

A 394 acre land property, located in Carbondale, CO. Valuation for the mortgage lender.



## Mountain Village Telluride

A 4.5 acre land property, located near Telluride, CO. Valuation for the mortgage lender.



## Ridgegate

A 26.56 acre land property, located in Lone Tree, CO. Valuation for eminent domain purposes.



## Central City Vacant Land

A 3.46 acre land property, located in Central City, CO. Valuation for the mortgage lender.



## Wildhorse Meadows

A 17.19 acre land property, located in Steamboat Springs, CO. Valuation for the mortgage lender.

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# Areas of Specialization

Regional Malls and Specialty Retail  
Medical Office Buildings  
Lodging/Hospitality  
Self-Storage  
LIHTC / HUD / Section 8  
Special Purpose  
Federal Office Buildings  
Litigation  
Market Studies

- 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
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# Regional Malls and Specialty Retail



## Aventura Mall

A Class A retail property containing 2,077,625 SF, 257 tenants, surface and garage parking, constructed in 1983, located in Aventura, FL. Valuation for the mortgage lender.



## Fashion Centre at Pentagon City

A Class A retail property containing 2,058,228 SF, 155 tenants, six-level parking garage, constructed in 1989, located in Arlington, VA. Valuation for the mortgage lender.



## Merced Mall

A Class C retail property containing 346,315 SF, 67 tenants, surface parking, constructed in 1969, located in Merced, CA. Valuation for the mortgage lender.



## Houston Galleria Mall

A Class C retail property containing 1,581,476 SF, 285 tenants, surface and garage parking, constructed in 1970, located in Houston, TX. Valuation for litigation purposes.



## Hemet Valley Mall

A Class C retail property containing 252,870 SF, 37 tenants, surface parking, constructed in 1980, located in Hemet, CA. Valuation for gifting purposes.



## Emerald Square Mall

A Class A retail property containing 1,022,902 SF, 146 tenants, constructed in 1989, located in North Attleborough, MA. Valuation for the mortgage lender.

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# Regional Malls and Specialty Retail



## Apple Blossom Mall

A Class C retail property containing 439,182 SF, 64 tenants, constructed in 1982, located in Winchester, VA. Valuation for the mortgage lender.



## Auburn Mall

A Class C retail property containing 587,990 SF, 63 tenants, constructed in 1971, located in Auburn, MA. Valuation for the mortgage lender.



## Northshore Mall

A Class C retail property containing 1,115,716 SF, 142 tenants, constructed in 1958, located in Peabody, MA. Valuation for the mortgage lender.

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# Medical Office Buildings

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## 80 Garden Center

A Class C medical office property containing 30,558 SF, 13 tenants, surface parking, constructed in 1960, located in Broomfield, CO. Valuation for the mortgage lender.



## VA Outpatient Clinic

A proposed Class A medical office property containing 42,904 SF, located in Golden, CO. Valuation for leasing purposes.



## 8500 W. Colfax

A Class C medical office property containing 9,000 SF, constructed in 1954, located in Lakewood, CO. Valuation for the mortgage lender.



## 15501 E. 13th

A Class D medical office property containing 2,623 SF, constructed in 1958, located in Aurora, CO. Valuation for the mortgage lender.



## 3292 Peoria Street

A Class C medical office property containing 33,866 SF, constructed in 2008, located in Aurora, CO. Valuation for the mortgage lender.



## 11005 Ralston

A Class C medical office property containing 17366 SF, constructed in 1973, located in Arvada, CO. Valuation for the mortgage lender.



# Lodging & Hospitality



## Comfort Inn

A Class D hospitality property containing 26,580 SF, constructed in 2003, located in Fort Morgan, CO. Valuation for the mortgage lender.



## Westway Motel

A Class C hospitality property containing 7,668 SF, constructed in 1947, located in Lakewood, CO. Valuation for the mortgage lender.



## Hampton Inn Cheyenne

A hospitality property containing 64 rooms, constructed in 2003, located in Cheyenne, WY. Valuation for the mortgage lender.



## Fairfield Inn

A hospitality property containing 80 rooms, constructed in 1960, located in Denver, CO. Valuation for the mortgage lender.



## Tivoli Lodge

A hospitality property containing 66 units, constructed in 2005, located in Vail, CO. Valuation for the mortgage lender.



## JBar CC Ranch Camp

A hospitality and recreational property containing 32 buildings on 389 acres of land, constructed in 1966, located in Elbert, CO. Valuation for the mortgage lender.

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# Self-Storage



## Advance Storage Thornton

A self-storage property containing 529 units on 2.02 acres of land, constructed in 2011, located in Thornton, CO. Valuation for the mortgage lender.



## United Stor-All

A self-storage property containing 635 units on a .36 acre site, constructed in 1925, located in Denver, CO. Valuation for the mortgage lender.



## 8495 N. Frontage

A self-storage property containing 714 units on a 3.29 acre site, constructed in 1984, located in Arvada, CO. Valuation for estate tax purposes.



## Green Valley Self-Storage

A self-storage property containing 518 units on a 5.10 acre site, constructed in 2008, located in Denver, CO. Valuation for the mortgage lender.



## Alameda & Buckley Self-Storage

A self-storage property containing 502 units on a 4.30 acre site, constructed in 2005, located in Aurora, CO. Valuation for the mortgage lender.



## Extra Space Self-Storage

A self-storage property containing 522 units on a 1.63 acre site, constructed in 2008, located in Denver, CO. Valuation for the mortgage lender.

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# LIHTC / HUD / Section 8



## Aria Townhome Apartments

A proposed multifamily property containing 80,530 SF, 72 units, to be constructed in 2013, located in Denver, CO. Valuation for the mortgage lender.



## LoHi City View Apartments

A proposed multifamily property containing 71,631 SF, 100 units, to be constructed in 2012-2013, located in Denver, CO. Valuation for the mortgage lender for HUD 221(d)4 underwriting.



## Lake Wood Ranch

A multifamily property containing 65,216 SF, 80 units, constructed in 1996, located in Coeur d'Alene, ID. Valuation for the mortgage lender for HUD 223(f) underwriting.



## Sunset Towers

A multifamily property containing 90,804 SF, 100 units, constructed in 1980, located in Denver, CO. Valuation for the mortgage lender.



## Evans Station Lofts

A proposed multifamily property containing 55,650 SF, 50 units, to be constructed in 2012-2013, located in Denver, CO. Valuation for the mortgage lender.



## Hampton Village Apartments

An existing Section 8/LIHTC multifamily property containing 126,460 SF, 120 units, constructed in 1970, located in Colorado Springs, CO. Valuation for the mortgage lender for HUD 223(f) underwriting.

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# Special Purpose



## 37900 Cessna Way B

An airplane hangar containing 10,000 SF, constructed in 2006, located in Watkins, CO. Valuation for the mortgage lender.



## Two Roads Charter School

An educational facility containing 72,088 SF on a 15.41 acre site, located in Arvada, CO. Valuation for the mortgage lender.



## John Paul II Center

A religious teaching and administration campus containing 13 buildings (298,729 SF) on a 36.55 acre site. First constructed in 1908, located in Denver, CO. Valuation for the mortgage lender.



## JVB Aviation

A mixed use hangar/storage building with 35,282 SF on a 1.76 acre site, located in Englewood, CO. Valuation for the mortgage lender.



## Rocky Mountain College

A university property containing 133,380 SF in 20 buildings on a 22.52 acre site, located in Lakewood, CO. Valuation for the mortgage lender.



## Silver Lining Ranch

A ranch property containing 17,820 SF on a 6.45 acre site, located in Aspen, CO. Valuation for the mortgage lender.

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# Federal Buildings



## Cesar E Chavez Memorial Building

A Class B office property containing 179,378 SF, 100% owner occupied, six-level parking garage, constructed in 1984, located in Denver, CO. Valuation for the federal government.



## Alfred A Arraj Courthouse

A Class A office property containing 326,686 SF, 100% owner occupied, below grade parking, constructed in 2002, located in Denver, CO. Valuation for the federal government.



## Joseph C O'Mahoney Federal Building

A Class A office property containing 178,811 SF, 18 tenants, below grade and surface parking, constructed in 1964, located in Cheyenne, WY. Valuation for the federal government.



## EPA Region 8 Headquarters

A Class A office property containing 418,011 SF, 4 tenants, below grade parking, constructed in 2006, located in Denver, CO. Valuation for the mortgage lender.



## Byron G. Rogers Building

A Class A office property containing 494,009 SF, constructed in 1965, located in Denver, CO. Valuation for the federal government.



## DEA Office Building

A Class A office property containing 93,359 SF, surface parking, constructed in 2009, located in Centennial, CO. Valuation for the mortgage lender.

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# Litigation



## RTD Millennium Bridge Parcel

A land parcel containing .956 acres, of which 855 SF was taken in fee for purposes of a pedestrian walkway. Located in Denver, CO. Valuation for eminent domain purposes.



## Traer Creek

A Class C retail and office property containing 44,813 SF, 12 tenants, two-story parking structure, constructed in 2006, located in Avon, CO. Valuation for tax assessment purposes.



## 700 Broadway

A Class B office property containing 485,552 SF, 7 tenants, underground parking, constructed in 1974, located in Denver, CO. Valuation for tax assessment purposes.



## Gibson Properties

A Class C retail property containing 68,400 SF, 3 tenants, surface parking, constructed in 1969, located in Greeley, CO. Valuation for the mortgage lender.



## Denver Union Station

A collection of mixed-use properties and land parcels containing 6.37 acres of land, located in Denver, CO. Valuation for eminent domain purposes.



## Mission Pointe

A Class D retail property containing 29,448 SF, 10 tenants, surface parking, constructed in 1985, located in Colorado Springs, CO. Valuation for the mortgage lender.

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# Market Studies

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## Birchwood Senior Apartments

A proposed multifamily property containing 103,016 SF, 88 units, underground parking, located in Denver, CO. Market Study to determine market demand and feasibility.



## Dahlia Square Phase II

A proposed multifamily property containing 31,957 SF, 40 units, surface parking, located in Denver, CO. Market Study to determine market demand and feasibility.



## Osage Apartments

A proposed multifamily property containing 413,358 SF, 288 units, underground parking, located in Denver, CO. Market Study to determine market demand and feasibility.



## 2785 Speer Boulevard

A proposed multifamily property containing 412,843 SF, 332 units, ground floor retail space, underground parking, located in Denver, CO. Market Study to determine market demand and feasibility.



## Outlook Ridge Apartments

A proposed multifamily property containing 96,999 SF, 92 units, attached parking garages, located in Pueblo, CO. Market Study to determine market demand and feasibility.



## 2100 S. University

A proposed multifamily property containing 433,037 SF, 213 units, ground floor retail space, below grade parking, located in Denver, CO. Market Study to determine market demand and feasibility.



# Client List

## Financial Institutions and Lenders

1st Bank  
American National Bank  
Bank of America  
Brookfield Properties  
Citibank, N.A.  
Colorado Business Bank  
Denver Public Schools Credit Union  
Denver Public Schools Pension and Investment  
Denver Technological Center  
East West Partners  
Essex Financial Group  
Fairfield Holdings  
Fire & Police Pension Association  
Foundation Properties  
Freemont Investment and Loan  
Gates Corporation  
GE Capital  
Guaranty Bank & Trust Company  
Harris Trust and Savings  
ING Investment Management  
Inverness Properties Inc.  
J. F. Shea Company  
Johnson Capital Group  
Jones Lang LaSalle  
KeyBank  
LaSalle Investment Management  
Lehman Brothers  
LMC Properties (Lockheed Martin)  
Love Funding  
The Macerich Company  
MDC Holdings, Inc.

NorthMarq Capital Inc.  
Otten Johnson Robinson Neff & Ragonetti, P.C.  
Pacifica Holding Company  
PM Realty Advisors  
PNC Bank  
Principal Capital Management  
Prudential  
RedStone Agency Lending  
Sherman & Howard L.L.C.  
Sun Life Assurance Company of Canada  
Terrix Financial  
US Bank, RETECHS  
Wells Fargo RETECHS

## Investment Banks/Pension Fund Advisors/ REITS

CalSters  
Grosvenor  
JP Morgan Capital  
MetLife Real Estate Investment  
Morgan Stanley  
NewTower Trust Company  
Prudential Global Asset Management  
Taubman and Company  
Teachers Insurance & Annuity Assoc.  
Townsend Group  
Urdang & Associates Real Estate

## Government & Corporations

City and County of Denver  
City of Golden  
Federal Deposit Insurance Corporation  
General Services Administration  
State of Colorado  
Colorado Housing & Finance Authority

Colorado State Division of Taxation  
Regional Transportation District

## Developers & Investors

AIMCO  
Brooks Callahan  
The Burgwyn Company, LLC  
DePaul Realty  
GMH Capital Partners  
KIMCO  
Klein Company  
Communities  
Morgan Properties  
Oakwood Homes  
Simon Property Group  
Trammell Crow

## Special Servicer

Berkadia Commercial Mortgage, LLC  
Centerline Servicing (C-111 Asset Management)  
Helios AMC  
ING Clarion Partners  
LNR Partners  
Midland Loan Services

## Law Firms

Berenbaum, Weinshienk, & Eason, PC  
Bryan Cave LLP  
The Feldman Law Firm LLP

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## Developers & Investors

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# Key Personnel Qualifications

## Brad Weiman, MAI, FRICS

Mr. Weiman has over 30 years of expertise in valuation and counseling of all major types of real estate including commercial, industrial, office, multifamily, mixed-use, and special-purpose properties, with a particular expertise in the valuation of super regional malls.

Specialized experience includes ad valorem tax valuation, mineral interest, business related real estate and conservation easements. Mr. Weiman has testified before the Colorado State Board of Assessment Appeals, Federal Court in Kansas City, Missouri and Jefferson County District Court. He also provides litigation support for condemnation, foreclosure, bankruptcy, and business disputes.

Mr. Weiman has national retail experience and has appraised retail properties in the following states: Maryland, New Jersey, New York, Ohio, Kentucky, Indiana, Illinois, Minnesota, Missouri, Louisiana, Texas, Tennessee, Oklahoma, Nebraska, Wyoming, Montana, and Colorado. In addition, Mr. Weiman has appraised office buildings on a regional basis in the following states: Colorado, Utah, New Mexico, Kansas, Texas, Minnesota and Missouri. Other unique appraisal assignments include large mixed-use complexes, corporate headquarters, health care facilities, and truck maintenance facilities.

Mr. Weiman received a Bachelor of Business Administration degree from the University of Denver in 1982 where he majored in Real Estate and Construction Management. He has completed numerous real estate related courses and seminars sponsored by the Appraisal Institute, the American Institute of Real Estate Appraisers, accredited universities and others. He is currently certified by the Appraisal Institute's voluntary program of continuing education for its designated members.

Mr. Weiman currently holds temporary Real Estate Appraisal Licenses with the states of Colorado, California, Florida, Wyoming, Missouri, Oklahoma, Pennsylvania, and North Dakota.

## Christian Goodwin

Mr. Goodwin has over 10 years of expertise in valuation and counseling of all major types of real estate including commercial, industrial, office, multifamily, mixed-use, and special-purpose properties, with a particular expertise in the valuation of investment grade real property.

Mr. Goodwin's experience with appraisal also includes valuations nationwide of regional and super-regional malls and residential land tracts. Outside of valuation and appraisal, Mr. Goodwin also has experience with portfolio management, loan underwriting and investment analyses.

As an expert in computer applications to real estate valuations, Mr. Goodwin is an adjunct professor at the University of Denver where he teaches software assisted discounted cash flow analysis.

Mr. Goodwin received a Bachelor of Science degree from the SUNY Albany in 1997.

Mr. Goodwin currently holds temporary Real Estate Appraisal Licenses with the states of Colorado, California, North Carolina, and Pennsylvania.

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# Key Personnel Qualifications

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## Tim Baltakis, MAI

Mr. Baltakis has over 26 years of expertise in valuation of all major types of real estate including traditional income-producing property such as apartments, condominiums, shopping centers, office buildings, industrial and warehouse facilities, hotels, senior housing, as well as special purpose, HUD oriented multi-family properties and market studies for both market and affordable (LIHTC, Section 8) multi-family complexes. Emphasis has been directed within the Rocky Mountain Region, including Colorado, Nebraska, Missouri, Utah, Arizona, Oklahoma, New Mexico, Nevada, and Wyoming.

As a Fee Appraiser, Mr. Baltakis personally and jointly prepared for individuals, corporations, financial institutions, pension funds, and other real estate-oriented investors, appraisal reports and market and feasibility studies concerning properties throughout the United States. In conjunction with appraisals, Mr. Baltakis has been qualified as an Expert Witness in the States of Colorado and Utah.

Mr. Baltakis received a Bachelor of Business Administration degree from the University of Florida in 1980 where he studied Real Estate and Finance. He has successfully completed numerous real estate related courses and seminars sponsored by the Appraisal Institute, the American Institute of Real Estate Appraisers, accredited universities and others. He is currently certified by the Appraisal Institute's voluntary program of continuing education for its designated members.

Mr. Baltakis received the MAI designation in 1989. He currently holds a temporary Real Estate Appraisal License with the states of Wyoming, Montana, South Dakota, Idaho, and Arizona.

## Laurel Barsa, MAI

Ms. Barsa has over 10 years of expertise in valuation and counseling of all major types of real estate including the appraisal of multi-family residential, commercial land, office buildings, industrial and warehouse facilities, shopping centers, self storage properties and mixed-use properties, and is proficient in computer applications to real estate valuations, including discounted cash flow analysis. She has significant experience with HUD and LIHTC market studies and appraisals.

Ms. Barsa has appraised properties in the following states: Colorado, Georgia, North Dakota, South Dakota, Wyoming, Nevada, Montana, New Mexico, Idaho, and Texas. Other unique appraisal assignments include large mixed-use complexes, airplane hangars, educational campuses, fractured condominium interests, mobile home parks, student housing, health care facilities and special use industrial properties.

Ms. Barsa is MAP certified by the Department of Housing and Urban Development, and has completed numerous appraisals of proposed and existing multifamily and mixed use properties for both market rate and affordable housing. She is experienced in the preparation of market studies, rent comparability studies, and feasibility analyses for LIHTC and Section 8 properties.

Ms. Barsa received a Bachelor of Arts degree from Florida State University in 1993 where she studied International Affairs. She has completed numerous real estate related courses and seminars sponsored by the Appraisal Institute, accredited universities and others. She is currently certified by the Appraisal Institute's voluntary program of continuing education for its designated members. She is active in the Denver chapter of CREW (Commercial Real Estate Women).

Ms. Barsa received the MAI designation in 2011. She currently holds permanent Real Estate Appraisal Licenses in Colorado, North Dakota and Wyoming, and has held temporary licenses in numerous other states.





# 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  
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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  
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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  
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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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