

IRR SYRACUSE Office Profile

Overview of Expertise
Key Personnel
Core Competencies
Client List
References
Key Personnel Qualifications
Corporate Profile
Competitive Advantage
Contact Us

Integra Realty Resources
Syracuse

120 E. Washington Street
Suite 525
Syracuse, NY 13202

T 315.422.5577
F 315.422.5295

wkimball@irr.com
irr.com/syracuse



Overview of Expertise

Integra Realty Resources—Syracuse provides valuation and consulting services for various types of real property with special emphasis on investment grade real estate. We serve 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.

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Principal Markets Served

New York Counties

Albany	Greene	Rensselaer
Allegany	Hamilton	St. Lawrence
Broome	Herkimer	Saratoga
Cattaraugus	Jefferson	Schenectady
Cayuga	Lewis	Schoharie
Chautauqua	Livingstone	Schuyler
Chemung	Madison	Seneca
Chenango	Monroe	Steuben
Clinton	Montgomery	Tioga
Cortland	Niagara	Tomkins
Delaware	Oneida	Ulster
Dutchess	Onondaga	Warren
Erie	Ontario	Washington
Essex	Orange	Wyoming
Franklin	Orleans	Yates
Fulton	Oswego	
Genesee	Otsego	



Key Personnel

Senior Management

William J. Kimball, MAI, FRICS
Senior Managing Director
wkimball@irr.com

Directors

P. Richard Coughlin, MAI
rcoughlin@irr.com

Melanie Zapp
mzapp@irr.com

Associate Directors

William Keast
bkeast@irr.com

Isaac Mutha
imutha@irr.com

Richard Dannan
rdannan@irr.com

Andrew Carey
acarey@irr.com

Senior Analyst

Jacqueline Keast
jkeast@irr.com

Analysts

Christopher Byrne
cbyrne@irr.com

Amber Carey
ahcarey@irr.com

Office Manager

Gerallynn Derby
gderby@irr.com

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Core Competencies

Office
Retail
Multifamily
Industrial
Special Use

- 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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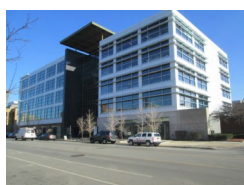
Rapid Response

Office building located in Syracuse, NY that was constructed in 1992 and expanded in 2017. Valuation for a regional bank.



LEED Office Building

Office building located in Amherst, NY with LEED Silver certification. Constructed in 2010. Valuation for a national bank.



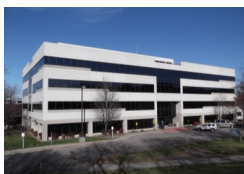
Buffalo Place

Multi-tenant office building containing 108,857 square feet. Located in the City of Buffalo. Valuation for a regional bank.



Amherst Office

An existing Class B, office building containing 141,015 SF, is located in suburban Amherst (Buffalo), NY. Built in 2001 and situated on 14.77 acres, this multi-tenanted office building was 87% occupied. Valuation for a major national bank.



Rochester Medical Office

An existing good quality, medical office building attached to a hospital that encompassed 106,000 SF, is located in suburban Greece (Rochester), NY. Built in 1986, this multi-tenanted office building was 93% occupied. Valuation for a major national bank.



The Galleries

The Galleries: Multi-tenant office in Syracuse, NY. Built in 1987 with 378,170 square feet and 96% occupancy. Valuation for a major regional bank.



Retail Assignments

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Fastrac



Single tenant gas station property located in Elbridge, NY. The property was constructed in 2016. Valuation for a regional bank.

Sky Armory



An existing 40,258 SF retail property constructed in 1865 and extensively renovated in 2014. Valuation for a major national bank.

Township 5



Multi-tenant mixed-use retail/office shopping center in Camillus, NY. Construction commenced in 2014 with 214,318 square feet plus a 163,165 square foot Costco on a ground lease. Valuation for a major regional bank.

Northtown Plaza



Multi-tenant shopping center anchored by Whole Foods in Amherst, NY. Construction commenced with Whole Foods in 2017. Center will have 306,231 square feet when complete. Valuation for a major national bank.

Courtney Commons



Multi-tenant shopping retail plaza in Perinton, NY. Built in 1994, with expansion in 2017, with 25,218 square feet and 83% occupancy. Valuation for a major national bank.

Hudson Valley Plaza



A multi-tenant power center located in Kingston, NY Built in 1995/2004 with 605,764 square feet and 99% occupancy. Valuation for a major national real estate fund.



Multifamily Assignments

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Collegetown Plaza

Mixed-use student housing / retail property with 228 beds and 6,377 SF of retail space located in Ithaca, NY. Valuation for a national bank.



The Hammocks at Canandaigua

Luxury multi-family property containing 200 units. Constructed between 2013 and 2016. Valuation for a national bank.



Multi-family Portfolio

Five property Upstate New York portfolio totaling 2,368 units. Good quality properties with strong occupancy. Valuation for private law firm.



Alpha Gamma Delta

A 10,000± square foot, purpose-built, 35-bed sorority house that opened circa 1928. Valuation for a national bank.



The Club Apartments

Built in 1926 as the Fraternal Order of Eagles club building and later sold to the Boys and Girls Club, this 18,910 square foot building was converted to a 16-unit apartment building built in 2017. Valuation for a national bank.



SU Student Housing Portfolio

Five property student housing portfolio in Syracuse, NY with 448 beds. Good quality student housing properties with strong occupancy. Valuation for major national bank.



Industrial Assignments

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Huron Campus

An existing industrial campus containing 2,850,538 square feet of rentable area, with approximately 29 buildings. Formerly the IBM Endicott facility, improvements contain a mix of office and industrial space, were constructed between 1950 and 1987 and are 76% occupied. The site area is 129.55 acres on 39 parcels. Valuation for a major national bank.



JADAK Technologies

Single tenant office/industrial building located in Syracuse, NY. Built in 2008. Valuation for a major national bank.



Teti Bakery

Multi-tenant industrial in Volney, NY with 204,169 square feet and 82% occupancy. Valuation for a major national bank.



Horseheads Sand & Transloading

Existing, multi-building 1,916,196 SF industrial property. Formerly known as the Holding Point, it was built and used during World War II. The improvements were constructed between 1930 and 2013. Valuation for a major national bank.



Maines Headquarters

Owner occupied headquarters facility with cold storage warehouse. Built in 1997/2005 with 404,847 square feet. Located in Binghamton, NY. Valuation for a major national bank.



Pepsi Bottling

Existing industrial in Syracuse, NY with 126,175 square feet and 100% occupancy. Built in 1960; new renovation in 2018. Valuation for a major national bank.



Special Use Assignments

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Anthony's Nose



Anthony's Nose is a 189-acre, vacant land parcel located in the Town of Putnam, Washington County, New York State with 3,550 frontage feet on the eastern shore of Lake George. Valuation for government entity.

Tru Hotel



Proposed Hilton branded Tru Hotel with 92 rooms. Located in Camillus, NY. To be built in 2018. Valuation for a major regional bank.

Byrncliff Resort & Conference Center



Existing 18-hole public golf and country club including motel rooms and a small lodge on 365 acres. Constructed in 1967 and 1971 and are owner occupied. Valuation for a major national bank.

Horse Island



Historic lighthouse property and attached house situated on Horse Island in the scenic and historic Sacketts Harbor was acquired recently by a Civil War preservation trust. Property is accessible by boat only. Valuation for NYS conservation entity.

Center Armory Garage



Existing underground parking garage containing 33,000 square feet and 110 designated parking spaces. Constructed in 1992 and 100% leased. Valuation for local government entity.

Sycamore Hills Gardens



Palatial estate home in Marcellus built in 1820 on 88 acres, featuring extensive gardens and grounds, ponds, mazes, solarium, and stone castle. A local tourist attraction that has hosted various botanical and environmental groups and festive social gatherings, fund raisers etc. Valuation for a major national bank.



Areas of Specialization

Medical Office Buildings
Student Housing
Going Concern
Senior Housing
Churches or Houses of Worship
Shopping Centers

- 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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Financial Institutions and Lenders

Adirondack Bank	Farm Credit East	PNC Bank
AEGON, USA	Fidelity Bank	Premier Comm. Lenders
American Metro Bank	Fifth Third Bank	Provident Bank
Atlantic Stewardship Bank	First State Bank	RCB Capital Markets
Bank of America	First Priority Bank	Red Capital Mortgage
Bank of Castile	Glens Falls Nat'l Bank	Riverstreet Real Estate Group
Bank of New Jersey	Huntington Bank	S&T Bank
Bank of the West	Intrust Bank	Sabadell United Bank, N.A.
Basis Investment Group	IXIS Real Estate Cap	Salisbury Bank and Trust Co.
BB&T	JP Morgan Chase	Santander Bank
Beacon Federal	Key Bank	Solvay Bank
Berkshire Bank	LaSalle Bank N.A.	StanCorp Mortgage Investors
Blackburne & Sons Realty	Live Oak Bank	Susquehanna Bank
BNY Mellon	Luxottica Retail	Tomkins Trust
Boston Private Bank & Trust	Lyons National Bank	Tupper Lake Nat'l Bank
Broadstone Real Estate	M & T Bank	TD Bank
Capital One Bank	M & T Realty Capital Corporation	USPS
Capital Source Bank	Morgan & Stanley	UBS Securities
Centerline	NATIXIS Real Estate Capital	United Bank
CitiBank	New York Community Bancorp	US Bank
Citizen's Financial Group	New Dominion Bank	Vendor Alliance Capital, Inc.
Citizen's National Bank	NBT Bank	Wachovia Corp.
City National Bank	NCB Financial Group	Washington Mutual
Columbia Bank	Northwest Savings Bank	Webster Bank
Community Trust Bank	Old National Bank	Wells Fargo
Conifer Realty	ONB Bank & Trust	Westfield Bank
Deutsche Bank	ORIX	
Dime Bank	Pacific Western Bank	
Dollar Bank	Pathfinder Bank	
Empower Federal Credit Union	PCV/Murcor	
Enterprise Community Trust	People's United Bank	
Equity Bank	Pinecrest National Funding	
EverBank		

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Government & Organizations

Church Development
City of Syracuse
Dormitory Authority of State of New York
Federal Aviation Administration
General Services Administration (GSA)
Hillside Family of Agencies
NYS Canal Corporation
NYS Department of Conservation
NYS Thruway
NYS Office of General Services
Onondaga Community College
State of New York
SUNY ESF
Syracuse Academy of Science Charter School
Town of Dewitt
USDA
Village of Manlius
Village of Minoa

Law Firms

Alderman & Alderman
Aronauer, Re & Yudell, LLP
Bernstein Shur Law Firm
Davies Law Firm
Dorsey & Whitney, LLP
Huff, Wilkes, LLP
Maloney, Danyi & Tranter, LP

Corporations

Bunzl Distribution USA
Carbone Auto Group
Daimler Trucks N.A.
DCH Investments
Di Electric Labs Inc.
Index Management Services, LLC
PetSmart, Inc.
Wal-Mart Realty

Developers

Compson Development
COR Development
CURV Development
Emmi Commerce Park Development Co.
Housing Visions
LNR Partners, LLC
Vineland Construction
Washington Street Partners

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Key Personnel Qualifications

William J. Kimball, MAI, FRICS

Mr. Kimball has been actively engaged in real estate valuation and consulting since the early 1980's. He spent the first four years of his career with Miller and Kafes Associates, working throughout the country, until the firm disbanded. The subsequent five years were spent in real estate banking working for Chase Manhattan Bank and the Industrial bank of Japan. In 1991, Mr. Kimball established Kimball Appraisal Group, Inc., which serviced the Central New York market as well as Northern Pennsylvania. In 2005 Mr. Kimball joined Integra Realty Resources, and established Integra Realty Resources-Syracuse, where he is the Senior Managing Director.

Mr. Kimball has a broad range of experience in valuation and analysis of all types of real estate including commercial, industrial, office, multi-family, mixed-use, and special-purpose properties. He has developed a particular expertise in the valuation of investment grade real property. He has also been engaged by domestic and offshore investment partnerships to conduct marketability, feasibility, and various valuation consultation assignments.

Mr. Kimball received a Bachelor of Science degree in Business Management from The University of Connecticut in 1983. He has also given lectures at New York University's Real Estate Institute. He has authored articles in such publications as The Appraisal Journal, Power Center-Urban Land Institute and The Appraisal Institute.

Mr. Kimball received the MAI designation in 1989. He is a Certified General Real Estate Appraiser in the states of New York.

Additional Professional Staffing

IRR Syracuse's professional staff also includes the following:

P. Richard Coughlin, MAI, Director, BS, St. John Fisher College
Melanie Zapp, Director, BS, State University of New York at Oswego
Isaac Mutha, Associate Director, Pierrepont School, Surrey, UK
William Keast, Associate Director, BA, LeMoyne College
Richard Dannan, Associate Director, BBA, St. John Fisher College
Andrew Carey, Associate Director, BA, LeMoyne College
Jacqueline Keast, Senior Analyst, BA, LeMoyne College
Christopher Burn, Analyst, St. Mary's College, Onondaga Community College
Amber Carey, Analyst, MS, Amberton University, BA, North Carolina at Charlotte

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Corporate Profile

IRR provides world-class CRE valuation and counseling services. We are the largest independent commercial real estate market research, appraisal, and consulting firm in the U.S. Covering over 60 markets, our 650+ staff includes 195 MAI-designated professionals – more than ANY other firm.

IRR 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.

IRR covers Office, Multi-Family, Retail, Industrial, Lodging and other specialties - including Seniors Housing and Health Care, Self-Storage, HUD MAP, Agricultural, Cell Towers, Gaming, Golf Courses, Marinas, Malls, Student Housing, and more.

IRR serves many of the Nation's largest and most prestigious financial institutions, developers, corporations, law firms, and government agencies.

Visit IRR.com to find an IRR CRE expert in your local market.

Corporate Office

2000 South Colorado Boulevard, Suite 10800, Denver, CO 80222
Telephone: (212) 255-7858; Fax: (646) 424-1869; E-mail info@irr.com
Website: www.irr.com

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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 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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Integra Realty Resources Corporate Headquarters

Integra Realty Resources, Inc.
2000 South Colorado Boulevard
Suite 10800
Denver, CO 80222

T 212.255.7858
F 646.424.1869

info@irr.com
www.irr.com

Antoine Charvet
Corporate Communications Director
acharvet@irr.com

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