

Office Profile

IRR Orlando

IRR Miami/Palm Beach

IRR Southwest Florida

Overview of Expertise
Key Personnel
Core Competencies & Areas of Specialization
Representative Assignments
Client List
Key Personnel Qualifications



Integra Realty Resources
Orlando

The Magnolia Building
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Integra Realty Resources
Miami | Palm Beach

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Overview of Expertise

Integra Realty Resources (IRR) specializes in appraisal, advisory and consulting services including market/marketability studies, feasibility studies, due diligence, and valuation analyses of all types of real estate and various types of businesses in connection with acquisition, financing, disposition, dispute resolution and litigation matters.

IRR provides valuation and consulting services for various types of real property with an emphasis on investment grade real estate. We provide consulting, evaluation, valuation, feasibility and market study services for commercial, industrial, apartment and vacant land properties. We serve major national and regional banks, pension fund advisors, DUS and HUD MAP mortgage 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.

In conjunction with their commonly-owned offices in Miami/Palm Beach, Orlando, and Naples/Sarasota and IRR affiliates in Jacksonville and Tampa, IRR can provide comprehensive real estate advisory services throughout the State of Florida and the United States.

Principal Markets Served

Miami/Palm Beach

Broward
Hardy
Highlands
Indian River
Martin
Miami-Dade
Monroe (FL Keys)
Okeechobee
Palm Beach
St. Lucie

Orlando

Alachua
Brevard
Duval
Flagler
Lake
Marion
Orange
Osceola
Polk
Seminole
Sumter
Volusia

Naples/Sarasota

Charlotte
Collier
Desoto
Glades
Hardee
Hendry
Lee
Manatee
Sarasota

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Key Personnel

Senior Management

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Key Personnel

Administrative Team

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Ellie Antunez - Miami
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Core Competencies

Office
Retail
Multifamily
Industrial
Land
Residential Subdivisions
Lodging & Hospitality
Special Purpose

- Valuation for real estate lending, asset acquisition and disposition
- Market and feasibility studies
- Litigation and qualified expert testimony in all litigation and dispute resolution venues
- Comprehensive research coverage of the major asset classes (office, retail, industrial and multifamily)
- Valuation for institutional asset monitoring, SEC compliance, and corporate accounting
- Real estate consulting on complex real estate matters
- Residential valuation for subdivisions and mid and high-rise projects
- Expertise in special-purpose property valuation and real property interests (leasehold and other partial interests)
- Extensive experience in management of large portfolios of specialized commercial properties
- Real estate consulting on complex real estate matters
- Residential valuation, due diligence and feasibility studies for subdivisions and mid and high-rise projects
- Residential valuation inclusive of all facets of residential valuation from condominium to large estates

The IRR-Miami/Palm Beach, Orlando and Southwest Florida offices have a separate corporate portfolio profile demonstrating litigation projects, disclosing trial matters served by our experts. Please request a copy of our 'Litigation Profile' if needed from eantunez@irr.com.

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Areas of Specialization

Subdivisions
Gas/Service Stations/C-Stores
Retail Shopping Centers
Office Buildings/Condominiums
Multi-Family/Apartments
Land Commercial/Retail
Industrial Manufacturing/Warehouse
Funeral Homes/Mortuary
Golf Course/Country Club
Lodging & Hospitality
Religious Facility/Church
Self Storage
Marinas
School/University
Fitness Center/Sports Club
Car Dealership
Net Leased Properties
Manufactured Housing
Car Wash
Malls/Regional/Local Retail
Tavern/Bar/Micro-Brewery
Truck Stop/Transit Facility
Tank Farm/Petroleum Storage
Restaurant: Sit down/limited/fast food
Airport & F.B.O.'s
Affordable Housing & LIHTC and HUD Map Lending
Billboard & Outdoor Advertising
Casinos/Gaming

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Representative Portfolio Assignments



DRA Portfolio

Valuation of a 39 property, multi-state (FL, NC, TN, TX) portfolio of Class A Suburban Office Buildings totaling nearly 5.5± million s.f. Valuation on behalf of a special servicer.



SBA of Florida

Valuation of a 7 property, Class A Industrial portfolio comprising over 1.5± million s.f. Valuation completed on behalf of a national management firm for asset management tracking.



Weston Business Center

Valuation of the Class A industrial portfolio comprising nearly 700,000± s.f. in 4 buildings. Assignment completed on behalf of a pension fund including annual updates for mark-to-market valuations.



Flagler Station

Valuation of a multi-property portfolio of Class A industrial buildings totaling nearly 1 million s.f. Valuation completed on behalf of a large US-based lender.



Medley West, Miami

Appraisal of a multi-building, 9 property portfolio of assets comprising over 700,000 s.f. of Class A/B industrial space within the Miami Airport Industrial Market. Valuation for a domestic life company.



Beacon Portfolio, N. Miami-Dade County

Appraisal and purchase price allocation (PPA) analysis of a portfolio of office properties in North Miami-Dade for internal accounting purposes. Assets comprised of 6 office buildings with 800,000 s.f. and over 100 tenants. This was part of a larger 50-property IRR portfolio assignment.

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Representative Retail Assignments



Plaza Venezia, Orlando

A 200,913 s.f. Publix anchored, mixed-use (office and retail) property constructed from 2000-2002. Valuation for the pension fund advisor.



Marketplace at Dr. Phillips, Orlando

A 327,308 s.f. shopping center which was constructed in stages between 1982 and 2007. Valuation for the pension fund advisor.



Posner Commons, Davenport

A 630,000 s.f. regional shopping center (part of a larger DRI) constructed in 2008. Valuation for the mortgage lender.



Osceola Village, Kissimmee

A 116,645 s.f. Publix and HH Gregg anchored neighborhood shopping center, constructed in 2008. Valuation for a potential investor.



The Loop, Kissimmee

A 397,212 s.f. power center which was constructed in 2008, located in Kissimmee, FL. Valuation for the lender.

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Representative Retail Assignments



Pep Boys, Ft. Myers

A single tenant net leased property containing 22,225 s.f., contracted in 2013. Valuation for the mortgage lender.



Third Street Retail Portfolio, Naples

A portfolio of 12 multi-tenant retail and vacant land properties located throughout the downtown area, contracted in 2012. Valuation for the property owner.



Bonita Bay Plaza, Bonita Springs

A grocery anchored neighborhood center containing 53,275 s.f., 14 tenants, contracted in 2012. Valuation for the mortgage lender.



Esplanade, Marco Island

A waterfront specialty center containing 50,737 s.f., 19 tenants, contracted in 2012. Valuation for the mortgage lender.



Tropical Shoppes, Saint Lucie

A retail center built in 2007 containing 14,400 s.f. on a 1.4 acre site.

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Representative Retail Assignments



New Century Commons, Delray Beach

A retail property containing 74,123 s.f., 6 tenants, constructed in 1990 and renovated in 2008.



Sunshine Plaza, Tamarac

A retail property containing 245,804 s.f. constructed in 1972 and renovated in 2004.



Acura of Pembroke Pines, Pembroke Pines

A Class C retail property containing 40,016 s.f. constructed in 2007.



Seminole Auto Dealer, Sanford

A retail property containing a primary building size of 26,550 s.f., with a secondary building size of 13,420 s.f. constructed in 2001 and 2004.



Shoppes of Vero, Vero Beach

A Class B retail property containing 14,288 s.f. constructed in 2006.

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Representative Office Assignments



Las Olas City Centre, Ft. Lauderdale

A Class A institutional-grade, multi-tenant office building containing 404,895 s.f. of rentable area. Valuation conducted for national asset management group.



Brickell Financial Center, Miami

A 40-story Class A office building located within the Brickell CBD containing 650,000+ s.f. of rentable area. Valuation for a North American lender.



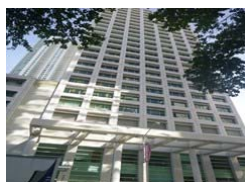
Lincoln Plaza, Orlando

A 16-story Class A office building located within the Orlando CBD containing 246,100 s.f. of rentable area along with an adjoining 229,241 s.f. parking garage. Valuation for investment managers.



Gateway Center, Orlando

A 17-story high-rise office building containing 228,241 s.f. of rentable area constructed in 1989. Valuation for accounting purposes.



801 Brickell, Miami

Class A 415,000 s.f. multi-tenant office asset constructed circa 1984. Valuations included multi-year quarterly valuations for institutional asset manager.



Beacon Portfolio, N. Miami-Dade County

Appraisal and purchase price allocation (PPA) analysis of a portfolio of office properties in North Miami-Dade for internal accounting purposes. Assets comprised of 6 office buildings with 800,000 s.f. and over 100 tenants. This was part of a larger 50-property IRR portfolio assignment.

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Representative Office Assignments



Grey Oak Office Complex, Naples

A Class B multi-tenant office property containing 101,650 s.f. in three buildings. Valuation for a national lender.



Riverside Medical Center, Bradenton

A Class B multi-tenant medical office property containing 57,359 s.f. with 11 tenants. Valuation for a mortgage lender.



NRD Investments, LLC Office, North Miami

An 8-story Class B mixed-use office building containing 125,000 s.f. of rentable area, in fractured condominium ownership. Valuation for a national lender.



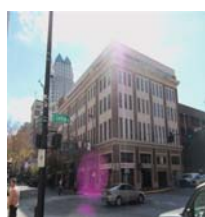
University Corporate Center One, Orlando

A 3-story suburban office building located in the Quadrangle Business Park. It has a total leasable area of 124,019 s.f. Valuation for portfolio review.



M & I Bank Building , Naples

A Class B office property containing 46,156 s.f., constructed in 1985. Valuation conducted for a national lender.



2 South Orange Avenue, Orlando

A 6-story office building containing 46,467 s.f. of rentable area, constructed in 1919 with renovations in 2000, 2004 and 2008. Valuation for loan underwriting purposes.

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Representative Office Assignments



Espirito Santo Plaza, Miami

A 126,237 s.f. Class A high-rise office building component of a large condo-hotel-office mixed-use project. Consulting appraisal on behalf of a South American investment group evaluating purchase of the asset.



110 Tower, Ft. Lauderdale

Asset valuation for a private investment fund of a 391,471 s.f. Class B high-rise office building in Downtown Ft. Lauderdale.



BB&T Corporate Center, Ft. Lauderdale

Appraisal of a 304,413 s.f., 24-story, Class B high-rise office tower on a long-term land lease. Valuation for special servicer of liquidation and disposition values.

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Representative Industrial Assignments



Medley West Portfolio, Miami

Appraisal of a multi-building portfolio of assets comprising over 700,000 s.f. of Class A/B industrial space within the Miami Airport Industrial Market. Valuation for a domestic life company.



USPS Airport Distribution Facility, Orlando

A 26.95 acre site at the Orlando International Airport. Conducted a rent study for the underlying land.



Aero Miami III, Miami

Valuation of an 800,000± s.f. leasehold interest in the Aero Miami Distribution Facility at the Miami International Airport. Valuation included distribution, hanger space and intermodal transfer components of the leasehold. Valuation conducted on behalf of a private equity investment fund for fiduciary asset monitoring.



Schenck Distributors Cold Storage Facilities, Orlando

A 299,994 s.f. cold storage industrial warehouse distribution center consisting of two buildings constructed in 2001. Valuation for internal decision-making.



West Airport Palms Business Park, Miami

Market Analysis, Valuation, and Rate of Return Analysis on a 100,000+ s.f. industrial condominium development project. Services included market research and litigation support for development of a Chapter 11 Reorganization and Plan confirmation, and testimony before U.S. Bankruptcy Court, Southern District of Florida.

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Representative Industrial Assignments

Confidential Portfolio Appraisal, Miami

Valuation for asset purchase of a 2,000,000± square foot portfolio of properties on behalf of corporate purchaser. Photo not available for confidentiality.



Bristol Palmetto Lakes, Miami

Valuation for internal asset management purposes of a 100,000± s.f. Class B multi-tenant industrial facility. Appraisal completed on behalf of a private equity investment fund.



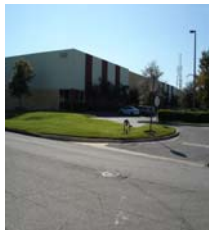
Lake Mary Business Center, Lake Mary

A 120,504 s.f. industrial building, demised into 5 units, 15 loading doors and 1 drive-in door constructed in 1999. Valuation for a domestic lender.



Winter Garden Business Center, Winter Gardens

A 91,586 s.f. business park consisting of 8 buildings (1 retail and 7 industrial) constructed in stages between 2003 and 2007. Valuation for a domestic lender.



Parkline Industrial Facility, Orlando

An 81,750 s.f. industrial flex space property constructed in 1999. Valuation for a domestic lender.

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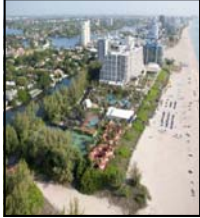
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Representative Hospitality Assignments



Harbor Beach Marriott, Fort Lauderdale

A lodging/multi-family property on 16.28 acres of land with 513,000 s.f. of GBA and 650 rooms; built in 1982/1983.



Deauville Hotel, Miami Beach

A 3.83 acre site with 688,508 s.f. of GBA and 554 units; built in 1987 with on going renovations.



Bahia Mar, Fort Lauderdale

A 296 unit hotel and marina on 38.83 acres of land.



Hilton Q Club Resort, Fort Lauderdale

A 371 unit condo hotel on a 1.71 oceanfront site with 680,000 s.f. of GBA. Valuation included going-concern of condo-hotel operation and commercial - mixed use component for a regional lender.



Tides Hotel & Villages, Miami Beach

A boutique 45 unit condo hotel on a .3 acre site with 50,300 s.f. of GBA. Built in 1936 and undergoing renovation.



Costa Hollywood Condo-Hotel, Hollywood

Luxury 300+ unit condo-hotel | mixed use project with ground floor retail. Assignment included construction audit, feasibility and condo sell-out and hotel revenue share valuation analysis for equity partner.

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Representative Multifamily Assignments



Dynatech Aspire, Orlando

A 31-story high rise containing 610,000 s.f. of multi-family units, office, and retail development, constructed in 2008. Valuation for the mortgage lender.



The District, Orlando

A 426,137 s.f. mixed-use property containing 425 multi-family units and 25,633 s.f. of retail. Valuation for the mortgage lender.



Altis at Lakes of Windermere

A Class A garden style apartment property containing 673,873 s.f. and 280 units. Valuation for the mortgage lender.



55 West, Orlando

A 1,099,394 s.f. mixed-use property featuring 401 residential units, 75,502 s.f. of retail, and a 12-story parking garage. Valuation for the developer.



Hannibal Square, Winter Park

This property is a mixed-use development containing 46,078 s.f. of retail and office space, as well as 31 apartment units. Valuation for the mortgage lender.

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Representative Multifamily Assignments



Veranda Park, Orlando

A mixed-use development consisting of 124 residential units, 74,605 s.f. of ground floor retail/office space, 6 lots/pads, 200 hotel units, and 311 multifamily units, constructed in 2008.



Oasis Tower Two, Ft. Myers

A 496,332 s.f. multi-family (condominium) property consisting of 228 dwelling units, constructed in 2008. The parent tract site area is 1.73 acres or 75,359 SF.



Gran Vista at Doral, Miami

A proposed multi-family property containing 146 dwelling units with a site area of 8.36 acres; to be constructed in 2015.



Polo Lake Apartments, Wellington

A Class A multi-family property containing 366 units with a GBA of 535,002 s.f., built in 1999.



Shores of Panama, Panama City Beach

A multi-family 23-story, 709 unit resort development with a site area of 5.64 acres, developed in 2007.



Villa de Venezia, Sunrise

Appraisal of 144 multi-family condominium units constructed in 1989 within (29) three-story buildings located on an overall site area of 20.00 acres or 871,200 s.f.

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Representative Specialty Retail Assignments



Winter Park Village, Winter Park

A 468,423 s.f. mixed-use retail and office property constructed from 1998-2001. Valuation for loan underwriting purposes.



Dellagio, Orlando

A 127,405 s.f. mixed-use retail and office property constructed from 2008-2009. Valuation for loan underwriting purposes.



The Rialto, Orlando

A 105,546 s.f. mixed-use retail and office property constructed in 2008. Valuation for loan underwriting purposes.



Prime Outlet Center, Orlando

A 773,390 s.f. retail outlet mall constructed from 2007-2008. Valuation for loan underwriting purposes.



Church Street Station, Orlando

A 229,999 s.f. mixed-use retail and office property which includes a special use banquet hall constructed in the late 1800's to 1993. Valuation for asset formation and guidance.

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Representative Specialty Assignments



Pelican's Nest Golf Club, Bonita Springs

A 36-hole golf course and club located in a residential community contracted in 2013. Valuation for the mortgage lender.



Golf Club of the Everglades, Naples

An 18-hole stand alone golf course and club community contracted in 2013. Valuation for the mortgage lender.



Ave Maria Student Housing, Ava Maria

A 5-building student housing complex containing 461 rooms and 1,445 beds, contracted in 2013. Valuation for a bond offering.



Del Prado Boat Club, Cape Coral

A dry slip marina property containing 23,182 s.f., 152 racks, contracted in 2013. Valuation for the mortgage lender.



Camden Lakes, Naples

A 60-acre proposed residential subdivision containing 150 units contracted in 2013. Valuation for the mortgage lender.



Grand Palm, Venice

An 89-unit single family home subdivision contracted in 2013. Valuation for the mortgage lender.

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Corporations

7-Eleven Inc.
AT&T
Abington Township
Ampex Environmental Engineering
Avanti Development
CVS Drugstores
El Dorado Furniture
Enterprise Leasing Company of Florida
Ernest & Young
Foot Locker Specialty, Inc.
Frito-Lay, Inc.
Great Wheel Corporation
PriceWaterhouseCoopers
Toyota Motor Credit Corporation

Investment Banks/Pension Fund Advisors/REITS

Archon
Artesia Mortgage Capital
Boston Capital Mortgage Company
Bristol Group, Inc.
California Public Employees' Retirement System
CalPERS
Chicago Title Insurance Company
CIBC World Markets
Equity Fund Advisors
Florida State Board of Administration
GE Capital
Heitman Financial
HSBC Bank USA
IMPAC Multifamily Capital
Legg Mason Realty Advisors
Merrill Lynch Mortgage Capital
MetLife Real Estate Investment
Morgan Stanley Capital Mortgage
Mutual Group (U.S.), Inc.
Parallel Capital, LLC
PMR Realty Advisors
PPM America, Inc.
PREIT-Ruben
Provident Capital Funding
Prudential Mortgage Capital
Resource Asset Investment Trust
State Teachers of Ohio

TIAA-CREF
Travelers Realty Investment
Urdang & Associates

Financial Institutions and Lenders

American Property Financing
AmSouth Bank
ARCS
Associated Bank
Banco Popular North America
BankAtlantic
Bank First
Bank of America
Bank of Baltimore
Bank of Delaware
Bank of Florida
Bank of Miami, N.A.
BankUnited
BB&T
BBVA Compass
BMO Harris
Capital Bank
Capital One Bank
Capital Source Bank
Central Bank & Trust Co.
Charter One (a division of RBS Citizens, NA)
Citibank
Citicorp Real Estate, Inc.
CNL Bank
Column Financial
Comerica Bank
Encore Bank
EverBank
Fairwinds
Fifth Third Bank
First Bank
First Citizens Bank
First Community Bank of Southwest Florida
First Horizon
1st National Bank of Mt. Dora
1st National Bank of the Gulf Coast
First Southern Bank
First Trust Savings Bank
Floridian Community Bank
GE Capital Commercial
Gibraltar Private Bank and Trust

Grand Bank & Trust of Florida
Huntington National Bank
Iberia Bank
International Finance Bank
John Hancock Real Estate Financial Group
JPMorgan Chase, N.A.
Key Bank National Association
Key Bank Real Estate Capital
Liberty Bank
M & I Bank
M&T Realty Corporation
Mellon Bank
Mercantile Bank
National City Bank
New York Community Bank
Northern Trust Bank
Ocean Bank
Old Southern Bank
Orange Bank of Florida
Pacific Capital Bankcorp
Pacific National Bank
Peoples Savings & Loan
PNC Bank
Professional Bank
Public Bank of Florida
RBC Centura
Red Mortgage Capital
Regions Bank
Republic First Bank
Republic National Bank
R-G Crown Bank
Royal Bank of Pennsylvania
Royal Palm Bank
S&T Bank
Seacoast National Bank
Sovereign Bank
Summit Bank
SunTrust Bank
Synovus Bank
TotalBank
USBank
TD Bank
Wells Fargo

Law Firms

Adorno & Yoss, LLP
Akerman Senterfit
Alayon & Associates, P.A.
Arnold, Matheny & Eagan

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Law Firms (cont'd.)

Baker Hostetler
Baldwin & Morrison
Ballard Spahr
Bilzin Sumberg Baena Price & Axelrod, LLP
Blank Rome
Bogin, Munns & Munns
Bond, Schoeneck & King, PLLC
Brigham Moore
Brinkley Morgan
Broad & Cassel
Carlton Fields
Cohen Fox, P.A.
Connell Foley, LP
Foley & Lardner, LLP
Glenn Rasmussen & Fogarty & Hooker, P.A.
Gray Robinson
Greenberg Traurig, P.A.
Greenspoon Marder, P.A.
Haginas Chapman & Shillings
K&L Gates, LLP
Kelly, Passidomo & Alba, LLP
Leiderman Shelomith, P.A.
Pavese Law Firm
Porter, Wright, Morris & Arthur
Potter, Clement, Lowery & Duncan
Quintairos, Prieto, Wood & Boyer, P.A.
Roetzel & Andrews
Rumberger, Kirk Caldwell, P.A.
Salvatori & Wood
Webb, Wells, & Williams

Government

Brevard County
Broward County
City of Altamonte Springs
City of Eustis
City of Ft. Lauderdale
City of Leesburg
City of Mt. Dora
City of Ocoee
City of Orlando
City of Tavares
City of Winter Park
Collier County Government
District School Board of Collier County

FDIC

Indian River County
Kimley-Horn and Associates, Inc.
Lee County Aviation Authority
Miami-Dade County
Sarasota Conservation Foundation
State of Florida
U.S. Department of Interior
U.S. Department of Justice
U.S. NavFac (Navy Facilities Command)

Developers/Investors

AIG
AMB Property Corporation
Bahia Mar Development
Barron Collier Company
Battaglia Group
Bonita Bay Group
Community Homes
DePaul Realty
Dilsheimer Communities
Epoch Properties
Field Hotel Associates
First Housing Corporation
Gambone Brothers
Gulf Bay Development
Harbert Properties
Hubert Construction
ICI Homes
K. Hovnanian
Klein
Kober Construction
Korman Services
Kravco
Lake Nona
Landstar Homes
Lennar Homes
Lincoln Properties
Maxwell & Partners Real Estate Development
Melvin Simon & Associates
Miramar Development Group
Pinnacle Housing Group
RAM Development
Resource America
R.J. Waters & Associates, Inc.
Rubenstein Company
SunAmerica Affordable Housing Partners

The Green Companies

U.S. Homes
WCI Development

Special Servicer

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

Mortgage Bankers

Babson Capital Mortgage
First Horizon National Corporation
Florida Bond & Mortgage
Florida Commercial Mortgage Corporation
HSH Nordbank—NY Branch
Huntington National Bank
JPMorgan Chase
Legg Mason
Mercury Capital
MMA Realty Capital
NorthMarq
Progress Realty Advisors
Texas Capital Bank
Urban/Poole & Health

University/Hospitals

Florida International University
Miami Jewish Home and Hospital for the Aged
Mt. Sinai Medical Center

Private Equity

Finova Realty Capital
Forge Capital Partners
Grandbridge Real Estate Capital
Greenstreet Partners, L.P.
LXR Blackstone
Orion Investment Mgt.
Rockwood Capital
Trimont Real Estate Advisors
UBS Realty Investors, LLC
Venturcap Investment Group of Florida, Inc.

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Key Personnel Qualifications



Christopher D. Starkey, MAI
Senior Managing Director—Orlando

Chris is the Senior Managing Director of the Orlando Office. Chris has provided appraisal services involving properties ranging from regional malls to larger agricultural properties throughout the State of Florida. He specializes in income producing properties including large retail, office, industrial and multifamily developments, among others. Mr. Starkey is a State-Certified General Real Estate Appraiser (RZ 2886) and a member of the Appraisal Institute. He is a qualified expert witness in the Circuit and Superior Courts of Florida.



Anthony M. Graziano, MAI, CRE
Senior Managing Director—Miami | Palm Beach

Mr. Graziano has actively counseled and advised clients on the sale, leasing, valuation, management, and development of commercial real estate assets since 1992.

Mr. Graziano's serves on the Miami-Dade Beacon Council's economic advisory roundtable, ULI Southeast FL Advisory Board, Builders Association of South Florida Board of Directors, and is Treasurer and Board Member of Integra Realty Resources, Inc.

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. Mr. Graziano has been qualified in the US Federal District Court (Southern District of Florida), Circuit Courts in Miami-Dade and Broward County, Federal Bankruptcy Courts (Southern District of Florida, Newark, and Southern District of Texas).



Carlton J. Lloyd, MAI
Senior Managing Director—Naples | Sarasota

Mr. Lloyd has over 15 years of expertise in valuation, analysis, and counseling of all 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. Lloyd has been a real estate consultant since 1995, and has served the Senior Managing Director of the Naples | Sarasota office of Integra Realty Resources since 2010. Mr. Lloyd has also been engaged by domestic and offshore investment partnerships to conduct marketability, feasibility, and various valuation consultation assignments.

Mr. Lloyd received a Bachelor of Business Administration degree from the State University of New York at Albany in 1985. Mr. Lloyd received the MAI designation in 2008. He is a Certified General Real Estate Appraiser for the state of Florida, and is a qualified expert witness in various Florida courts.

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Key Personnel Qualifications



Charles J. Lentz, MAI, MRICS
Emeritus Director

Charlie is the Emeritus Director of the Orlando office and has provided a wide variety of appraisal services over the past 37 years. In the past 20 years he has provided appraisal services involving properties ranging from regional malls to larger agricultural properties throughout the State of Florida. He also has conducted eminent domain appraisals for both condemnors and condemnees, and is a qualified expert witness in Florida and Indiana State Courts and Federal Bankruptcy Courts (Orlando, Tampa, Jacksonville and Miami). Charlie retired in January 2015, but continues as Emeritus Director overseeing the firm's training and quality-compliance program.



Stephen J. Matonis, MAI, MRICS
Emeritus Director—Litigation

Steve is a Director/Partner of the local Orlando office and was the founder of the original company in 1981, which became an Integra office in January, 2000. Steve was primarily involved in litigation support, valuation and counseling and has represented a variety of municipalities, state agencies, attorneys, individuals and companies. The main thrust of his professional practice over the past 35-years has been in litigation valuation and counseling for eminent domain proceedings and litigation support issues. Steve has appraised for and is a qualified witness in various State Courts throughout the United States and Federal Bankruptcy Court. He periodically sits as Special Master, hearing tax assessment cases for Orange County and mediation. The Appraisal Institute has published Mr. Matonis three times. Steve retired from active trial and case-work in 2013, and now serves to assist and mentor the IRR team in trial preparation, litigation prep, and assists with special project reviews on major cases only.

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Corporate Profile

Integra Realty Resources, Inc. offers the most comprehensive property valuation and counseling coverage in the United States with 56 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 all but one are 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, FRICS
AUSTIN, TX - Randy A. Williams, MAI, SR/WA, FRICS
BALTIMORE, MD - G. Edward Kerr, MAI, MRICS
BIRMINGHAM, AL - Rusty Rich, MAI, MRICS
BOISE, ID - Bradford T. Knipe, MAI, ARA, CCIM, CRE, FRICS
BOSTON, MA - David L. Cary, Jr., MAI, MRICS
CHARLESTON, SC - Cleveland "Bud" Wright, Jr., MAI
CHARLOTTE, NC - Fitzhugh L. Stout, MAI, CRE, FRICS
CHICAGO, IL - Eric L. Enloe, MAI, FRICS
CINCINNATI, OH - Gary S. Wright, MAI, FRICS, SRA
CLEVELAND, OH - Douglas P. Sloan, MAI
COLUMBIA, SC - Michael B. Dodds, MAI, CCIM
COLUMBUS, OH - Bruce A. Daubner, MAI, FRICS
DALLAS, TX - Mark R. Lamb, MAI, CPA, FRICS
DAYTON, OH - Gary S. Wright, MAI, FRICS, SRA
DENVER, CO - Brad A. Weiman, MAI, FRICS
DETROIT, MI - Anthony Sanna, MAI, CRE, FRICS
FORT WORTH, TX - Gregory B. Cook, SR/WA
GREENSBORO, NC - Nancy Tritt, MAI, SRA, FRICS
GREENVILLE, SC - Michael B. Dodds, MAI, CCIM
HARTFORD, CT - Mark F. Bates, MAI, CRE, FRICS
HOUSTON, TX - David R. Dominy, MAI, CRE, FRICS
INDIANAPOLIS, IN - Michael C. Lady, MAI, SRA, CCIM, FRICS
JACKSON, MS - J. Walter Allen, MAI, FRICS
JACKSONVILLE, FL - Robert Crenshaw, MAI, FRICS
KANSAS CITY, MO/KS - Kenneth Jagers, MAI, FRICS
LAS VEGAS, NV - Charles E. Jack IV, MAI
LOS ANGELES, CA - John G. Ellis, MAI, CRE, FRICS
LOS ANGELES, CA - Matthew J. Swanson, MAI
LOUISVILLE, KY - Stacey Nicholas, MAI, MRICS
MEMPHIS, TN - J. Walter Allen, MAI, FRICS
MIAMI/PALM BEACH, FL - Anthony M. Graziano, MAI, CRE

MINNEAPOLIS, MN - Michael F. Amundson, MAI, CCIM, FRICS
NAPLES, FL - Carlton J. Lloyd, MAI, FRICS
NASHVILLE, TN - R. Paul Perutelli, MAI, SRA, FRICS
NEW JERSEY COASTAL - Halvor J. Egeland, MAI
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 - Christopher Starkey, MAI, MRICS
PHILADELPHIA, PA - Joseph D. Pasquarella, MAI, CRE, FRICS
PHOENIX, AZ - Walter 'Tres' Winius III, MAI, FRICS
PITTSBURGH, PA - Paul D. Griffith, MAI, CRE, FRICS
PORTLAND, OR - Brian A. Glanville, MAI, CRE, FRICS
PROVIDENCE, RI - Gerard H. McDonough, MAI, FRICS
RALEIGH, NC - Chris R. Morris, MAI, FRICS
RICHMOND, VA - Kenneth L. Brown, MAI, CCIM, FRICS
ST. LOUIS, MO - P. Ryan McDonald, MAI, FRICS
SALT LAKE CITY, UT - Darrin W. Liddell, MAI, CCIM, FRICS
SAN ANTONIO, TX - Martyn C. Glen, MAI, CRE, FRICS
SAN DIEGO, CA - Jeff A. Greenwald, MAI, SRA, FRICS
SAN FRANCISCO, CA - Jan Kleczewski, MAI, FRICS
SARASOTA, FL - Carlton J. Lloyd, MAI, FRICS
SAVANNAH, GA - J. Carl Schultz, Jr., MAI, FRICS, CRE, SRA
SEATTLE, WA - Allen N. Safer, MAI, MRICS
SYRACUSE, NY - William J. Kimball, MAI, FRICS
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
CARIBBEAN/CAYMAN ISLANDS - James Andrews, MAI, FRICS

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Competitive Advantage



Client Satisfaction

Integra is committed to streamlining the management and delivery of assignments so the client has 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. Integra does not offer other conflicting services. Integra is independent and has 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 200 MAIs and more than 30 CREs, more than any other company in the profession. With Integra, clients receive the broadest national coverage with 66 offices throughout North America and over 900 'best in class' valuers.

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