

# IRR Charleston Office Profile

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Contact Us

Integra Realty Resources  
Charleston

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# Overview of Expertise

Integra Realty Resources – Charleston provides valuation and consulting services for various types of real property with special emphasis on investment grade real estate. We serve financial institutions, corporations, private clients, developers, investors, governmental agencies, attorneys, and other professionals concerned with the value, use, and feasibility of real property. We have been serving Charleston and the surrounding area since 2012. Our work product incorporates advanced technical applications and thorough analysis of each property. Extensive expertise includes ad valorem tax valuation, condemnation and general-purpose appraisals.

## Principal Markets Served

### South Carolina Counties

Aiken  
Beaufort  
Berkeley  
Charleston  
Colleton  
Dorchester  
Florence  
Georgetown  
Horry  
Jasper  
Lancaster  
Orangeburg  
Spartanburg  
Union  
Williamsburg  
York

### Georgia Counties

Chatham  
Effingham  
Bryan  
Liberty  
Screven

### North Carolina

Brunswick  
New Hanover  
Columbus  
Pender

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# Key Personnel

## Senior Management

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Scott Johnstone, MAI  
Managing Director  
sjohnstone@irr.com

## Senior Analysts and Analysts

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Analyst  
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# Core Competencies

Office  
Retail  
Multifamily  
Industrial  
Hotel  
Land

- Valuation for real estate lending, asset acquisition and disposition, and public-sector planning and development initiatives
- Market and feasibility studies
- Litigation and qualified expert testimony in all litigation and arbitration venues
- Comprehensive research coverage of the major asset classes (office, retail, industrial, & multifamily)
- Expertise in special-purpose property valuation and real property interests (leasehold and other partial interests)
- Extensive experience in management of large portfolios of commercial properties nationally
- Complex cash flow modeling, asset performance including peer to peer studies
- Real estate consulting on complex real estate matters
- Residential valuation for subdivisions and mid and high-rise including CBD condominium towers

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# Office Assignments



## North Rhett Executive Center

A Class A office property containing 64,800 SF, 73% leased to 9 tenants, constructed in 2008, located in North Charleston, SC. Valuation for the mortgage lender.



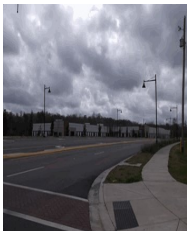
## River Oak Center

A Class A office property containing 106,000 SF, 60% leased to 10 tenants, constructed in 2018, located in North Charleston, SC. Valuation for the mortgage lender.



## Charleston Technical Center

A proposed, Class A office property containing 95,843 SF, 22% preleased to 3 tenants, completion in 2020, located in Charleston, SC. Valuation for the mortgage lender.



## Comcast Center For Excellence

A Class A office property containing 80,000 SF, 1 tenant, constructed in 2017, located in North Charleston, SC. Valuation for the mortgage lender.



## Remount Business Park

A proposed, Class A office property containing 155,358 SF, 47% preleased to 8 tenants, completion in 2020, located in Charleston, SC. Valuation for the mortgage lender.



## The Atrium

A Class B office property containing 64,364 SF, 89% leased to 22 tenants, constructed in 1990, located in North Charleston, SC. Valuation for the mortgage lender.

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# Retail Assignments

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## Mount Pleasant Town Centre

A Class A retail property containing 510,058 SF, 97% leased to 71 tenants, constructed from 1999 to 2013, located in Mount Pleasant, SC. Valuation for the mortgage lender.



## Broadway at the Beach

A Class A retail property containing 619,378 SF, 96% leased to 123 tenants, constructed from 1995 to 2020, located in Myrtle Beach, SC. Valuation for the mortgage lender.



## Ashley Landing Shopping Center

A Class B retail property containing 303,151 SF, 96% leased to 20 tenants, constructed from 1962 to 2017, located in Charleston, SC. Valuation for the property owner.



## The Promenade at Northwoods

A Class B retail property containing 319,382 SF, 86% leased to 30 tenants, constructed in 1987, located in North Charleston, SC. Valuation for the mortgage lender.



## Sea Island Shopping Center

A Class B retail property containing 94,812 SF, 89% leased to 21 tenants, constructed from 1969 to 1986, located in Mount Pleasant, SC. Valuation for the mortgage lender.



## Nexton Square

A proposed, Class A retail property containing 117,553 SF, 82% preleased to 33 tenants, completion in 2019, located in Summerville, SC. Valuation for the mortgage lender.





# Multifamily Assignments

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## The Jasper

A proposed, Class A mixed use property containing 219 apartment units, 86,021 SF office space, 25,000 SF retail space, and a 532-space parking garage, completion in 2020, located in Charleston, SC. Valuation for the mortgage lender.



## Courier Square

A proposed, Class A multifamily property containing 226 apartment units, completion in 2018, located in Charleston, SC. Valuation for the mortgage lender.



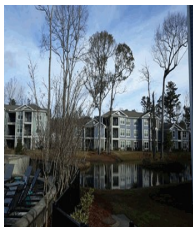
## Morrison Yard

A proposed, Class A mixed use property containing 380 apartment units, 26,071 SF retail space, 352-space parking garage, completion in 2022, located in Charleston, SC. Valuation for the mortgage lender.



## The Cormac Apartments

A proposed, Class A mixed use property containing 303 apartment units, 13,068 SF retail space, 334-space parking garage, completion in 2022, located in Charleston, SC. Valuation for the mortgage lender.



## Atlantic at Grand Oaks

A Class A multifamily property containing 316 apartment units, constructed in 2019, located in Charleston, SC. Valuation for the mortgage lender.



## The Passage

A Class A multifamily property containing 240 apartment units, constructed in 2017, located in Goose Creek, SC. Valuation for the mortgage lender.



# Industrial Assignments



## 637 Omni Industrial Boulevard

A Class A industrial distribution property containing 200,000 SF, 1 tenant, constructed in 2019, located in Summerville, SC. Valuation for the owner.



## 4100 Carolina Commerce Parkway

A Class B industrial manufacturing property containing 145,000 SF, 100% leased to 3 tenants, constructed from 2001 to 2018, located in Ladson, SC. Valuation for the mortgage lender.



## 739 Gaillard Road

A proposed, Class A industrial distribution property containing 615,000 SF, 1 tenant, completion in 2020, located in Moncks Corner, SC. Valuation for the mortgage lender.



## 8450 Palmetto Commerce Parkway

A Class A industrial manufacturing property containing 124,638 SF, owner occupied, constructed in 2013, located in Ladson, SC. Valuation for the mortgage lender.



## 4289 Crosspoint Drive

A proposed, Class A industrial distribution property containing 364,000 SF, multi-tenant, completion in 2019, located in Ladson, SC. Valuation for the mortgage lender.



## Port City Centre Drive at Jedburg Road

A proposed, Class A industrial distribution property containing 167,000 SF, completion in 2020, located in Summerville, SC. Valuation for the mortgage lender.

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# Client List

## Financial Institutions and Lenders

Allegacy Federal Credit Union  
Alliance Bank & Trust  
Armed Forces Bank  
Ameris Bank  
Bank of America  
Bank of Commerce  
BB&T  
BBVA Compass  
BEFCOR  
BMO Harris Bank  
Carolina Premier Bank  
CB Richard Ellis  
Citizens South Bank  
Coastal Federal Credit Union  
Comerica Bank  
CommunityOne Bank  
Fifth Third Bank  
First Citizens Bank  
First Community Bank, N.A.  
First Horizon  
First Palmetto Bank  
First National Bank  
First Trust Bank  
HeritageBank of the South  
JP Morgan Chase Bank  
Macon Bank, Inc.  
M&I Marshall & Ilsley Bank  
Mechanics & Farmers Bank  
NewBridge Bank  
New Dominion Bank  
Old National Bank  
Paragon Commercial Bank  
Pinnacle Bank  
PNC Bank  
Quadrant Financial, Inc.  
Regent Bank  
Regions Bank  
Rockland Trust  
Southern Community Bank and Truist  
TD Bank  
TrustAtlantic Bank  
United Bank

USAmeriBank  
U.S. Bank  
UPS Capital Business Credit  
Vantage South Bank  
Webster Bank  
Wells Fargo

## Investment Banks/Pension Fund Advisors/ REITS

Aviva Life and Annuity Company  
BB&T Wealth Management  
Capital Advisors, Inc.  
Colliers International Valuation & Advisory Services  
DRA Advisors LLC  
Duff & Phelps  
Financial Asset Services, Inc.  
GHW Properties  
Grandbridge Real Estate Capital  
LaSalle Investment Management  
Mayfield Gentry Realty Advisors  
MD Group LLC  
PNC Financial Services  
RBC Builder Finance  
Reliance Trust Company  
The Furman Company  
US Steel & Carnegie Pension Fund

US Trust, Bank of America  
Wealth Management  
Wells Fargo RETECHS  
Wells Fargo Wealth Management  
Yukon Property Consultants LLC

## Special Servicers

Settle Appraisal Services, Inc.  
C-III Asset Management  
LNR Partners, LLC

## Government & Corporations

Amsterdam Hospitality  
Banner Health  
Bojangle's Restaurants  
FannieMae

IBM Real Estate Operations  
International Paper  
John Hancock Life Insurance  
Siemens Corporation  
Sunoco, Inc.  
US Postal Service  
State of South Carolina  
South Carolina Department of Transportation

## Developers & Investors

Advantage Group Realty II, LLC  
Basis Investment Group, LLC  
Berkeley Point Capital LLC  
Bissell  
Burnham Properties  
Catawba Lands Conservancy  
Childress Klein  
CLT Group, LLC  
Griffith Real Estate  
Faison & Associates  
Harris Development  
Ravin Partners  
Shamrock Management  
Trade Street Development Corp.  
Vickers Land Company, LLC

## Law Firms

Carruthers & Roth  
Erdman Hockfield & Leone LLP  
Guthrie, Davis, Henderson & Staton  
Horack Talley  
Johnston Allison & Hord  
Keziah, Gates & Samet, LLP  
Moore & Van Allen, PLLC  
Moore Young & Henderson  
Nelson Mullins Riley & Scarborough, LLP  
Parker Poe Adams & Bernstein  
Womble, Carlyle, Sandridge & Rice

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## Cleveland "Bud" Wright, Jr., MAI

Mr. Wright has over 13 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.

Mr. Wright has a broad range of experience in valuation and analysis of all types of real estate including commercial, industrial, office, multifamily, mixed-use, and special-purpose properties. He has also been engaged by conduct marketability, feasibility, and various valuation consultation assignments.

Mr. Wright received a Bachelor of Arts - Managerial Economics degree from Hampden Sydney College in 2000.

Mr. Wright received the MAI designation in 2012. He is a Certified General Real Estate Appraiser with the states of South Carolina, North Carolina, and Georgia.

## Scott B. Johnstone, MAI

Mr. Johnstone has over 21 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.

Mr. Johnstone has a broad range of experience in valuation and analysis of all types of real estate including commercial, industrial, office, multifamily, 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 conduct marketability, feasibility, and various valuation consultation assignments

Mr. Johnstone received a Bachelor of Science in Commerce from Washington and Lee University in 1996 and a Master of Business Administration degree from the University of South Carolina in 1990.

Mr. Johnstone received the MAI designation in 2012. He is a Certified General Real Estate Appraiser with the states of South Carolina, North Carolina, and Georgia.



# 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](http://IRR.com) to find an IRR CRE expert in your local market.**

## Corporate Office

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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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