



INTEGRA REALTY RESOURCES

IRR | PHOENIX

COMMERCIAL REAL ESTATE
VALUATION & CONSULTING



35+

years serving Phoenix, AZ
markets

IRR® — INTEGRA REALTY RESOURCES —

provides world-class commercial real estate valuation and counseling services to both local and national top financial institutions, developers, corporations, law firms, and government agencies. As one of the largest independent property valuation and counseling firms in the United States, we provide our diverse array of clients the highly informed opinions and trusted expert advice needed to understand the value, use and feasibility of their real estate. ***IRR. Local expertise. Nationally.***

400+

appraisals completed
annually

RECENT APPRAISAL ASSIGNMENTS OF NOTABLE AND VARIED ASSETS

Office



- **2800 Tower, 2800 N. Central Ave., Phoenix 381,900 SF**
- Talavi Corporate Center, 5651 W. Talavi Blvd., Glendale, 153,332 SF
- One Compass Center, 3150 S. 48th St., Phoenix, 137,772 SF
- Metro Tech Center, 8900 N. 22nd Ave., Phoenix, 128,400 SF
- Chaparrel Building III, 5801 N. Pima Rd., Scottsdale, 129,738 SF
- Scottsdale Gateway I, 9201 E. Mountain View Rd., Scottsdale, 107,049 SF

Industrial



- **Living Spaces, 6600 W. Lathem St., Phoenix 437,234 SF**
- Quetico Goodyear, NEC of 143rd Ave and Yuma Rd., Goodyear, 719,558 SF
- Diablo Technology Center, 2900 S. Diablo Way, Tempe, 382,602 SF
- Fiesta Tech Center, 1300 N Fiesta Blvd., Gilbert, 243,370 SF
- Valley North Business Park, 2401 & 2501 W. Behrend Dr., Phoenix, 143,966 SF
- Cabot Business Center, 3802-3922 E. University Dr., Phoenix, 109,779 SF

Multifamily



- **Portrait at Hance Park, 1313 N. 2nd St., Phoenix, 359,150 SF/340 Units**
- Residences at FortyTwo25, 4225 E. McDowell Rd., Phoenix, 328,257 SF/357 Units
- The McDowell, 6601 E. McDowell Rd., Scottsdale, 305,750 SF/356 Units
- Solis at Towne Center, 17600 North 79th Ave., Glendale, 231,056 SF/240 Units
- Avilla Towne Square, 150 E. Warner Rd., Gilbert, 144,982 SF/152 Units
- City 15, 4728 N. 15th St., Phoenix, 105,930 SF/161 Units

Hospitality



- **Proposed Hyatt Pl., SEC E. 6th St & E. Veterans Way, Tempe, 151,162 SF/260 Rooms**
- Proposed Springhill Suites, 7047 East McDowell Road, Scottsdale, 71,285 SF/117 Rooms
- Proposed Springhill Suites, NWC I 10 & N Bullard Ave., Goodyear, 54,286 SF/88 Rooms
- Proposed Tru by Hilton, NWC I 10 & N Bullard Ave., Goodyear, 40,713 SF/90 Rooms
- Quality Inn, 750 West Starr Pass Boulevard, Tucson, 46,762 SF/98 Rooms
- Country Inn & Suites, 4702 E University Dr., Phoenix, 39,159 SF/88 Rooms

Retail



- **Laveen Park Place, 7620 S. 59th Ave., Laveen 119,301 SF**
- Fashion Outlets of Santa Fe, 209 Hamilton Row, Santa Fe, NM 123,789 SF
- Mesa Grand Shopping Center, 1639, 1641, 1655, 1733 & 1859 Stapley Dr & 1236 & 1240 E Baseline Rd, Mesa, 203,351 SF
- Target, 1818 East Baseline Road, Tempe, 114,874 SF
- North Mountain Village, 3401-3431 West Thunderbird Road, Phoenix, 94,379 SF
- The Plant, 4065 South Gilbert Road, Chandler, 56,831 SF

Self Storage



- **Proposed Beyond Self Storage, 8303 South Priest Drive, Tempe, 126,149 SF**
- Proposed East Palm Storage, 1610 East Palm Lane, Phoenix, 129,992 SF
- Riviera View RV & Storage, 3040 Sweetwater Avenue, Lake Havasu City, 60,652 SF
- Downtown Storage, 146 N. Lake Havasu Blvd., Lake Havasu City, 50,628 SF
- Proposed Beyond Self Storage, 8303 South Priest Drive, Tempe, 88,985 SF
- Arrow Self Storage, 1055 West Guadalupe Road, Mesa, 42,385 SF
- CubeSmart Self Storage, 14666 Johnny Cake Ridge Road, Apple Valley, MN, 122,200 SF

OUR VALUE PROPOSITION

What sets our firm apart is the longevity of our principals and senior analysts who have been collaborating on property analyses for over 25 years. Through developing our team relationships, our specialty appraisal practices have evolved to create high quality, industry-leading standards. Over this 25+ year relationship, our staff has evolved into specialty appraisal practices. One staff member appraises apartments, another large shopping centers, another office buildings, another industrial buildings; we even have a staff member that appraises churches.



Walter "Tres" Winius, III, MAI, Senior Managing Director

Walter "Tres" Winius, III, MAI, FRICS, has been with its predecessors, Winius Realty Analysts and Winius Montandon, Inc., since 1979 as a commercial real estate appraiser and consultant evaluating various classes of real property, including: commercial, retail, industrial, office, resort hotels, special purpose and residential subdivisions. He is experienced in problems of market value estimations, project feasibility, leasehold interest and value-in-use among others.



William M. Dominick, Managing Director

Mr. William M. Dominick is a Managing Member of Integra Realty Resources - Phoenix, formerly he maintained the same roll with Burke Hansen, LLC. He has been engaged in the valuation and analysis of real property since 1985. Clients have consistently returned to work with Mr. Dominick because of his broad base of market knowledge that allows him to precisely quantify the myriad of variables involved in every project. He brings to his practice exacting standards and forthright objectivity, especially in areas of litigation support.



Roger L. Dunlap, MAI, Associate Director

Mr. Dunlap joined IRR in July 2020. Prior to that, he was president and CEO of Roger L. Dunlap & Associates, Ltd.; a commercial appraisal company, for 22 years. For 13 years prior to that, he was a real estate analyst for a prominent Phoenix law firm. He is actively engaged in appraisals for condemnation and right-of-way purposes, tax appeals, estate valuations, and litigation support, and is qualified as an expert witness.



Glenn Grotte, MAI, Associate Director

Glenn Grotte, Senior Analyst joined Integra Realty Resources Phoenix in October 2011. Mr. Grotte has appraised numerous properties including office, retail, mixed use developments, residential subdivisions, industrial manufacturing facilities, mobile home parks, RV parks and small and large apartment projects market rate and affordable. Mr. Grotte has experience appraising property rights including leased fee, leasehold and fee simple. Prior to his association with Integra Realty Resources, Mr. Grotte was an Associate with Bonz and Company, located in Boston, Massachusetts.



Andy Gonzalez, Senior Appraiser

Andy Gonzalez began his career in real estate appraisal in 2003 immediately after obtaining his B.A. in Communication Studies from California State University Northridge. He received his initial training in Pasadena, California under the direction of D. Michael Mason, MAI, a respected litigation appraiser and Appraisal Institute instructor.

OUR CLIENTS

Financial Institutions and Lenders

- Allstate Appraisal, L.P.
- Bankers Trust Company
- Bank of Hope
- Bank of Oklahoma
- Bank of the West
- BBVA USA
- BOK Financial Corporation
- Church Development Fund, Inc.
- Cohen Financial
- Comerica Bank
- Enterprise Bank & Trust
- Fifth Third Bank
- First Fidelity Bank
- Great Western Bank
- Homestreet Bank
- Iowa State Bank
- JPMorgan Chase Bank, N.A.
- Live Oak Bank
- Meridian Bank
- Morgan Stanley & Co.
- Mutual of Omaha Bank
- New York Community Bancorp, Inc.
- New York Life
- Northern Trust Company
- Pacific Capital Bancorp
- PNC Bank
- State Bank of Arizona
- Sun Life Financial
- Umpqua Bank
- TCF National Bank
- The Private Bank
- Zion National Bank

Investment Banks/Pension Fund Advisors/ REITS

- Altus Group
- Apollo Group
- Artis REIT
- Asset Backed Lending Partners
- Barron Collier Company
- CalPers
- Cushman & Wakefield Global Services, Inc.
- Dallas Police and Fire Pension System
- Fannie Mae
- Federal Deposit Insurance Corporation

- Hearthstone, Inc.
- JDL and Company
- J.E. Roberts Company
- Ohio Public Employees Retirement System
- Pivotal Group
- Real Estate Research Corporation
- Raza Development Fund
- Servion Commercial Loan Resources, Inc.
- Starwood Capital Group
- The Related Companies
- TIAA-CREF

Government & Corporations

- Arizona Public Service Company
- Arizona Water Company
- Cemex
- Chicago Cubs Baseball Club, LLC
- City of Mesa
- City of Phoenix
- Circle K Stores
- Colorado River Indian Tribes
- Fidelity National Title Insurance Company
- Gila River Indian Community
- Globe Corporation
- General Service Administration (GSA)
- Honor Health
- Investco Realty Advisors
- Mayo Clinic Scottsdale
- Native American Connections
- Northern Arizona University
- Pascua Yaqui Tribe
- Salt River Pima-Maricopa Indian Community
- Shamrock Foods Company
- The Nature Conservancy
- Tucson Airport Authority
- U.S. Department of Housing and Urban Development (HUD)
- U.S. Army Corps of Engineers
- U.S. Department of the Interior
- U.S. Department of Justice
- U.S. Postal Service

Law Firms/Accounting

- Burch & Cracchiolo, P.A.
- Fennemore Craig, P.C.
- Greenberg Traurig, LLP
- Kutak Rock, LLP
- Land America Lawyers Title
- Perkins Coie Brown & Bain, P.A.
- Plattner, Schneider, Schneider & Jeffries, P.C.
- Polsinelli Shughart
- Porter Law Firm
- Snell & Wilmer, LLP
- Squire, Sanders & Dempsey, LLP
- Steptoe & Johnson
- Stinson Morrison Hecker, LLP
- The Law Offices of Christopher Goodman
- Thompson Krone, P.L.C.
- Tiffany & Bosco P.A.
- Wood, Smith, Henning & Berman, LLP
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Special Servicer

- C-III Asset Management, LLC
- LNR Partners, LLC

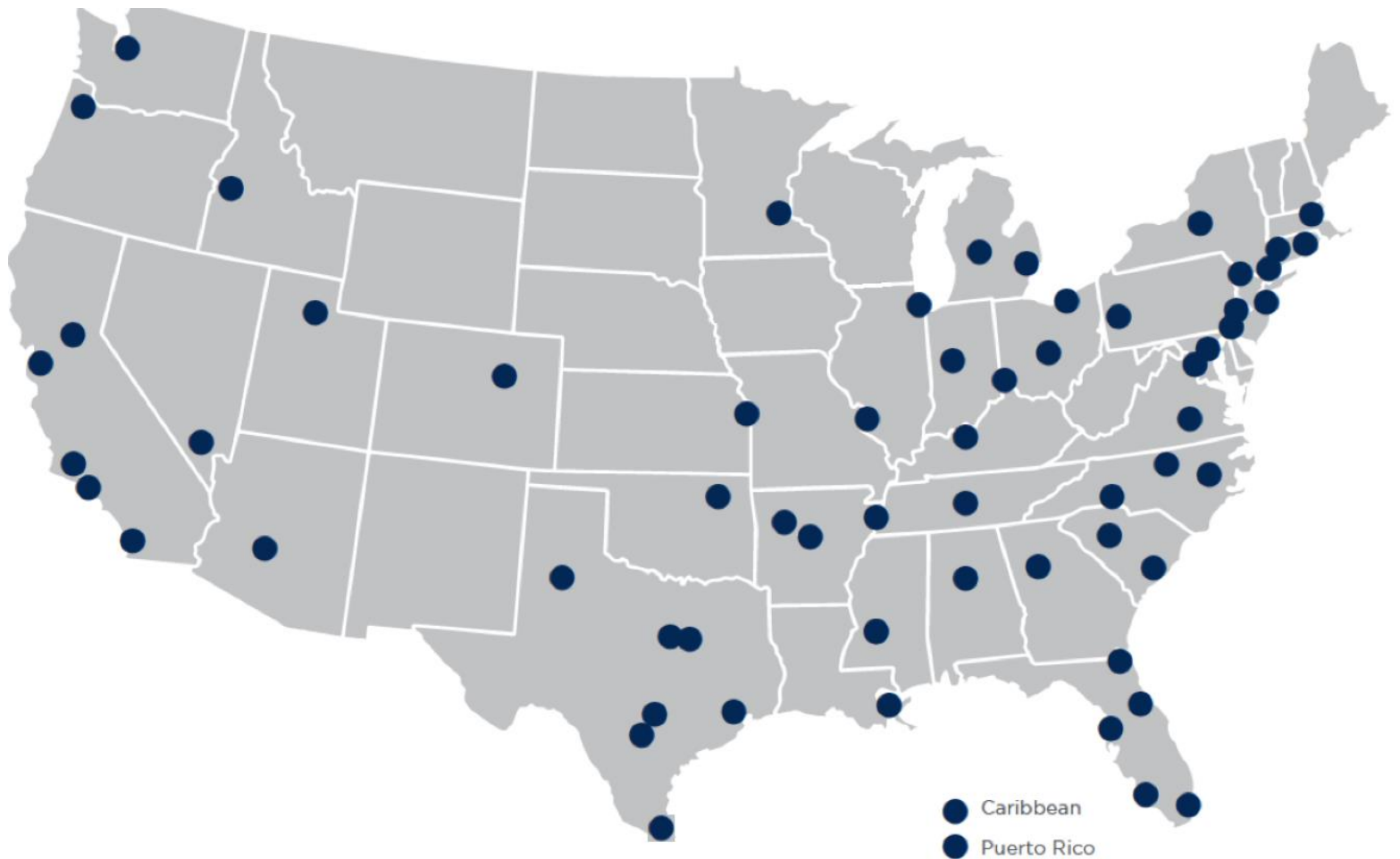
LOCAL EXPERTISE. NATIONALLY.

50+

local offices

60+

markets covered U.S. and Caribbean



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