

IRR Pittsburgh Office Profile

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Competitive Advantage
Contact Us

Integra Realty Resources
Pittsburgh

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Overview of Expertise

Integra Realty Resources—Pittsburgh provides valuation and consulting services for commercial real estate with special emphasis on investment grade real estate. We serve major national and regional banks, DUS and HUD MAP mortgages bankers, investment advisory firms, Fortune 500 companies, private clients, developers, lenders, inventors, governmental agencies, and other professionals concerned with the value and feasibility of real property. Over the past 37 years of serving the Western Pennsylvania and West Virginia markets, we have provided advice on most major commercial properties in the Pittsburgh 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 condominium developments.

Principal Markets Served

Pennsylvania Counties	Lawrence	Doddridge	Mineral	Tyler
Allegheny	McKean	Fayette	Mingo	Upshur
Armstrong	Mercer	Gilmer	Monongalia	Wayne
Beaver	Somerset	Grant	Monroe	Webster
Bedford	Venango	Greenbrier	Morgan	Wetzel
Blair	Warren	Hampshire	Nicholas	Wirt
Butler	Washington	Hancock	Ohio	Wood
Cambria	Westmoreland	Hardy	Pendleton	Wyoming
Centre	Ohio Counties	Harrison	Pleasants	
Clarion	Columbiana	Jackson	Pocahontas	
Clearfield	Jefferson	Kanawha	Preston	
Crawford	West Virginia Counties	Lewis	Putnam	
Elk	Barbour	Lincoln	Raleigh	
Erie	Boone	Logan	Randolph	
Fayette	Braxton	Marion	Ritchie	
Forest	Brooke	Marshall	Roane	
Greene	Cabell	Mason	Summers	
Indiana	Calhoun	McDowell	Taylor	
Jefferson	Clay	Mercer	Tucker	

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Key Personnel

Senior Management

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Michele L. Allerton, MAI
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Senior Analysts and Analysts

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Angelica Revelant
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Director of Client Relations
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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
- Senior housing and LIHTC
- Extensive experience in valuation of large portfolios of commercial properties nationally
- Real estate consulting assignment on complex real estate matters
- Valuation of residential subdivisions and condominium developments
- HUD Map valuation
- Section 8 rental market studies
- Conventional multifamily market demand studies
- Economic and fiscal impact studies
- Eminent domain valuation
- Complex special purpose properties

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Office Assignments

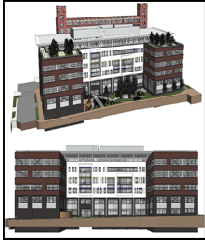
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Google Building

A proposed SP-7 office property containing 211,238 SF of rentable area, single tenant, to be completed in 2016, located in Pittsburgh CBD, PA. Valuation for a regional lender.



Omega Corporate Center

A Class A office property containing 287,846 SF of rentable area, 23 tenants, constructed in 2001, located in Robinson Township, PA. Valuation for a national financial group.



Ansys Building

A Class B office property containing 186,000 SF of rentable area, single tenant, constructed in 2014, located in Cecil Township, PA. Valuation for a regional developer.



Consol Headquarters

A single tenant Class A, office property containing 322,528 SF of rentable area, constructed in 2008, located in Cecil Township, PA. Valuation for a regional lender.



One North Shore Center

A Class A, office property containing 96,526 SF, 11 tenants, constructed in 1983 and renovated in 1993, located in Pittsburgh CBD, PA. Valuation for a national lender.



The Gardens at Market Square

A proposed office and hotel property containing 14,436 SF of retail space, 127,979 SF of office space and 198 hotel rooms, to be completed in 2016, located in Pittsburgh CBD, PA. Valuation for a national lender.



Retail Assignments

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The Old Mill

A retail property containing 170,139 SF; built in 2014; located in South Strabane Township, PA. Valuation prepared for a regional lender.



Wexford Plaza

A community shopping center containing 149,250 SF; built in 1969 with renovations in 1988, 2006, and 2012; located in Pine Township, PA. Valuation prepared for a real estate investment firm.



Richland Mall

An existing retail property containing 227,583 SF in two buildings and four outparcels, constructed in 1979; located in Richland Township, PA. Valuation prepared for a national lender.



Clearview Mall

A regional mall containing over 763,724 SF; built in 1981; renovated in 1999; located in Center Township, PA. Valuation prepared for a major regional law firm.



Regency Mall

An existing retail property containing 167,326 SF of gross leasable area; built in 1969; located in White Township, PA. Valuation prepared for a national lender.



Plaza at Robinson Town Centre

A existing regional shopping center that includes a 456,209 SF retail center and eight outparcel buildings; built in 1988; located in Robinson Township, PA. Valuation prepared for a national insurance company.



Multifamily Assignments

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Bakery Living I & II

A two phase existing and proposed multifamily property; built in 2014 and 2015; located in City of Pittsburgh, PA. Valuation prepared for a commercial mortgage firm.



Sky Vue

A proposed 389 unit, high-rise multifamily property; will include a 358-space parking garage; located in City of Pittsburgh, PA. Valuation prepared for a national bank.



Eastside III

A proposed mixed-use property containing 360 apartment units, 43,263 SF of retail space, and a 554 space parking garage; to be completed in 2016; located in City of Pittsburgh, PA. Valuation prepared for a national bank.



Walnut on Highland

An existing multifamily property containing 117 luxury apartment units and 6,991 SF of ground level retail space; built in early 1990's, renovated in 2013; located City of Pittsburgh, PA. Valuation prepared for a mortgage finance firm.



Village of Laurelwood

A 439 unit, multifamily property; built in 1987 through 1994; located in Cranberry Township, PA. Valuation prepared for a regional bank.



Three Crossings

A proposed mid-rise multifamily development to contain 300 dwelling units in two buildings; to be completed in 2016; located in City of Pittsburgh, PA. Valuation prepared for a national bank.



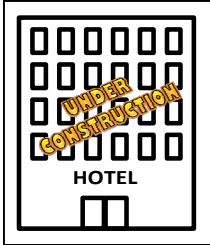
Hospitality Assignments

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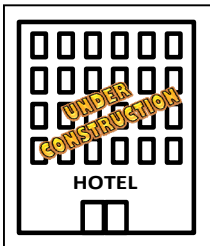
Hilton Garden Inn—Airport

A proposed 5-story, 118 room hotel, a GBA of 86,647, and situated on 3.15 acres, located in Robinson Township, PA. Valuation for a regional lender.



Omni William Penn

An existing upper-upscale hotel property containing 596 rooms and 878,667 SF of GBA; located in City of Pittsburgh, PA. Valuation for a regional law firm.



Hampton Inn & Suites

A proposed five-story hotel containing 100 rooms and 66,013 SF of GBA; located in Robinson Township, PA. Valuation for regional lender.



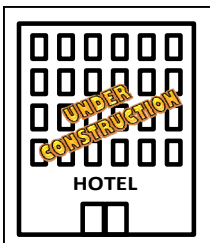
Crowne Plaza

An existing high-rise, full service hotel containing 179 rooms, a GBA of 143,462, and situated on 5.41 acres; located in Bethel Park, PA. Valuation for a regional lender.



Holiday Inn Express

An existing express hotel containing 72 rooms, a GBA of 42,316, and situated on 11.37 acres; located in Greensburg, PA. Valuation for a regional lender.



Candlewood Suites

A proposed mid-scale, extended stay hotel property containing 66 rooms, a GBA of 63,763, and situated on 1.464 acre; located in Millcreek Township, PA. Valuation for a regional lender.



Senior Housing Assignments

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The Brier Skilled Nursing Facility

A skilled nursing facility licensed with 90 beds located in Ronceverte, WV. Valuation for a regional lender.



VNA Hospice

A 12-unit hospice facility which includes 7,800 SF of unfinished space for future expansion, located in Butler, PA. Valuation for a regional lender.



Schenley Gardens

An assisted living facility with 162 units located in Pittsburgh, PA. Valuation for a national lender.



Shepherd of the Valley

An existing assisted living and independent living community with 66 assisted living units and 86 independent living patio homes, located in Poland, OH. Valuation for a regional lender.



Hattie Lartham Group Care Home

A 130-bed group care home for children with intellectual and physical disabilities, located in Mantau, OH. Valuation for a national lender.



West Virginia Assignments

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Alan B. Mollohan Innovation Center

An existing office property containing 107,397 SF of rentable area; Fairmont Bridgeport, WV. Valuation for a national lender.



National Armature

An industrial property containing 34,000 SF of GBA on a 2.57 acre site; built in 1990, located in Holden, WV. Valuation for a regional lender.



Country Club Village Apartments

An existing multifamily property containing 122 dwelling units, constructed in 1972 and renovated in 1993 and 2001; located in Loudon District, WV. Valuation for a national lender.



Chaplin Hill Plaza

A proposed two story mixed use commercial property to be constructed in the Gateway commercial subdivision; designed to contain a combination of retail spaces and seven apartments, to be located in Westover, WV. Valuation for a regional lender.



Harvest Ridge Subdivision

The remaining lots in the Harvest Ridge Subdivision, located south of Morgantown, WV; total of 40 lots at completion; Valuation for a regional lender.



West Run Business Park

An industrial subdivision to contain a total of 63,300 SF of rentable area in nine buildings, three buildings are currently completed and construction of the remaining buildings is now beginning, site area of 10.45 acres, located in Morgantown, WV; Valuation for a regional lender.



Areas of Specialization

Regional Malls and Specialty Retail
Self Storage
Medical Office Buildings
Student Housing
Active Adult Communities
Churches
Parking Garages

- **Comprehensive market, development, and feasibility studies**
- **Regional malls and complex retail**
- **Custom real estate studies for private clients**
- **Right-of-way / eminent domain**
- **Senior housing and health care facilities**
- **Low income and moderate housing**
- **Recreational and resort (land, condos, lodges, fractional interests, hotels, and resorts)**
- **Subdivision and transitional land analyses**
- **Tax appeal, use and market studies**
- **Expert witness (testimony)**
- **Urban renewal and reuse analyses**
- **Real estate counseling for public and private-sector clients**
- **Valuation for trust and estate planning**
- **Valuation for purchase price allocations and financial reporting**

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Client List

Financial Institutions and Lenders

Aegon USA
Allegheny Valley Bank
Allstate Insurance
Ameriserv Financial
BB&T
Bank of America
Bank of NY Mellon
Bonz/REA
Capmark Financial Group
Citizens Bank
Citizens Holding Company
Clear Mountain Bank
Comercia Bank
Deutsche Bank Mortgage Capital
Dollar Bank
Enterprise Bank
ESB Bank
Evanston Financial
Fifth Third Bank
Firsttrust Bank
First Commonwealth Bank
First Community Bank
First National Bank
First Niagara Bank
GE Commercial Finance
Harris Bank
Huntington National Bank
ING Investment Management
JP Morgan Chase
Key Bank
M&T Bank
MVB Bank
NexTier Bank
Northwest Savings Bank
PNC Bank, NA
Premier Bank
Principal Financial Group
S&T Bank
Sandtander Bank
Somerset Financial & Trust
Sovereign Bank
SunTrust Bank
Susquehanna Bank
Transamerica Corporation
U.S. Bank
United Bank
Wells Fargo
WesBanco

Investment Banks/Pension Fund Advisors/ REITS

Ameriserv Financial
Bellwether Enterprise
CBRE Melody & Company
CBRE Mortgage
Centerline Capital
FCC Capital Corporation
Grandbridge Real Estate Capital
Holiday Fenoglio Fowler, LP
ING Clarion Capital
Midland Mortgage
PenTrust Real Estate Advisory
Secore Financial Corporation
Washington Capital

Government & Corporations

Alco Parking
American Eagle Outfitters
AT&T
Bayer Corporation
City of Pittsburgh School District
Commonwealth of Pennsylvania
Exxon Company
Gateway School District
General Services Administration (GSA)
IBEW—Local 5
Interstate Acquisition Services
Joy Manufacturing Machinery
Lawrenceville Corporation
PennDOT (Department of Transportation)
Pittsburgh Cultural Trust
RAAC
RIDC
Ross Development Company
The Salvation Army
South Side School District
Sunoco, Inc.
UPMC Corporate Real Estate
URA Pittsburgh
US Army Corps of Engineers
US Department of Justice
US Small Business Administration
University of Pittsburgh
West Penn / Allegheny Health Systems
West Virginia Housing Development Fund
Westinghouse Electric Company

Developers & Investors

Armstrong Development
Burns & Scalo Real Estate Development Company
Carnegie Office Park
CBRE Melody & Company

CBRE Mortgage
Chapman Properties
Chaska Property Advisors, Inc.
Continental Development Co.
Elmhurst Group
EQA Landmark Communities
The Ferchill Group
The First City Company
Hawthorne Partners
Hillman Properties
Horizon Properties Group, LLC
Kacin, Inc.
Kossman Development Company
Lincoln Properties
Madison Realty Group
Massaro Properties, LLC
McHolme Builders, Inc.
McKees Rocks Industrial Enterprises
National Development Corp.
New Economy Business Park
Oxford Development Company
Phillips Development
Ralph A. Falbo, Corporation
Silk & Stewart Development
Soffer Organization
Walnut Capital Partners

Law Firms

Buchanan Ingersoll & Rooney PC
Dickie, McCamey & Chilcote
Duane Morris, LP
Eckert Seamans Cherin & Mellot
Goehring Rutter Boehm
Hollinshead, Mendelson, Bresnahan & Nixon
K&L Gates LLP
LeBoeuf, Lamb, Greene & MacRae LLP
Jones Day
Maiello Brungo & Maiello, LLP
MacDonald Illig Jones Britton
Pepper & Hamilton
Pietragallo Gordon Alfonso Bosick & Rispanti
Reed Smith, LLP
Sebring & Associates
Strausberger, McKenna, Gutnick & Gefsky
Steptoe & Johnston, LLP
Thorpe Reed & Armstrong, LLP
Weiss Burkardt Kramer, LLC
Wilke Farre & Gallagher LLP

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Paul D. Griffith, MAI, CRE, FRICS

Experience

Actively engaged in real estate valuation and consulting since 1979. Prior work experience includes appraisals on all types of properties throughout the Eastern and Mid-Atlantic regions of the country. Specialty areas include complex valuations of development properties, special purpose properties, eminent domain, complex litigation assignments, and all types of income producing properties. Mr. Griffith also provides consulting services in the form of market studies, feasibility studies, and economic impact studies. Mr. Griffith also has prepared market studies and appraisals in compliance with the HUD MAP program. He has managed numerous large national portfolios with over 100 properties.

Licenses

Pennsylvania, General Appraiser, GA000261L, Expires June 2017
West Virginia, General Appraiser, CG372, Expires September 2017
Ohio, General Appraiser, 2007001203, Expires March 2017
Maryland, General Appraiser, 10225, Expires September 2019
New Jersey, General Appraiser, 42RG00238900, Expires December 2017

Education

Bachelor of Business Administration, Pennsylvania State University

Douglas A. Herold, MAI

Experience

Actively engaged in real estate valuation and consulting since 1991. Prior work experience includes appraisals on hundreds of properties, including, but not limited to, multi-family apartments, low-rise to high-rise office buildings, various retail centers and malls, industrial facilities, hotels/motels, and vacant land.

Licenses

Pennsylvania, General Appraiser, GA001265L, Expires June 2017
Ohio, General Appraiser, 200301761, Expires June 2017
West Virginia, General Appraiser, CG376, Expires September 2017

Education

Bachelor of Science, Real Estate, Pennsylvania State University



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Thomas M. Korpiel, MAI

Experience

Actively engaged in real estate valuation and consulting since 1993. Prior work experience includes appraisals on hundreds of properties, including, but not limited to, medical office buildings, retail centers, net lease retail and office properties, and vacant land.

Licenses

Pennsylvania, General Appraiser, GA001023L, Expires June 2017
Maryland, General Appraiser, 3724, Expires June 2019

Education

Bachelor of Science, Springfield College
Master of Education, Ohio University
Master of Business Administration, George Washington University

John P. Sozansky, MAI

Experience

Actively engaged in real estate valuation and consulting since 1992. Prior work experience includes appraisals on all types of properties throughout Pennsylvania, New York, West Virginia and Ohio. He specializes in Industrial, Lodging and Special use properties including schools, churches, convenience stores and self-storage properties.

Licenses

Pennsylvania, General Appraiser, GA000890L, Expires June 2017

Education

Bachelor of Arts, University of Pittsburgh

Edward Butler, MAI

Experience

Actively engaged in real estate valuation and consulting since 1993. Prior work experience includes appraisals on all types of properties throughout West Virginia. Appraisals have been performed on various properties, including but not limited to convenience stores, neighborhood and community shopping centers, apartment complexes, single-tenant and multi-tenant industrial buildings, low-rise to high-rise office buildings, mixed used facilities, residential and commercial subdivisions, and vacant land.

Licenses

West Virginia, General Appraiser, CG320, Expires September 2017
Maryland, General Appraiser, 12098, Expires June 2018

Education

Bachelor of Science, Secondary Mathematics, West Virginia University



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Stephen A. Manning, MAI, SRA

Experience

Actively engaged in real estate valuation and consulting since 1983. Appraisals have been performed on various properties, including but not limited to vacant land, single family, multi-family, convenience stores, office, industrial, and vacant land for various purposes including condemnation, financing, and asset evaluation.

Licenses

Florida, General Appraiser RZ492

Georgia, General Appraiser, 350111

Pennsylvania, General Appraiser, GA003961, Expires June 2017

Ohio, General Appraiser, 2013002771, Expires August 2017

Education

B.A. Degree, Real Estate and Urban Land Economics, University of North Florida

Mickey Droney, MAI

Experience

Actively engaged in real estate valuation with Integra Realty Resources – Pittsburgh since June, 2003. Appraisals have been performed on various properties, including, but not limited to, neighborhood and community shopping centers, apartment complexes, multi-tenant industrial buildings, single and multi-tenant office buildings, mixed use facilities, vacant land, and vacant land for condemnation.

Licenses

Pennsylvania, General Appraiser, GA003591, Expires June 2017

Education

Bachelor of Arts, Political Science, Denison University

Michele L. Allerton, MAI

Experience

Actively engaged in real estate valuation with Integra Realty Resources – Pittsburgh beginning in 2000. Appraisals have been performed on various properties, including, but not limited to, Senior Housing and Healthcare properties (CCRC, skilled nursing facilities, assisted living facilities), condominium development, subdivision development, apartment complexes, Low Income Housing Tax Credit proposed development, low-rise to high-rise office buildings, mixed used facilities and vacant land for various purposes including financing and asset evaluation.

Licenses

Pennsylvania, General Appraiser, GA003405, Expires June 2017

Ohio, General Appraiser, 2011001372, Expires June 2017

West Virginia, General Appraiser, CG372, Expires September 2017

Education

Bachelor of Science, Accounting, Pennsylvania State University



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Pamela R. Yeschenko

Experience

Actively engaged in real estate valuation and consulting since 1999. Prior work experience includes appraisals on various properties, including, but not limited to, neighborhood and community shopping centers, apartment complexes, single-tenant and multi-tenant industrial buildings, various power plants, low-rise to high-rise office buildings, proposed condominium and single family developments, mixed used facilities, and vacant land. Appraisals have been performed for condemnation purposes, estate planning, financing, and asset evaluation. Appraisals and market studies have been completed on proposed, partially completed, renovated, and existing structures.

Licenses

Pennsylvania, General Appraiser, GA003405, Expires June 2017
West Virginia, General Appraiser, CG378, Expires September 2017

Christopher Frederick

Experience

Actively engaged in real estate valuation and consulting since 2001. Prior work experience includes appraisals on office, retail, intuitional, apartment, industrial, acreage, car wash, gas stations and mixed-use properties. Appraisals have been performed for divorce proceedings, ad valorem tax appeals, financing, asset valuation and eminent domain proceedings.

Licenses

Pennsylvania, General Appraiser, GA003522, Expires June 2017

Jonathan Kuzma

Experience

Actively engaged in real estate valuation with Integra Realty Resources – Pittsburgh since July, 2006. Appraisals have been performed on various types of commercial properties, including, but not limited to, neighborhood and community shopping centers, single and multi-tenant industrial buildings, multi-tenant office buildings, net leased properties, mixed-use facilities, vacant land, gasoline service stations and land for condemnation.

Licenses

Pennsylvania, General Appraiser, GA003522, Expires June 2017

Education

B.A. Degree, Economics and History, College of William and Mary, Williamsburg, Virginia, (2005)



Corporate Profile

Integra Realty Resources, Inc. offers the most comprehensive property valuation and counseling coverage in the United States with 49 independently owned and operated offices in 32 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 Senior Managing Directors follows:

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