



**I**NTEGRA Realty Resources  
*Local Expertise...Nationally*





## NATIONAL OVERVIEW

Integra Realty Resources, Inc. provides world-class commercial real estate valuation, counseling, and advisory services. In fact, we are now the largest property valuation and counseling firm in the United States, with more than 55 local offices coast to coast.

Each Integra office is managed by a director with an average of 25 years of commercial real estate experience in their local markets. This experience, coupled with our understanding of how national trends affect local markets, empowers our clients with the unique knowledge, access and historical perspective they need to make the most informed decisions.

Many of the nation's top financial institutions, developers, corporations, law firms, and government agencies rely on our professional real estate opinions to best understand the value, use, and feasibility of real estate in their market.

Experience Integra's perspective today. And make better decisions tomorrow.

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# OUR SERVICES

More than 650 professionals, focused entirely on valuation and counseling of real estate, are available to provide these services across virtually all property types and areas of expertise, including:

- **Property Valuation**
- **Real Estate Counseling**
- **Expert Witness and Litigation Support**
- **Specialty Expertise**
- **Portfolio Valuation**

We deliver value-added services to clients through diligent research, analysis and well-documented, unbiased opinions. Our services are supported by five principles that maximize our value to clients. They are:



- **National coverage with local expertise.**  
With Integra, you get the broadest national coverage with over 55 offices across the country. Every office is led by a Managing Director with an average of 25 years of experience in the local commercial market.
- **A valuation focus.**  
Our business is dedicated to valuation and counseling. Integra is not engaged in brokerage or accounting. We are seldom faced with conflicts, and we have only one interest in mind: yours.
- **Single point of contact.**  
Integra is committed to streamlining the management and delivery of



large assignments so our clients have confidence and direct contact with the appropriate individuals. We carefully train and appoint portfolio and project-management experts who are dedicated to an assignment from beginning to end. Contact our corporate headquarters, the Managing Director in the location of the property, or the Managing Director of your choice to experience the power of Integra.

- **A history of education and innovation.** Every client has individual goals, objectives, and other singular business requirements. Integra's depth of talent gives us the flexibility to solve complex commercial real estate

matters with innovative thinking to custom-fit solutions. Our professionals are committed to embracing new technology and research methods to better analyze the market.

- **Standardized analytics and reporting.** Integra has developed best-in-class technology that provides a standardized valuation process and uniform research reports for clients, that can be custom tailored to fit your unique needs. Our applications use data compiled from local market conditions, a national database, and proprietary analytical models to deliver consistent results across multiple market assignments.

# PROPERTY VALUATION

Real estate valuation is the heart of our professional services. We deliver these services within a scope customized to each client's need. Our competencies run the gamut of standard commercial and specialty asset classes for valuation service needs, including:

- Capital market transactions
- Valuation for financial reporting (VFR)
- Property assessment, revaluation, and tax protest
- Institutional, pension fund, REIT, and bank financing
- Open space preservation/government acquisition
- Matrimonial/equitable distribution
- Private and corporate estate planning/estate filing
- Corporate planning, accounting, and strategy
- Securities and exchange (SEC) compliance
- Pipeline and corridor acquisition and disposition
- Property damage valuation and claims against value loss
- Property and business disputes
- Private and investment equity buy-sell decisions
- Asset management and fund performance tracking
- Arbitration/dispute resolution
- Appraisal reviews and portfolio-level analytics
- Government investigations, fraud, or claims
- Government mark-to-market accounting
- Forensic valuation studies

These services are supported by customized analysis and research, and a comprehensive understanding of the scope and requirements relevant to each valuation. We draw upon the collective experience of over 160 MAIs and 680 local professionals in over 55 offices nationwide to exceed the expectations of our clients.

# COUNSELING AND EXPERT ADVICE

Every day corporate, institutional, government, and public sector organizations across America rely on Integra's counseling and expert advice to develop profitable real estate policies, strategies, and investment decisions.

Our real estate counsel complements our valuation services, and is augmented by our broad access to national and local resources. Clients use our extensive market research, specialized skills, and deep experience to gain strategic insight into any and all land uses.

In the end, our counseling and expert advice helps clients make highly-informed decisions that increase efficiency and performance, and produce greater returns on their real estate investments.

Here is a small sampling of counseling and expert advice services we provide. Please feel free to ask us how we can meet your specific needs.

- **Enhanced market analysis**
- **Enhanced feasibility analysis**
- **Due diligence**
- **Commercial and multi-family rental studies**
- **Lease analysis/asset maximization**
- **Master planning/economic development planning**
- **Government audit and disposition studies**
- **Mixed use property analytics**
- **Title and partial interest issues**
- **Real estate strategies for business consulting**



# LITIGATION AND EXPERT WITNESS

Engaging the right expert can make the difference in an important case. But finding unbiased, non-conflicted experts can be difficult. Integra gives you access to world-class real estate experts that can put your litigation team ahead of the opposition.

Integra's professionals are leading industry experts on a wide variety of real estate topics. They have developed winning methodologies and models through research and teaching valuation courses, and apply those techniques and theories to clients' cases every day.

Our professionals are credentialed, regularly quoted in the media, and accepted at the highest legal venues for testimony in real estate cases nationwide.

## *Integra's areas of litigation expertise include:*

- **Bankruptcy**
- **Eminent domain**
- **Estate planning and probate**
- **Zoning and land use**
- **Partnership dissolution**
- **Environmentally impaired properties**
- **Easement valuations**
- **Title disputes**
- **Lease disputes**
- **Litigation support**
- **General business valuation**

Litigation expertise is strictly confidential. Please feel free to contact a Managing Director near your property or market, and ask them for help and references related to your specific matter.

# SPECIALTY EXPERTISE

Real estate is increasingly specialized. Integra's response is to continually develop domain expertise beyond the industry's traditional competencies. Today, Integra has dedicated professionals nationwide who focus exclusively on specific asset classes and services. These include:

- Senior Housing and Health Care Facilities
- Lodging and Hospitality
- Regional malls and complex retail
- Corporate and Public Finance
- Mixed-use Developments
- Self-storage Facilities
- Residential Subdivision and Land Development
- Condominiums
- Golf courses
- Student Housing
- Child care Facilities
- Marinas
- Agricultural
- Gaming
- Low income and moderate housing
- Financial reporting under FASB and IASB rules

Again, these specialty services are available in addition to our comprehensive standard real estate services, which include land, office, retail, industrial, and multi-family properties.

Put simply, Integra gives you one-stop access to the broadest range of expert and industry coverage.



# PORTFOLIO VALUATION

Integra's focus on valuation covers individual properties, and extends to large, multi-property assignments. Our valuation and consulting experience spans the spectrum of property types. Some of our large-scale portfolios in the United States include:

- **164 retail shopping centers (supermarkets) for a major U.S. financial institution**
- **32-facility, self-storage portfolio for a U.S. pension fund**
- **12,500 units; 36 multi-family projects for a corporate owner**
- **21-property, industrial portfolio for a pension fund**
- **900 branch banks and office buildings for a major Wall Street lender/advisor**
- **351 senior housing facilities for a major U.S. investment bank**
- **194-property portfolio that included subdivisions in various stages of completion for a major financial services institution**
- **1,500 grocery/drug stores for a major Wall Street lender/advisor**

We have developed an unrivaled portfolio valuation process that we customize to each client's individual needs, allowing us to deliver superior service and client satisfaction.

Our portfolio process begins by connecting clients to an Integra professional who becomes the single point of contact throughout the project. A project team is dedicated to support your contact and creates a reporting template tailored to fit your needs and objectives.

Through our proprietary Web-based database and valuation management platform, Marketpoint and Datapoint, we create templates that automate the delivery of uniform reports, while maintaining customization capabilities. These templates are used on each assignment to ensure consistent reporting.

Field work and statistical analysis are then performed and carefully reviewed for quality assurance. Once approved, a summary of preliminary findings and conclusions are presented to you for review and discussion.

Integra's valuation methodologies and appraisal services are always adapted to fit your individual needs and objectives. And because our commitment to quality is never compromised by conflict of interest, our clients receive the most accurate, reliable service in a timely manner, which is critical to the successful execution of every real estate transaction.

# INTEGRA Realty Resources

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