



INTEGRA REALTY RESOURCES

IRR | PHILADELPHIA

COMMERCIAL REAL ESTATE
VALUATION & CONSULTING



25+

years serving Philadelphia
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.*

600+

appraisals completed
annually

RECENT APPRAISAL ASSIGNMENTS OF NOTABLE AND VARIED ASSETS

Office



- **Maryland 95 Corporate Center, 14400 Sweitzer Lane, Laurel, MD 120,000 SF**
- Seven Tower Bridge, 110 Washington Street, Conshohocken, PA, 260,000 SF
- 16000-20000 Horizon Way, Mount Laurel, PA, 102,240 SF
- 794 & 820 Penllyn Blue Bell Pike, Blue Bell, PA, 34,128 SF
- 351 East Conestoga Road, Wayne, PA, 4,830 SF

Industrial



- **30 Ludwig Court, Shoemakersville, PA, 600,238 SF**
- 9401 Blue Grass Road, Philadelphia, PA, 276,180 SF
- 425 Stump Road, Montgomeryville, PA, 171,646 SF
- 3450 Salmon Street, Philadelphia, PA, 100,126 SF
- 5101 Cottman Avenue, Philadelphia, PA, 22,000 SF

Multifamily



- **The Royal Athena, 600 Righters Ferry Road, Bala Cynwyd, PA, 292,831 SF/275 Units**
- Alden Park, 5500 Wissahickon Avenue, Philadelphia, PA, 996,696 SF/677 Units
- Glen Hollow Apartments, 1100 Newportville Road, Croydon, PA, 575,280 SF/650 Units
- Dockside 717 S Columbus Drive, Philadelphia, PA, 539,840 SF/242 Units
- Wyncote House, 25 Washington Lane, Wyncote, PA, 454,240 SF/304 Units
- North Bank, Beach Street and Cumberland, Philadelphia, PA, 700+ Units

Retail



- **Penrose Plaza Shopping Center, 2900 Island Ave, Philadelphia, PA, 281,725 SF**
- Boulevard Plaza, 11000 Roosevelt Blvd, Philadelphia, PA, 355,543 SF
- 265 Baltimore Boulevard, Westminster, MD, 29,965 SF
- Oaks Shopping Center, 1516 Egypt Road, Collegeville, PA, 63,564 SF
- Smithfield Gateway, Route 209, East Stroudsburg, PA, Various Phases

Hospitality



- **Hilton Capitol Hill 525 New Jersey Ave NW, Washington, D.C., 260,010 SF/267 Rooms**
- Renaissance Hotel, 701 W Hamilton Street, Allentown, PA 153,097 SF/170 Rooms
- Sofitel Philadelphia, 120 S. 17th Street, Philadelphia, PA, 266,000 SF/306 Rooms
- Joseph Ambler Inn, 1005 Horsham Road, Horsham PA, 45,591 SF/52 Rooms
- Mansion on Main, 7000 Main Street, Voorhees, NJ, 38,596 SF

Specialty Assignments



- **Keystone Academy Charter School, 4521 Longshore Avenue, Philadelphia, PA**
- Greate Bay County Club, 901 Mays Landing Road, Somers Point, NJ
- Amtrak Portfolio, Philadelphia PA
- Development Land, Palmyra NJ
- Submerged Waterfront Land, Philadelphia, PA

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 across all property types. IRR-Philadelphia provides valuation and advisory services to various financial institutions, corporations, private clients, developers, domestic and international investors, governmental agencies, real estate owners, and other professionals concerned with the value, use, and feasibility of real property. Through developing our team relationships, our specialty appraisal practices have evolved to create high quality, industry-leading standards.



Raja P. Waran, MAI, Senior Managing Director

Mr. Waran actively provides valuation and advisory services for various purposes including financial reporting, litigation support, ad valorem tax appeal, estate planning, and loan underwriting, as well as for various government purposes. His prior experiences include roles at TD Bank, FTI Consulting, American Appraisal Associates, New Jersey Housing and Mortgage Finance Agency, Real Estate Advisory and Development Services, and the Middlesex County Planning Department.



Albert R. (Chip) Hughes, MAI, CRE, Executive Director

Mr. Hughes has been directly involved in Real Estate Appraisal and Consulting since 1985 and has been providing valuation services to the Philadelphia MSA since 1993. He is a Past President of the Philadelphia Chapter of the Appraisal Institute, a Past President of the Tristate Commercial Realtors Association, and current President of the Philadelphia Chapter of the Counselors of Real Estate. Mr. Hughes conducts extensive professional level teaching at local universities including Villanova, Temple, and Wharton, as well as for the Appraisal Institute and numerous local realtor boards.



Michael P. Hedden, MAI, CRE, FRICS, Managing Director

Mr. Hedden has extensive experience in the valuation of investment and user-based specialized real estate and real estate-related enterprises. He has over 40 years of experience in all aspects of market analysis and valuation, including industrial, commercial, residential, and special purpose properties. He has developed broad experience in the valuation of properties with detrimental conditions and is a recognized expert in the valuation of property suffering from environmental contamination.



Kent P. Brustlin, MAI, Managing Director

Mr. Brustlin's expertise includes extensive experience in virtually all commercial property types including office buildings, retail centers, industrial buildings, apartment complexes, subdivisions, land, recreational, healthcare, student housing, and special use properties such as churches and schools. Kent's comprehensive range of consulting services include highest and best use analysis, feasibility studies, purchase and disposition analysis, tax analysis, estate portfolios, as well as litigation support and expert witness testimony. Working closely with other nationwide IRR offices, Mr. Brustlin also provides national portfolio services.

OUR CLIENTS

Banks/Services

- Artisans' Bank
- BB&T
- BNY Mellon
- Bryn Mawr Trust Company
- CIBC
- CIT Bank, N.A.
- Citizens Bank, N.A.
- Collateral Evaluation Services, LLC
- Columbia Bank
- Cushman & Wakefield Global Services, Inc.
- Customers Bank
- Essa Bank & Trust
- Fifth Third Bank, National Association
- First Citizens Bank & Trust Company
- Fulton Financial Corporation
- Harford Bank
- HSBC Bank USA
- Huntingdon Valley Bank
- JP Morgan Chase Bank
- Key Bank
- LinkBank
- Lookingglass, LTD Technical Services
- M&T Bank
- Meridian Bank
- Mesa West Capital
- Mountainseed Appraisal Management, LLC
- North Side Bank & Trust Company
- OceanFirst Bank
- Penn Community Bank
- People's United Bank, N.A.
- PNC Bank
- QNB
- ReadyCap Commercial, LLC
- Republic Bank
- Santander Bank, N.A.
- Service 1st, LLC
- Severn Savings Bank, FSB
- Sterling National Bank
- Swift Real Estate Solutions
- TD Bank, N.A.
- The National Bank of Malvern
- The Oxford Group
- The Washington Trust Company
- TIAA Bank
- Tompkins VIST Financial
- Truist Bank
- Union Community Bank
- Univest Corporation
- Wells Fargo
- WSFS Bank

Government & Organizations

- City of Philadelphia
- Delaware Department of Transportation
- Archdiocese of Philadelphia
- Nativity BVM Roman Catholic Church
- Our Lady of Rosary Church
- Natural Lands
- Pennsylvania Housing Finance Agency
- U.S. Department of the Interior
- U.S. General Services Administration
- USPS (United States Postal Service)

Owners/Investors/Services

- AXA Investment Management
- Amtrak
- Bradford White Corporation
- Chiquita Fresh North America
- CoreCivic
- NewTower Trust Company
- WCRE/CORFAC International
- LIDL US
- Situs/RERC
- Subaru of America
- The European Union Delegation to the United States
- Washington Capital Management
- Wyatt Incorporated

LIHTC/Affordable Housing/HUD

- HDC MidAtlantic
- JLL Real Estate Capital
- PGIM Real Estate
- RedStone
- Draper & Kramer
- Pennsylvania Housing Finance Agency

Law Firms/Accounting

- Davison & McCarthy, P.C
- Fox Rothschild
- Hamburg, Rubin, Mullin, Maxwell & Lupin, PC
- Hunton Andrews Kurth LLP.
- Montgomery McCracken Walker & Rhodes LLP
- Morgan Lewis & Bockius
- Murphy Reid, LLP
- Stradley Ronon Attorneys At Law
- Teeters Harvey Marrone & Kaier LLP
- Williams & Connolly
- Zipp & Tannenbaum, LLC

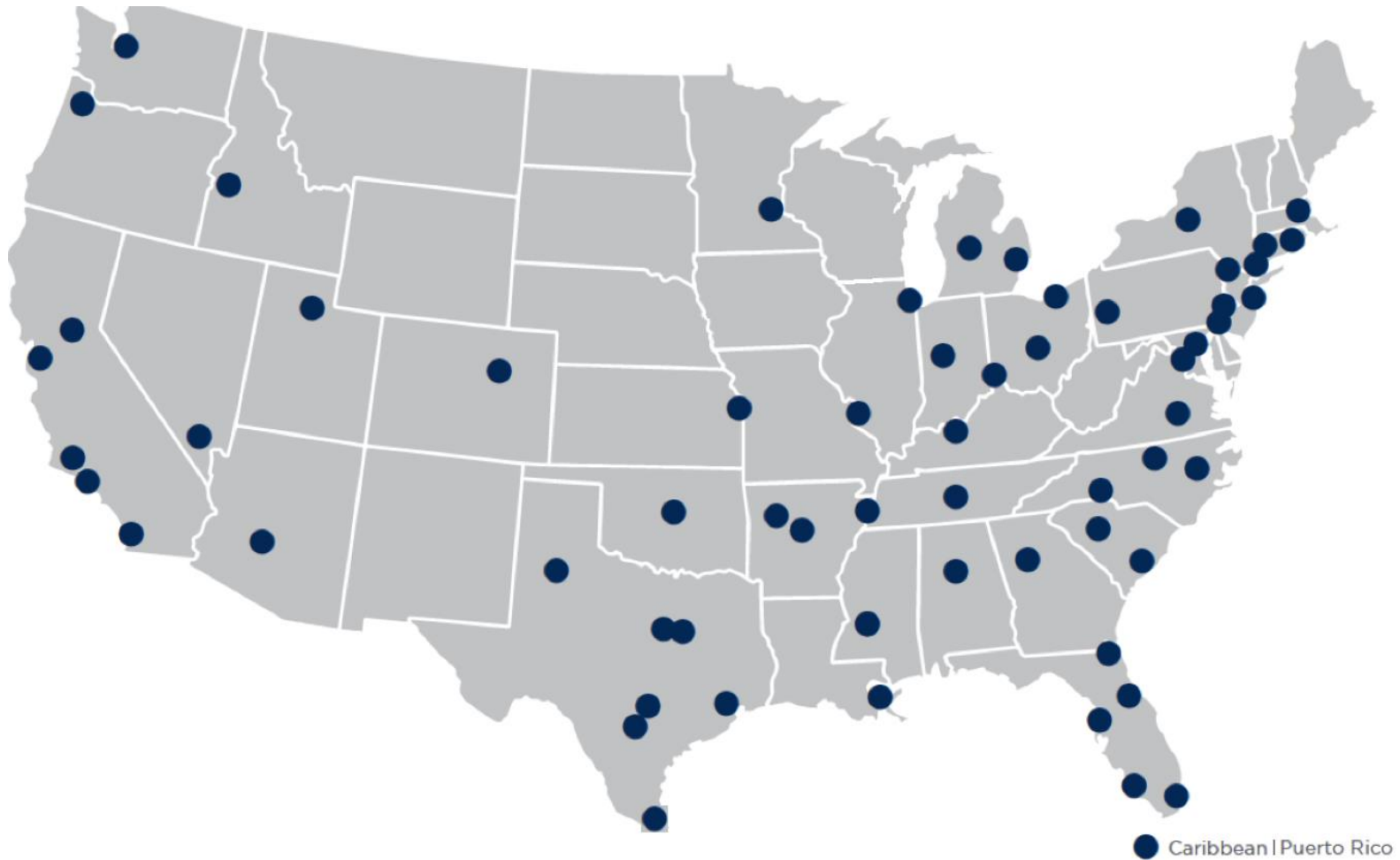
LOCAL EXPERTISE. NATIONALLY.

50+

local offices

60+

markets covered U.S. and Caribbean



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