



INTEGRA REALTY RESOURCES

IRR | INDIANAPOLIS

COMMERCIAL REAL ESTATE
VALUATION & CONSULTING



45+

years serving Indiana
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.*

2,000+

appraisals completed
annually

RECENT APPRAISAL ASSIGNMENTS OF NOTABLE AND VARIED ASSETS

Office



- **OneAmerica Tower, One American Sq, Indianapolis, IN 980,971 SF**
- Fidelity on Meridian, 11450 N Meridian St, Carmel, IN 29,230 SF
- Methodist Professional Center, 1801 N Senate Blvd, Indianapolis, IN 174,114 SF
- Saxony Medical Office, 13100 E 136th St, Fishers, IN 122,055 SF
- Ross Enterprise Center, 3495 Kent Ave, West Lafayette, IN 112,354 SF
- Lifeline Data Center, 401 N Shadeland Ave, Indianapolis, IN 330,230 SF

Industrial



- **Elanco Tech Center, 1301 S White River Pkwy E Dr, Indianapolis, IN 442,085 SF**
- Steel Dynamics, 8000 N 225 E, Pittsboro, IN 1,234,766 SF
- Coachman RV Headquarters, 423 N Main St, Middlebury, IN 990,699 SF
- Plainfield Building One, 2461 Reeves Rd, Plainfield, IN 143,000 SF
- Winfield Wastewater Treatment Plant, 7390 E 112th Ave, Winfield, IN 5,432 SF
- Refrigerated Warehouse, 4301 N 125 W, Shelbyville, IN 592,749 SF

Multifamily



- **The Ardmore, 231 N Pennsylvania St, Indianapolis, IN 332,165 SF / 131 Units**
- The Verge, 764 Greenwood Springs Blvd, Greenwood, IN 181,632 SF / 180 Units
- Penrose on Mass, 500 Massachusetts Ave, Indianapolis, IN 421,936 SF / 236 Units
- Lux on Capitol, 501 N Capitol St, Indianapolis, IN 483,208 SF / 668 Units
- The MK, 5858 N College Ave, Indianapolis, IN 176,556 SF / 100 Units
- Overture Flats, 110 Opus Ln, Lafayette, IN 322,637 SF / 262 Units

Hospitality



- **DoubleTree by Hilton, 601 Walnut St, Evansville, IN 165,472 SF / 241 Rooms**
- Baymont by Wyndham, 4402 E Creek View Dr, Indianapolis, IN 50,258 SF / 99 Rooms
- Pear Tree Inn by Drury, 9320 N Michigan Rd, Indianapolis, IN 52,821 SF / 108 Rooms
- TownePlace Suites, 708 S Meridian St, Indianapolis, IN 83,003 SF / 146 Rooms
- La Quinta Inn & Suites, 2650 Executive Dr, Indianapolis, IN 43,173 SF / 97 Rooms
- Embassy Suites, 2300 E Perry Rd, Plainfield, IN 212,999 SF / 174 Rooms

Retail



- **Rural King Portfolio, Various Indiana Locations 466,082 SF**
- Crossings at Hobart, 1825 E 80th Ave, Merrillville, IN 694,010 SF
- The Shoppes at Whitestown, 6124-6388 Mills Dr, Whitestown, IN 285,341 SF
- Mercedes Benz of Indianapolis, 3900-4000 E 96th St, Indianapolis, IN 62,903 SF
- Town Fair Center, 1018-1224 James Ave, Bedford, IN 133,584 SF
- Needler's Fresh Market, 1013 Forest Ave, Marion, IN 61,000 SF

Specialty Assignments



- **Victoria National Golf Club, 2000 Victoria National Blvd, Newburgh, IN 56,683 SF**
- Indy Jet, 3867 Aviation Way, Greenfield, IN 40,542 SF
- Two EE's Winery & Vineyard, 6808 N US 24 E, Huntington, IN 12,900 SF
- Event Center at Hamilton Memorial Park, 4180 Westfield Rd, Westfield, IN 12,559 SF
- Morristown Library, 127 E Main St, Morristown, IN 4,007 SF
- Patona Bay Resort, 9-56 EMS T33b Ln, Leesburg, IN 36,350 SF / 65 Acres

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 40 years. Through developing our team relationships, our specialty appraisal practices have evolved to create high quality, industry-leading standards. Over this 40+ 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 post offices.



Michael C. Lady, MAI, SRA, ASA, CCIM, FRICS, Senior Managing Director

Mr. Lady has over 45 years of experience serving the public in real estate valuation and consulting. Michael's initial introduction to real estate valuation was through a three-year position as a staff appraiser for the Indiana State Highway Commission. Michael is qualified as an expert witness in several courts and jurisdictions, including US Bankruptcy Court and Federal Tax Court. Mr. Lady is a founding member of Integra Realty Resources and provides leadership to the Indianapolis team.



Scott W. Larsen, MAI, CCIM, Managing Director

Mr. Larsen has been actively engaged in various types of commercial real estate valuation and consulting since 1988. Scott has performed appraisal and consulting services for a variety of financial institutions, government agencies, private corporations, etc. Mr. Larsen specializes in large multitenant retail centers and office properties, as well as post offices.



Carl H. Heckman, MAI, SRA, Managing Director

Mr. Heckman has over 30 years of experience with real estate valuation and consulting, having performed analyses on a variety of property types. Carl specializes in evaluating automobile dealerships, golf courses, residential and commercial subdivisions and self-storage facilities. Mr. Heckman is a past Chair of the local Salvation Army Advisory Board and currently chairs its Property Committee.



J. David Hall, MAI, AICP, Managing Director

Mr. Hall has almost 20 years of experience in performing real estate valuations and providing consulting services with Integra Realty resources. David also has 10 years of prior experience as a county and city planner with a broad professional background in land use planning and zoning, code development and administration, and development review. Mr. Hall is qualified as an expert witness in several courts and jurisdictions, working primarily on matters of tax review.



Leslie F. Weisenbach, Managing Director

Ms. Weisenbach has been actively engaged in real estate valuation and consulting for over 35 years. Leslie specializes in the appraisal of multifamily properties: market rate, student housing, Section 42 LIHTC affordable housing, HUD Rent Comparability Studies for Section 8 HAP Contracts and MAP Sections 220, 221(d)(3), 221(d)(4) appraisals and MAP approved market studies. Ms. Weisenbach is a member of Integra's Senior Housing Specialty Practice Group.



Geoffrey M. Lady, Managing Director

Mr. Lady has over 20 years of experience in performing real estate valuations on single-family residential properties, including high-end and estate-type properties, small income properties, and unique residential properties, as well as residential lots and land. Geoffrey is a graduate of the Real Estate Academy of Leadership (REAL) of the Metropolitan Indianapolis Board of Realtors (MIBOR).

OUR CLIENTS

	Law Firms/Accounting	Government & Organizations
<ul style="list-style-type: none"> • Associated Bank • Bank of America • BMO Harris Bank • Carrollton Bank • Centier Bank • Chemical Bank • CIBC Bank USA • CIBM Bank • Citizens State Bank • Comerica Bank • Community First Bank of Indiana • First Bank Richmond, NA • First Federal Savings Bank • First Financial Bank • Forum Credit Union • German American Bank • Greenfield Banking Company • Hendricks County Bank & Trust • Huntington National Bank • Indiana Members Credit Union • Indiana University Credit Union • Jackson County Bank • JP Morgan Chase • Key Bank • Lake City Bank • Merchants Bank of Indiana • Morton Community Bank • Mutual Savings Bank • National Bank of Indianapolis • Northwest Bank • Old National Bank • Peoples Bank • PNC Bank, NA • Peoples State Bank • Purdue Federal Credit Union • Regions Bank • Security Federal Savings Bank • Star Financial Bank • State Bank of Lizton • Stock Yards Bank & Trust • TCF National Bank • U.S. Bank • Wells Fargo 	<ul style="list-style-type: none"> • Barnes & Thornburg, LLP • Bose McKinney & Evans, LLP • Bowen & Associates, LLC • Chosnek Law, PC • Church Church Hittle & Antrim • Clark, Quinn, Moses, Scott & Grahn, LLP • Coots Henke Wheeler • Cross Glazier Burroughs, PC • Dentons Bingham Greenebaum, LLP • Donohoe Irvin, PC • Eagle & Fein, PC • Ermswiler, Williams, Noland & Clarke, PC • Faegre Drinker Biddle & Reath • Goodsmith Gregg & Unruh, LLP • Hall, Render, Killian, Heath & Lyman, PC • Huddleston & Huddleton • Ice Miller, LLP • Katz Sapper & Miller • Mallor Grodner • Plews Shadley Racher & Braun • Stewart Wald & McCulley • Stoll Keenon Ogden, PLLC • Taft Stettinius & Hollister, LLP • Wilson Kehoe Winigham, LLC • Webster & Garino, LLC 	<ul style="list-style-type: none"> • Central Indiana Land Trust • City of Beech Grove • City of Indianapolis • City of Kokomo • City of Lawrence • Columbus Municipal Airport • Dubois County Assessor • Fort Harrison Reuse Authority • Greater Kokomo Economic Development Alliance • GSA (Government Services Administration) • Hancock County Assessor • Indianapolis International Airport • Lake County Assessor • Marion County Assessor • Salvation Army • Town of Bargersville • Town of Clarksville • Town of Edinburgh • Town of Fortville • Town of Speedway • Town of Winfield • Town of Zionsville • USPS (United States Postal Service) • US Small Business Administration • Vanderburgh County Assessor
	Developers/Owners	Health Care
	<ul style="list-style-type: none"> • Barrett & Stokely, Inc. • Edward Rose & Sons • Force Holdings, LLC • Fresh Encounter, Inc. • Girls, Inc. • Holladay Properties • Postal Realty, LP • TDS Telecom • Tonn & Blank Construction, LLC • Valenti-Held Group • Vision Properties • World Wide Motors, Inc. 	<ul style="list-style-type: none"> • Ascension Genesys • Decatur County Memorial Hospital • Eli Lilly & Company • Hendricks Regional Health • Indiana University Health • Medxcel Facilities Management • Mid America Clinical Labs • Riverview Health

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