



INTEGRA REALTY RESOURCES

# IRR | CHICAGO

COMMERCIAL REAL ESTATE  
VALUATION & CONSULTING



50+

years providing valuation  
and consulting services

## 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 AND/OR CONSULTING ASSIGNMENTS

## Office



- 1 S Wacker Dr., Chicago, IL, 1,387,953 SF
- Esplanade, Downers Grove, IL, 583,982 SF
- Oak Brook Executive Plaza II, Oak Brook, IL, 389,001 SF
- The Westwood I & II, Lisle, IL, 300,097 SF
- Parkway Corporate Center, Schaumburg, IL, 163,206 SF
- Deer Park – Phase II, Deer Park, IL, 76,692 SF

## Industrial



- Amazon Distribution Center, Wilmington, IL, 810,900 SF
- Michigan City Industrial Complex, Michigan City, IN, 519,150 SF
- Elk Grove Technology Park, Elk Grove Village, IL, 402,608 SF
- Bridge Point Mundelein, Mundelein, IL, 320,365 SF
- FedEx Distribution Facility, Danville, IL, 217,323 SF
- 1001 Nicholas Blvd., Elk Grove Village, IL, 50,000 SF

## Multifamily



- Cascade Apartments, Chicago, IL, 679,686 SF/503 Units
- The Streeter, Chicago, IL, 665,000 SF/481 Units
- Hubbard Place, Chicago, IL, 686,958 SF/450 Units
- 220 N Ada St, Chicago, IL, 355,081 SF/308 Units
- The Residences at Hamilton Lakes, Itasca, IL, 343,177 SF/297 Units
- 160 N. Morgan St., Chicago, IL, 315,875 SF/282 Units

## Retail



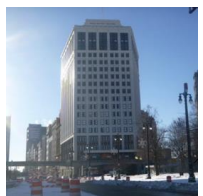
- Shoppes at Grand Prairie, Peoria, IL, 482,572 SF
- Harlem Crossings, Frankfort, IL, 48,124 SF
- Sawmill Station, Morton Grove, IL, 177,819 SF
- Southpoint Shopping Center, Arlington Heights, IL, 48,300 SF
- Southlake Mall, Hobart IN, 749,649 SF
- Bloomington Commons, Bloomington, IL, 176,431 SF

## Hospitality



- Conrad Hilton, Chicago, IL, 289 Rooms
- Marriott Pere Marquette Hotel, Peoria, IL, 286 Rooms
- French Country Inn, Lake Geneva, WI, 24 Rooms
- Embassy Suites, Schaumburg, IL, 209 Rooms
- Holiday Inn & Suites, Carol Stream, IL, 185 Rooms
- Hilton Garden Inn, Addison, IL, 145 Rooms

## Neighborhood Properties



IRR Chicago has a team of appraisers focused on smaller assets which are often owner occupied throughout the Chicago MSA. Property types range from storefronts and mixed use buildings to industrial, retail and office. Some of our Neighborhood team focus on the 5+ unit multi-family segment of the market and complete assignments both in narrative format or utilizing the cost effective 71A/B form report option.

## 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 30 years. Our team is organized by property types including office, industrial, retail, apartments, senior care, hospitality and a variety of specialty assets. Several members of our team specialize in consulting including market studies for proposed development while others are involved in litigation support on a wide variety of valuation issues. When you hire our firm, you are engaging an expert in the property type you need valued.



### Ron DeVries, MAI, SRA, Senior Managing Director

Mr. DeVries' valuation experience includes industrial, retail, office, hotel, multi-family (including FNMA/Freddie, HUD as well as LIHTC deals), and residential subdivisions for uses ranging from due diligence and financing to review appraisal. He oversees the multi-family rental market/feasibility studies for the firm along with the quarterly research of over 150,000 units in the Chicago MSA. Mr. DeVries is a frequent speaker at the Chicago Real Estate Council, the Chicagoland Apartment Association as well as private events for clients. He has testified as an expert witness in a variety of matters. Mr. DeVries is past national Chair of Education for the Appraisal Institute and previously served on the Appraisal Institute's Board of Directors, and numerous committees. Mr. DeVries is a past President of the Chicago Chapter of the Appraisal Institute and served for many years as the Chapter's Chair of Education. Ron has served on several course development teams including Principles, Procedures, Market Analysis & Highest & Best Use, Income Capitalization and a number of seminars. Mr. DeVries was also a content contributor for The Appraisal of Real Estate, published by The Appraisal Institute. He is a frequent instructor for the Appraisal Institute.



### James Kutill, MAI, Managing Director

Mr. Kutill oversees the senior care property practice including independent living (ILF), assisted living (ALF), skilled nursing (SNF) and continuing care retirement communities (CCRC). He also oversees neighborhood oriented and mid-market investment properties assignments. His valuation experience includes limited and full service hospitality, retail, office and multi-family (market rent, HUD, LIHTC and age restricted). He has extensive experience with appraisal compliance review, for a variety of property types, and has testified as an expert witness for a variety of matters. Jim is a member of the Board of Directors of the Chicago Chapter of the Appraisal Institute, and a former president of the Chicago Real Estate Council.



### Gail Lissner, SRA, CRE, Managing Director

Throughout her career, Ms. Lissner has focused on the housing/multi-family market, with a particular interest in condominium development, apartment development, and the condominium conversion/deconversion market. Gail's work with condominiums and apartments spans many decades, providing consulting services to the original Chicago condominium convertors in the 1970s, and expanding to work in the conversion market throughout the United States. Gail has produced a report on the condominium market on a quarterly basis since 1997 and is co-author of the Downtown Chicago Condominium Report, a quarterly report delineating development trends and condo pricing in Downtown Chicago. In Gail's consulting and valuation work for apartment and condominium developments, the scope of work ranges from site and building plan consultations at project inception to market and feasibility studies along with comprehensive appraisals. Her work includes both urban and suburban properties and also includes townhome and single family residential developments. Gail has also testified as an expert witness in a variety of housing matters.



### William Miller, Managing Director

Mr. Miller worked on and managed revaluations in Indianapolis, IN (250,000 parcels), Franklin Township, NJ (10,600 parcels) and Chippewa Falls, WI (350 commercial parcels). Bill was a Deputy Assessor in Indianapolis (1980-83) and joined ARC in 1984. A career focus has been modeling the income and valuation intricacies of real estate development, with an emphasis on subdivisions, high-rise apartments, leased land, retail and office market absorption. Other property types include corporate headquarters, distribution/logistic facilities, big box retail, mall/anchors, freezer/cold storage/food processing, manufacturing, hospitals, schools and easements. Assignments often entail highest and best use analysis/market feasibility. Mr. Miller has worked in 29 states. Bill heads our litigation practice. Clients retain Bill when the stakes are high and detailed analysis matters. Litigation work includes contract disputes, economic impact analysis and assessment appeals; working with assessing authorities, interveners and property owners. Trial testimony includes civil and criminal in Illinois, Indiana and Wisconsin courts as well as U.S District Courts.

## OUR CLIENTS.

### Financial Institutions and Lenders

- Alliant Credit Union
- Amalgamated Bank
- Bank of America
- BMO Harris Bank
- Busey Bank
- Centier Bank
- CIBC
- Citibank
- Citizens Financial
- Comerica
- Deutsche Bank
- Fifth Third Bank
- First Bank Chicago
- Huntington Bank
- JP Morgan Chase
- Lakeside Bank
- Midland States Bank
- Northern Trust Bank
- Old National Bank
- Old Second National Bank
- PNC Bank
- U.S. Bank
- Wells Fargo
- Wintrust Financial Corporation

### Developers/Investors

- AIMCO
- AMLI
- Centrum Properties
- Crescent Heights
- Draper & Kramer
- Equity Residential
- The Fifield Companies
- Golub & Company
- Greystar
- The Habitat Company
- The John Buck Company
- JLL
- Lennar
- Lincoln Property Company
- Magellan Development Group
- Marquette Companies
- McCaffery Interests
- Mesirow Financial
- Newcastle Limited
- Prime Group
- Prime Property Investors
- Ryan Companies
- Village Green Companies
- Vornado
- Waterton Residential
- Westfield Corporation

### Investment Banks/Pension Fund Advisors/REITS

- American Realty Advisors
- Berkadia Commercial Mortgage
- Concert Realty Partners
- Cornerstone Real Estate Partners
- Goldman Sachs
- Greystone Servicing Corp
- Heitman Financial
- Holliday Fenoglio Fowler
- Inland Mortgage Corp
- Johnson Capital
- Kensington Realty Advisors
- Love Funding Corp
- Merchants Capital
- NEBF Investments
- NorthMarq Capital
- Oak Grove Commercial Mortgage
- PNC Multifamily Mortgage
- Prairie Realty Advisors
- Principal Capital Real Estate Investors
- RREEF
- Transwestern

### Government & Organizations

- American Medical Association
- Community Investment Corporation
- Federal Deposit Insurance Corporation
- Heartland Housing
- Illinois Housing Development Authority
- Internal Revenue Service
- Mercy Housing
- National Association of Realtors
- Northwestern University
- Office of the Comptroller of the Currency
- Preservation of Affordable Housing (POAH)
- The Community Builders
- University of Chicago
- U.S. Air Force
- U.S. Army Corps of Engineers
- U.S. Departments of Housing & Urban Development
- U.S. General Services Administration
- U.S. Navy

### Law Firms/Accounting

- DLA Piper
- Freeborn & Peters
- Mayer Brown
- McDermott Will & Emery
- Nadler Pritikin & Mirabelli
- Neal & Leroy
- Rinella & Rinella
- Saul Ewing Arnstein & Lehr

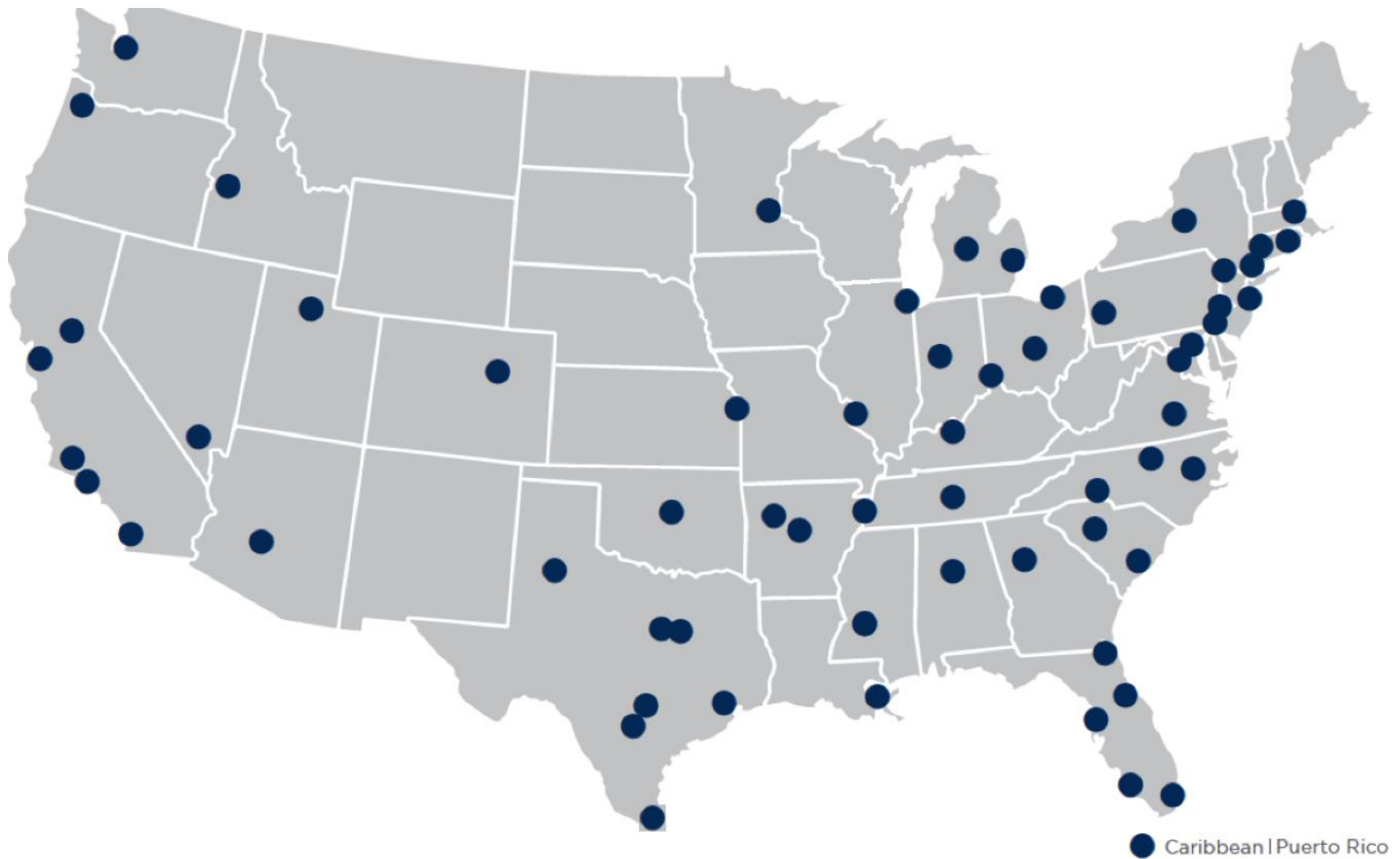
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50+

local offices

60+

markets covered U.S. and Caribbean



## NORTHEAST OFFICES

### CONNECTICUT

Hartford, CT  
Todd Isaacson, MAI  
T (860) 291-8997 ext. 19  
tisaacson@irr.com

### NEW JERSEY

Coastal New Jersey  
Halvor J. Egeland, MAI  
T (732) 244-7000 ext. 103  
hegeland@irr.com

Northern New Jersey  
Paul T. Beisser, CRE, MAI, SCGRE  
T (973) 422-9800  
pbeisser@irr.com

### NEW YORK

Syracuse, NY  
William J. Kimball, MAI, FRICS  
T (315) 422-5577  
wkimball@irr.com

### PENNSYLVANIA

Philadelphia, PA  
Raja P. Waran, MAI, CRE  
T (610) 238-0238  
rwaran@irr.com

Pittsburgh, PA  
Brian Kelly, MAI, SRA  
T (412) 683-2211  
bkelly@irr.com

### RHODE ISLAND

Providence, RI  
Todd Isaacson, MAI  
T (860) 291-8997 ext. 19  
tisaacson@irr.com

## SOUTHEAST OFFICES

### ALABAMA

Birmingham, AL  
Rusty Rich, MAI, MRICS  
T (205) 949-5995  
r-rich@irr.com

### FLORIDA

Miami | Caribbean  
James Andrews, MAI, CRE, FRICS, ASA/BV  
T (305) 670-0001 ext. 320  
jandrews@irr.com

Orlando, FL  
Christopher D. Starkey, MAI  
T (407) 843-3377 ext. 112  
cstarkey@irr.com

Southwest Florida  
Carlton J. Lloyd, MAI  
T (239) 687-5801  
clloyd@irr.com

Tampa, FL  
Kendra Stevens Barry  
T (813) 287-1000 ext. 110  
kbarry@irr.com

### GEORGIA

Atlanta, GA  
Matthew Albigese, MAI  
T (404) 418-4358 ext. 1000  
malbigese@irr.com

### NORTH CAROLINA

Charlotte, NC  
John D. Scott, Jr., MAI, MRICS  
T (704) 206-8258  
jscott@irr.com

Greensboro, NC  
Nancy B. Tritt, MAI, SRA, FRICS  
T (336) 676-6033  
ntritt@irr.com

Raleigh, NC  
Chris R. Morris, MAI, FRICS  
T (919) 847-1717  
cmorris@irr.com

### SOUTH CAROLINA

Charleston, SC  
Cleveland "Bud" Wright, Jr., MAI  
T (843) 718-2125 ext. 2  
cwright@irr.com

Columbia, SC  
Michael B. Dodds, MAI, CCIM  
T (803) 772-8282 ext. 110  
mdodds@irr.com

### TENNESSEE

Nashville, TN  
Adam Perutelli, MAI  
T (615) 628-8275 ext. 1  
aperutelli@irr.com

### VIRGINIA

Richmond, VA  
Kenneth L. Brown, MAI, FRICS, CCIM  
T (804) 346-2600 ext. 209  
kbrown@irr.com

## CENTRAL OFFICES

### ILLINOIS

Chicago, IL  
Ron DeVries, MAI  
T (312) 565-3432  
rdevries@irr.com

### INDIANA

Indianapolis, IN  
Michael Lady, MAI, SRA, ASA, CCIM, FRICS  
T (317) 546-4720  
mlady@irr.com

### KENTUCKY

Louisville, KY  
Stacey S. Nicholas, MAI, MRICS  
T (502) 452-1543 ext. 3774  
snicholas@irr.com

### MICHIGAN

Detroit, MI  
Donald L. Selvidge, MAI  
T (248) 540-0040 ext. 114  
dselvidge@irr.com

Grand Rapids, MI  
Jeff Genzink, MAI  
T (616) 261-5000  
jgenzink@irr.com

### MINNESOTA

Minneapolis/St. Paul, MN  
Michael Amundson, MAI, CCIM  
T (952) 905-2401  
mamundson@irr.com

### MISSOURI

Kansas City, MO  
Timothy M. Schoemehl, MAI  
T (636) 898-6533  
tschoemehl@irr.com

St. Louis, MO  
Timothy M. Schoemehl, MAI  
T (636) 898-6533  
tschoemehl@irr.com

### OHIO

Cincinnati/Dayton, OH  
Gary S. Wright, MAI, FRICS, SRA  
T (513) 426-7125  
gwright@irr.com

Cleveland, OH  
Douglas P. Sloan, MAI  
T (330) 659-3640 ext. 101  
dsloan@irr.com

Columbus, OH  
Brad A. Johnson, MAI  
T (614) 398-4307  
bajohnson@irr.com

## SOUTHWEST OFFICES

### ARIZONA

Phoenix, AZ  
Walter "Tres" Winus, III, MAI, FRICS  
T (602) 266-5599  
twinius@irr.com

### OKLAHOMA

Oklahoma City, OK  
Richard Cole, Jr., MAI  
T (405) 422-0718 ext. 2  
richard.cole@irr.com

### TEXAS

Austin, TX  
William Robinson, MAI  
T (210) 446-4444  
wrobinson@irr.com

Dallas, TX  
Jimmy H. Jackson, MAI  
T (972) 725-7724  
jhjackson@irr.com

Ft. Worth, TX  
Jason Jackson, MAI  
T (817) 658-6783  
jsjackson@irr.com

Houston, TX  
Todd Rotholz, MAI  
T (713) 973-0212 ext. 12  
trotholz@irr.com

Lubbock, TX  
Stephen M. Lechtenberg  
T (972) 725-7727  
slechtenberg@irr.com

San Antonio, TX  
Brandon Brehm, MAI, CCIM  
T (210) 446-4444  
bbrehm@irr.com

## WEST OFFICES

### CALIFORNIA

Los Angeles, CA  
Eric Segal, MAI  
T (213) 984-4425  
esegal@irr.com

Orange County  
Lance Jordan, MAI  
T (949) 459-3717  
ljordan@irr.com

Sacramento, CA  
Kevin Ziegenmeyer, MAI  
T (916) 435-3883 ext. 224  
kziegenmeyer@irr.com

San Diego, CA  
John A. Morgan, MAI  
T (858) 259-4900 ext. 315  
jmorgan@irr.com

San Francisco, CA  
Jeffrey Fillmore, MAI  
T (408) 299-0444  
jfillmore@irr.com

### COLORADO

Denver, CO  
Larry B. Close, MAI, AI-GRS  
T (720) 833-5931  
lclose@irr.com

### IDAHO

Boise, ID  
Robin Brady, MAI  
T (208) 472-3200  
rbrady@irr.com

### NEVADA

Las Vegas, NV  
William Dominick  
T (702) 869-0442  
wdominick@irr.com

### UTAH

Salt Lake City, UT  
John T. Blanck, MAI,  
T (801) 263-9700 ext. 109  
jblanck@irr.com

### WASHINGTON

Seattle, WA  
Matthew A. Bacon, MAI  
T (206) 436-1179  
mbacon@irr.com

## CARIBBEAN

Caribbean | Puerto Rico  
Carlos Vélez, MAI, SRA, BSA, CMA, CCIM, MRICS  
T (787) 782-4974  
cvelez@irr.com

**INTEGRA REALTY RESOURCES - CHICAGO**

1 North Franklin Street, Suite 3340  
Chicago, IL 60606  
T: (312) 565-0977  
irr.com/Chicago

Ron DeVries, MAI, SRA  
Senior Managing Director  
T (312) 565-3432  
rdevries@irr.com

James K. Kutill, MAI  
Managing Director  
T (312) 565-3420  
jkutill@irr.com

Gail L. Lissner, CRE, SRA  
Managing Director  
T (312) 565 - 3423  
glissner@irr.com

William H. Miller  
Managing Director  
T (312) 565 - 3421  
wmiller@irr.com

irr.com

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