



INTEGRA REALTY RESOURCES

IRR | GREENSBORO

COMMERCIAL REAL ESTATE
VALUATION & CONSULTING



30+

years serving Greensboro
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.*

200+

appraisals completed
annually

RECENT APPRAISAL ASSIGNMENTS OF NOTABLE AND VARIED ASSETS

Office



- One Piedmont Centre, 4000 Piedmont Pkwy., High Point, NC, 60,383 SF
- Office Building, 550 Midland Trl., White Sulphur Springs, WV 4,888 SF
- AXPM Dental Management, U.S. Route 60 East, Barboursville, WV
- NRCA Office, 206 3rd Ave., Radford, VA, 10,000 SF
- Ecomnets Danville, 1 Ecomnets Way, Danville, VA, 20,164 SF
- Office Building, 1103 D St., North Wilkesboro, NC, 16,000SF

Retail



- University Plaza Shopping Center, 7760 North Point Blvd., Winston-Salem, NC, 205-476 SF
- Popeyes, 7120 Knightdale Blvd., Knightsdale, NC, 3,075 SF
- Roanoke-Salem Business Center, 4142 Melrose Ave. SW., Roanoke, VA, 248,875 SF
- Madison Square, 4082 Electric Rd., Roanoke, VA, 32,045 SF
- Family Dollar, 5501 Randleman Rd., Greensboro, NC 8,320 SF
- College Plaza, 515-533 Commerce Drive, Bluefield, VA, 62,461 SF

Multifamily



- Thomasville Church Homes, 904 Doak St., Thomasville, NC, 89,360 SF/100 Units
- Timberline Townhomes, Timberline Dr., Winston Salem, NC, 10,272 SF/14 Units
- Hackett Pisgah Church Apartments, 3061 Pisgah Pl., Greensboro, NC, 242,280 SF/240 Units
- Multifamily/Apartments, 54 Conley Street, Lebanon, VA, 20-50 Units
- Lindsay Lofts, 308 Craghead St., Danville, VA, 37,971 SF/20 Units

Industrial



- Industrial Warehouse, 9573 US Hwy 220, Stoneville, NC, 25,600 SF
- Hajoca Corporation, 213 Commerce St., Danville, VA, 15,300 SF
- Office Warehouse, 254 Oakley Ave., Lynchburg, VA, 4,628 SF
- Foothills Brewery and Warehouse, 3800 Kimwell Dr., Winston-Salem, NC, 48,600 SF
- Proposed Event Space, 3401 Indian Ave., Winston-Salem, NC, 16,680 SF
- Sky Valley Foods Facility, 145 Cane Creek Blvd., Danville, VA, 132,800 SF
- O'Neal Steel, 301 Standard Dr., Greensboro, NC, 109,751 SF

Land/Specialty Assignments



- Anchor Church International, 77 Souls Harbor Ln., Cedar Bluff, VA, 17,920 SF
- Farm with Barns, Stables, Horse Area, 1538 Houfnaggle Rd., Lewisburg, WV, 400 Acres
- 800-Acre Parcel, Big Draft Road, White Sulphur Springs, WV, 800 Acres
- Childress Winery, 1000 Childress Vineyards Rd., Lexington, NC, 39,814 SF
- Faith Community Church of Beckley, 299 Grey Flats Rd., Beckley, WV, 37,262 SF
- Residential Land, 179 Turkey St., Bluefield, WV, 18.25 Acres
- Food Lion Ground Lease, 291 & 293 N. Talbert Blvd., Lexington, NC, 5.73 Acres

OUR VALUE PROPOSITION

Greensboro provides valuation and consulting services for commercial real estate with special emphasis on investment grade real estate. We serve pension fund advisors, 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 34 years of serving the Greater Greensboro Metropolitan area, we have provided advice on most major commercial properties in the 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 high rise condominium developments.



Nancy Tritt, MAI, SRA, FRICS Senior Managing Director

Nancy Tritt has been engaged in real estate appraisal since 2003. She joined Integra Greensboro as Senior Managing Director when it was formed in 2011 after 8 years at McNairy & Associates. She has appraised a wide variety of property types including but not limited to: vacant land, industrial, manufacturing and distribution facilities, single and multi tenant retail properties, general and medical offices, subdivision analyses and special purpose properties.

OUR CLIENTS.

Financial Institutions and Lenders

- Applied Bank
- Arbor Commercial Mortgage
- Archon
- Bank of America
- Bank of New York
- Barclays Capital
- Beech Street Capital
- Berkadia Commercial Mortgage, LLC
- Capital One Bank
- Citicorp Real Estate, Inc.
- CIBC World Markets
- Citizens Financial
- Comerica Bank
- Conestoga Bank
- Credit Suisse
- Deutsche Bank
- Draper & Kramer
- Emerald Creek Capital
- Eurohypo AG
- First Niagara
- First Trust Savings Bank
- Fox Chase Bank
- GE Capital
- GMAC
- Goldman Sachs Commercial Mortgage
- Green Park Financial
- Greystone Servicing Corp., Inc.
- JP Morgan
- KeyBank
- Leesport Bank
- Mercantile Safe Deposit & Trust
- Meridian Bank
- M&T Realty Capital
- National Penn Bank
- New Alliance Bank
- Oritani Bank
- Parke Bank
- Penn Liberty Bank
- PNC Bank
- PPM America, Inc
- Provident Bank
- Red Mortgage Capital
- Regions Bank
- Republic First Bank
- Royal Bank of Pennsylvania
- Sovereign Bank
- Sun National Bank
- Susquehanna Bank
- TD Bank
- US Bank, RETECHS

- Walker & Dunlop
- Wells Fargo RETECHS
- Wilmington Trust
- WSFS Bank

Investment Banks/Pension Fund Advisors/ REITS

- CalSters
- Grosvenor
- JP Morgan Capital
- Health Care REIT
- Heitman Financial
- IPC US REIT
- MetLife Real Estate Investment
- Morgan Stanley
- NewTower Trust Company
- Prudential Global Asset Management
- PSERS
- State Teachers Retirement Sys. Ohio
- Teachers Insurance & Annuity Assoc.
- Townsend Group
- Urdang & Associates Real Estate
- University of Pennsylvania Endowment Fund

Government & Corporations

- ACE
- Borough of Ambler, PA
- Center City District
- Coca Cola
- Federal Deposit Insurance Corporation
- Federal Reserve Bank of Greensboro
- General Services Administration
- Honeywell
- Internal Revenue Service
- Merck and Co.
- Motorola, Inc.
- Pennsylvania Department of Transportation
- Greensboro Industrial Development Corp.
- Greensboro Parking Authority

- Philips

Developers & Investors

- AIMCO
- Amerimar Enterprises
- BPG Properties
- Brooks Callahan
- DePaul Realty
- GMH Capital Partners
- Historic Landmarks for Living
- KIMCO
- Klein Company
- Korman Residential
- Korman Communities
- Madison Apartment Communities
- Morgan Properties
- Oliver Tyrone Pulver
- R.J. Waters & Associates
- Rubenstein Company
- Scully Corporation
- Toll Brothers
- Trammell Crow

Special Servicer

- Berkadia Commercial Mortgage, LLC
- Centerline Servicing (C-111 Asset Management)
- Helios AMC

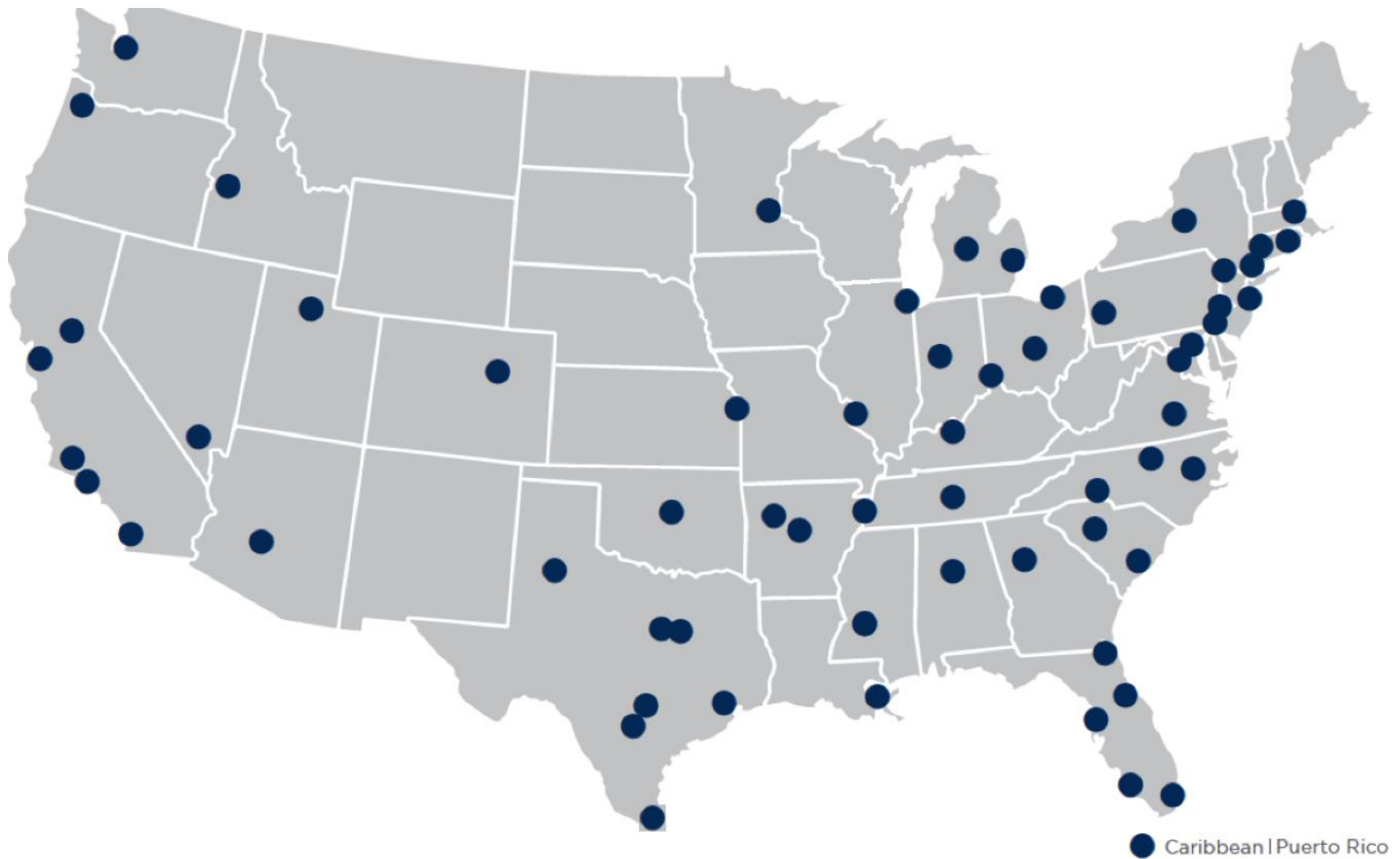
LOCAL EXPERTISE. NATIONALLY.

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 - GREENSBORO

500 W. 5th Street, STE 800
Winston Salem, NC 27106
T: (336) 676-6033
F: (336) 676-6025
Greensboro@irr.com
irr.com/Greensboro

Nancy Tritt, MAI, SRA, FRICS
Senior Managing Director
ntritt@irr.com

irr.com

Visit us online to learn more
and access our extensive
research library.



INTEGRA REALTY RESOURCES
Local Expertise. Nationally.