



INTEGRA REALTY RESOURCES

IRR | ORANGE COUNTY

COMMERCIAL REAL ESTATE
VALUATION & CONSULTING



40+

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.*

1,000+

appraisals completed
annually

RECENT APPRAISAL ASSIGNMENTS OF NOTABLE AND VARIED ASSETS

Office



- Ronald Regan Federal Building, 411 W. 4th Street, Santa Ana, CA, 434,442 SF
- 303 N. East Street, Anaheim, Orange County, CA 2,365 SF
- 1714 W Lincoln Avenue, Anaheim, Orange County, CA 6,612 SF

Retail



- Westport Plaza, 369 E. 17th Street, Costa Mesa, CA, 39334 SF
- Brea Plaza, Associated Road/Imperial Highway, Brea, CA 156,874 SF

Specialty Assignments



- Orange Co. Education Arts Academy, 825 N. Broadway, Santa Ana, CA 43,400 SF
- Scholarship Prep Charter School, 1821 N. Grand Ave., Santa Ana, CA, 16,050 SF
- Appraisal of 7,617 acres of land within Orange County designated as Open Space
- Acquisition of property by a local district as part of a sewer infrastructure improvement project
- Appraisal of 1,393 acres within Rancho Mission Viejo planned for development of 4,179 residential units
- Appraisal of 34 parcels and 35 public access easements, including public beaches, for transfer from County to City ownership

OUR VALUE PROPOSITION

What sets our firm apart is the longevity of our principals and senior analysts who have been collaborating on property valuation and analyses for over 40 years. Through developing our team relationships, our specialty appraisal practices have evolved to create high quality, industry-leading standards. During this time, our staff has developed the expertise to appraise a wide range of special purpose properties, such as lodging/hospitality facilities, master-planned communities and mixed-use developments in urban and suburban locations throughout California, cold storage facilities and government aided senior and affordable housing projects, including LIHTC and HUD properties.



Lance Jordan, MAI, Senior Managing Director

With over 30 years of experience in the appraisal profession, Mr. Jordan has the expertise necessary to handle most complex assignments. He has specialized experience in Section 8 low-income housing, estate planning, gifting and estate tax valuation and is a member of IRR's Hotels Specialty Practice Group. Lance also has been engaged as a mediator and court appointed expert witness by Placer County Superior Courts. Over his career he has worked extensively with the local Chapter of the Appraisal Institute and received the chapter's President's Award in recognition of outstanding service in promotion of the Chapter's goals and support of the appraisal profession



Kevin Ziegenmeyer, MAI, Managing Director

Mr. Ziegenmeyer began his career in real estate as a controller for a development corporation. In 1991 he transitioned into real estate appraisal, consulting on a variety of commercial property types throughout Northern California. In the late 1990s, he began developing state-wide expertise in appraising all forms of land. This led to a specialty appraisal practice for land-secured financing, for Assessment and Mello-Roos Community Facilities Districts. Kevin was one of five appraisers to collaborate with other professionals in developing the Appraisal Guidelines for the California Debt and Investment Advisory Commission. He also served the Appraisal Institute and appraisal community working as Treasurer, Vice President and eventually as the Sacramento-Sierra Chapter President.



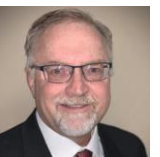
Eric Segal, MAI, Managing Director

Mr. Segal has over 22 years of appraisal experience. Eric is involved in appraisal assignments covering a wide variety of properties including office, retail, industrial, multifamily housing, master planned communities, and specializes in the appraisal of Mello-Roos Community Facilities Districts and Assessment Districts for land-secured municipal financings, as well as multifamily developments under the U.S. Department of Housing and Urban Development's Multifamily Accelerated Processing (MAP) Guide. Mr. Segal has the experience and background necessary to deal with complex assignments covering an array of property types, with a particular focus on urban redevelopment.



Nelson Wong, MAI, Managing Director

Since beginning his career in real estate in 2001, Mr. Wong has been writing narrative appraisal reports for a variety of properties. Today, he manages and trains research analysts and is also involved in appraisal assignments covering office, retail, industrial, apartments, subdivisions, land and special-purpose properties. He has also been involved in litigation support work and appraisals for bond-underwriting purposes relating to the formation of new Mello-Roos Community Facilities Districts and Assessment Districts. Mr. Wong has developed the experience and background necessary to deal with complex assignments covering an array of property types



Jeffrey Fillmore, MAI, Managing Director

Mr. Fillmore has over 30 years of appraisal experience. His experience includes a broad range of property types including commercial, industrial and residential properties. He has extensive experience in appraising special purpose properties such as hotels, restaurants, commercial laundry facilities, cold storage facilities and government aided senior and affordable housing projects. Jeff also has been engaged as an expert witness and regularly provides appraisal review services for a number of lender-clients. He also served as the Chair of the South Branch of the Northern California Chapter of the Appraisal Institute and the Chair of the Associates General Committee.

OUR CLIENTS

- American AG Credit
- American River Bank
- Banc of California
- Bank of America
- Bank of Feather River
- Bank of the West
- Bank of the Orient
- Banner Bank
- California Bank & Trust
- Cathay Bank
- Central Valley Community Bank
- Citibank, N.A.
- City National Bank
- Comerica Bank
- Community Bank
- division of ZB, N.A.
- East West Bank
- Farmers and Merchants Bank
- First Bank
- First Citizens Bank
- First Commercial Bank (USA)
- First Foundation Bank
- First Republic Bank
- Five Star Bank
- Fresno First Bank
- Golden Pacific Bank
- Golden Valley Bank
- Heritage Bank of Commerce
- HomeStreet Bank
- JPMorgan Chase Bank
- KeyBank
- Luther Burbank Savings
- Mechanics Bank
- Merchants Bank of Commerce
- Norther California National Bank
- Oak Valley Community Bank
- Pinnacle Bank
- Plumas Bank
- Premier Valley Bank
- River Valley Community Bank
- SAFE Credit union
- Sun Crest Bank
- TIAA Bank
- Tri counties Bank
- U.S. Bank
- Umpqua Bank
- Wells Fargo Bank, N.A.
- Western Alliance Bank
- Zions First National Bank

Government & Organizations

- California Statewide Community Development Authority
- City of Beaumont
- City of Dixon
- City of Elk Grove
- City of Folsom
- City of Las Angeles
- City of Malibu
- City of Manteca
- City of Rancho Cordova
- City of Rio Vista
- City of Rocklin
- City of Roseville
- City of San Francisco
- City of San Luis Obispo
- City of Stockton
- City of Tracy
- City of Vacaville
- City of West Sacramento
- City of Woodland
- County of El Dorado
- County of Sam San Mateo
- County of San Francisco
- County of Yuba
- US Small Business Administration
- Sate of California
- GSA (Government Services Administration)
- Eastern Municipal Water District
- City of Laguna Beach
- South Coast Water District

Mortgage Banks/Services

- Gresytone Servicing Company
- Rockport Mortgage
- Well Fargo Multi Capital
- Forbix
- Berkeley Point
- ACRE Capital
- Rockport Mortgage
- Love Funding
- Berkadia

Law Firms/Accounting

- Reynolds Law, LLP
- Buchalter
- Wagner Kirkman Blaine Klomprens & Youmans LLP
- Meissner Joseph Palley & Ruggles
- Wendell Rosen LLP

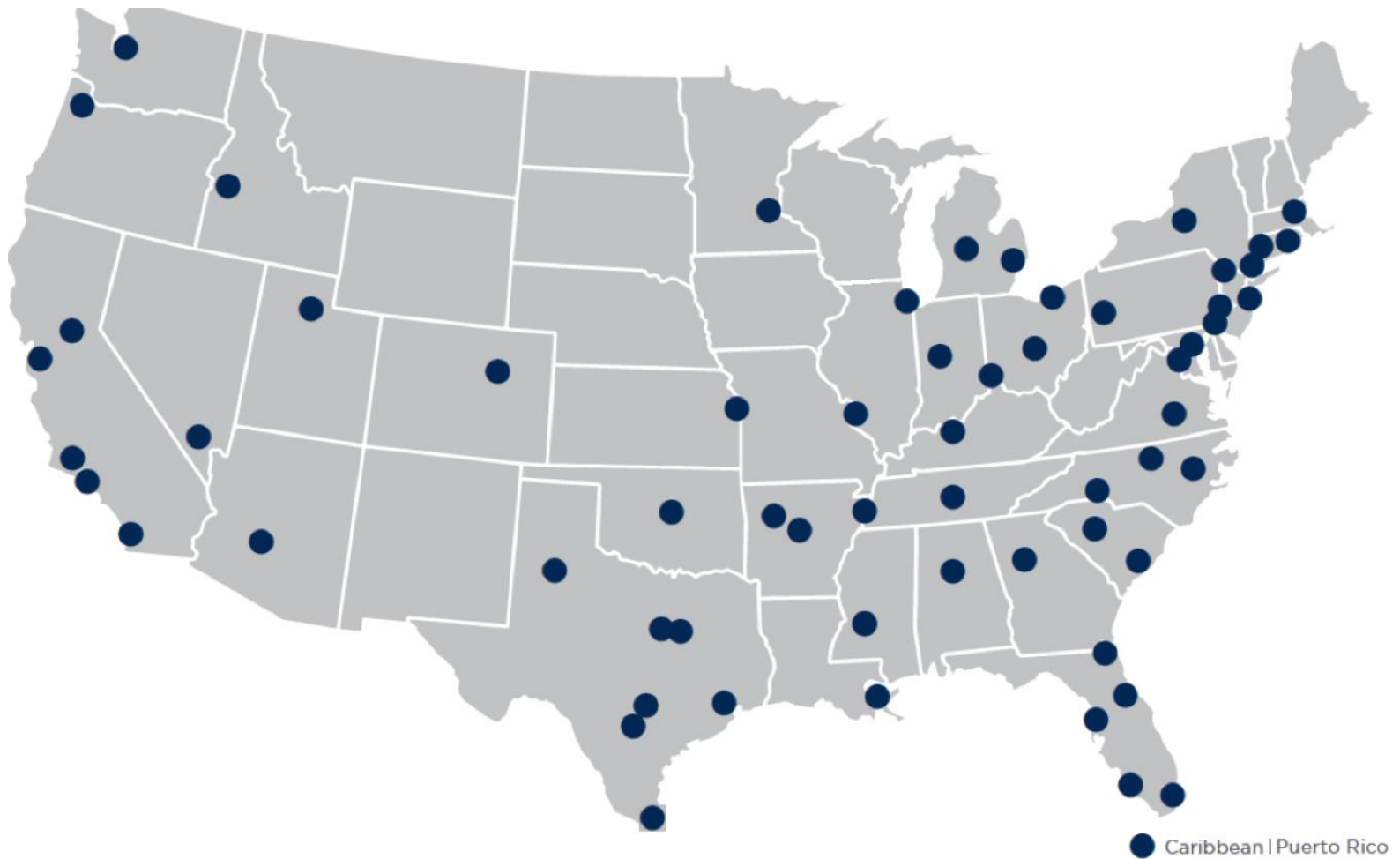
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50+

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" Winius, 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, BCA, CMEA, CCIM, MRICS
T (787) 782-4974
cvelez@irr.com

INTEGRA REALTY RESOURCES – ORANGE COUNTY

4695 MacArthur Court, Suite 11
Newport Beach, CA 92660
T: (949) 459-3717
F: (916) 435-4774
irr.com/OrangeCounty

irr.com

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