



INTEGRA REALTY RESOURCES

# IRR | RICHMOND

COMMERCIAL REAL ESTATE  
VALUATION & CONSULTING





60+

years serving Virginia  
markets

## IRR<sup>®</sup>—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.*

300+

appraisals completed  
annually



## RECENT APPRAISAL ASSIGNMENTS OF NOTABLE AND VARIED ASSETS

### Office



- City Center at Oyster Point, Newport News, VA, 570,880 SF
- OrthoVA Medical Office Building, 631 Watkins Center Pky., Midlothian, VA, 74,141 SF
- Apex Building, 120 Garrett St., Charlottesville, VA, 187,805 SF
- Spotswood Building, 8003 Franklin Farms Dr., Richmond, VA, 22,972 SF
- Innovation HUB, 128 W. Market St., Harrisonburg, VA, 24,610 SF
- Norfolk Southern Tower, 3 Commercial Pl., Norfolk, VA, 310,745 SF

### Industrial



- LL Flooring Distribution Center, 6121 White Oak Creek Dr., Sandston, VA 995,792 SF
- Coastal Logistics Center, 150 Judkins Ct., Suffolk, VA, 814,105 SF
- NoVA Gateway Building 2, Centreport Pky., Fredericksburg, VA, 555,725 SF
- GTI Cannabis Production Facility, 1000 Commerce Center Dr., Clifton Forge, VA, 335,604 SF
- White Oak Technology Park Parcels, 5900 Elko Rd., Henrico, VA, 473.6 AC
- Performance Food Group Facility, 10399 Washington Hwy., Glen Allen, VA, 328,335 SF

### Multifamily



- Port City II, 716 Richmond Hwy., Richmond, VA, 147 units
- Spence Crossing Apartments, 3900 Spence Crossing Way, Virginia Beach, VA, 372 Units
- Valley View Village, 2770 Reservoir St., Harrisonburg, VA, 420 Units
- Cottontown Manor Lofts, 1230 Cottontown Rd., Forest, VA, 276 Units
- College Park Apartments, 1603 Roane St., Richmond, VA, 188 units
- JPA Student Apartments, 1707 & 2006 Jefferson Park Ave., Charlottesville, VA, 18 Units

### Retail



- Skyline Village Shopping Center, 2035 E. Market St., Harrisonburg, VA, 190,384 SF
- Shoppes at Gloucester, 6499 Market Dr., Gloucester, VA, 86,013 SF
- 7-Eleven, 2903 Oak Lake Blvd., Midlothian, VA, 4,730 SF
- Champion Ice House Restaurant, 212 N. Main St., Gordonsville, VA, 4,895 SF
- Atlantic Union Bank Branch, 8209 W. Broad St., Richmond, VA, 3,579 SF
- Family Dollar, 54 E. Main St., Monterey, VA, 10,500 SF

### Specialty Assignments



- Four Points by Sheraton, 9901 Midlothian Tpk., Richmond, VA, 194 Rooms
- Malloy Toyota, 400 Weems Ln., Winchester, VA, 35,400 SF
- The Goddard School, 130 Walton Park Ln., Midlothian, VA, 9,986 SF
- Sabot School at Stony Point, 3400 Stony Point Rd., Richmond, VA, 39,140 SF
- CubeSmart Self Storage, Stone Port Dr., Harrisonburg, VA, 704 Units
- Beach Station Event Venue, 11400 Beach Rd., Chesterfield, VA, 12,611 SF



## 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. Through developing our team relationships, our specialty appraisal practices have evolved to create high quality, industry-leading standards. Over this 25+ 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 churches. When you hire our firm to value your property, you are engaging an expert in the property type you need valued.

### **Kenneth L. Brown, MAI, FRICS, CCIM, Senior Managing Director**

Ken has been with Integra Realty Resources – Richmond and its predecessor entity Rountrey & Associates since 1996, and has been active in real estate valuation in Central Virginia since 1990. Ken prepares appraisal and consultative reports on retail, office, industrial, multifamily, special purpose, institutional, mixed-use and subdivision properties, and vacant land. He maintains Certified General Real Estate Appraiser licenses in Virginia, Maryland, North Carolina and the District of Columbia and is UASFLA-certified to undertake appraisals for federal land acquisitions.

Prior to joining Integra, Ken was a staff appraiser for Appraisal Group, Inc., Graduate Research Assistant at the Virginia Real Estate Research Center and an intern for Robert B. Miller and Associates.

Ken is a member of the Virginia Commonwealth Chapter of the Appraisal Institute, Royal Institution of Chartered Surveyors, DC Maryland Virginia Chapter of the CCIM Institute and National Association of Realtors as a CCIM Institute Affiliate, the Real Estate Circle of Excellence and Association of Real Estate Alumni at Virginia Commonwealth University, and the Virginia Council of CEOs.

Ken holds a Master of Science in Business degree with a concentration in Real Estate and Urban Land Development from Virginia Commonwealth University, and a Bachelor of Arts degree in Economics from the University of Richmond.

### **M. Alexander (Alec) Bates, Senior Analyst**

Alec has been with Integra Realty Resources – Richmond since 2008. He is a Certified General Real Estate Appraiser in the Commonwealth of Virginia. Alec prepares appraisal and consultative reports on office, governmental, institutional, industrial, retail, multifamily, mixed-use and various special-purpose properties, and vacant land, including master-planned office and industrial parks. Alec is a graduate of James Madison University where he earned a Bachelor of Business Administration degree in Finance.

### **George A. (Beau) Garbutt, IV, Analyst**

Beau joined Integra Realty Resources – Richmond in 2013. He is a Certified General Real Estate Appraiser in the Commonwealth of Virginia and State of Maryland. Beau prepares appraisal and consultative reports on retail, office, industrial, multifamily, mixed-use and church properties, self-storage facilities and vacant land. Beau is a graduate of James Madison University where he earned a Bachelor of Arts degree in English.

### **Amanda M. Triplett, Analyst**

Amanda has been with Integra Realty Resources - Richmond since 2012 and was previously with Integra's Tampa, FL office. Amanda is experienced in the valuation of a wide variety of property types including vacant land, industrial, single and multitenant retail properties, general and medical offices, subsidized and market-rate multifamily properties, mixed-use developments and various special-purpose property types. She is certified in ARGUS AE software to perform discounted cash flow analyses.

## Financial Institutions

- Atlantic Union Bank
- Bank of America
- Bank of Charles Town
- BancorpSouth Bank
- Blackhawk Bank & Trust
- Blue Ridge Bank
- Burke & Herbert Bank
- CapitalOne Bank
- Carter Bank & Trust
- Chesapeake Bank
- Citizens & Farmers Bank
- City National Bank
- Coastal Federal Credit Union
- Fifth Third Bank
- First Bank & Trust
- First Carolina Bank
- First Citizens Bank & Trust
- First Community Bank
- First National Bank
- Frontier Community Bank
- Fulton Bank
- Hanmi Bank
- HTLF Bank
- HomeTrust Bank
- JPMorgan Chase
- KeyBank
- MVB Bank
- Navy Federal Credit Union
- New Horizon Bank
- Old Point National Bank
- Origin Bank
- Pendleton Community Bank
- Pinnacle Bank
- Pioneer Bank
- PNC Bank
- Primis Bank
- Regions Bank
- Renasant Bank
- Shore Bank
- South State Bank
- Summit Community Bank
- Synovus Bank
- TD Bank
- Touchstone Bank
- TowneBank
- Truist Bank
- United Bank
- Village Bank
- Virginia Credit Union
- Virginia National Bank
- Webster Bank
- Wells Fargo
- Zions First National Bank

## Law Firms/Accounting

- Batzli Wood & Stiles, PC
- Evans Fox, LLP
- Hirschler Fleischer
- Hunton Andrews Kurth
- Kaufman & Canoles, PC
- McCandlish Holton, PC
- McGuireWoods, LLP
- Mintz, Levin, Cohn, Ferris, Glovsky & Popeo, PC
- Spotts Fain, PC
- ThompsonMcMullan PC
- Troutman Sanders LLP
- Williams Mullen

## Developers/Owners

- AIMCO
- Beacon Residential Properties
- Bernstein Management Corp
- BI Skyline LLC
- Bogese, Inc.
- Breeden Companies
- Capital Square 1031, LLC
- C.F. Joyner & Son
- Comstock Homebuilding Co.
- EWN Properties, Inc.
- Gumenick Management Co.
- G.W. Real Estate Partners
- Harding & Associates
- Highwoods Properties
- International Paper Co.
- Lennar Corp.
- Lingerfelt Development, LLC
- LL Flooring
- Macon Properties, LLC
- Main Street Homes
- Norfolk Southern Corp.
- Porter Realty
- Reynolds Development Corp.
- Riveroak Timberland Investments
- Riverstone Group
- Shaia Properties
- TGM Realty Advisors, Inc.
- The Community Builders
- U.S Real Estate Advisors
- Winchester Homes
- WVS Development Associates

## Government & Organizations

- American Battlefield Trust
- CalPERS
- City of Lexington, VA
- City of Richmond, VA
- Colonial Williamsburg Foundation
- Commonwealth of Virginia
- County of Albemarle, VA
- County of Powhatan, VA
- Federal Reserve Bank of Richmond
- Petersburg Redevelopment & Housing Authority
- Richmond Regional Airport Commission
- STRS Ohio
- Urban Hope, Inc.
- U.S. Department of Justice
- U.S. Fish and Wildlife Service
- U.S. General Services Administration
- U.S. Postal Service
- VA Housing and Development Authority
- VA Biotechnology Research Park
- VA Commonwealth University
- VA Economic Development Partnership
- VA Resources Authority
- VA State University

## Health Care

- Augusta Health
- Eye Systems of Richmond
- Novant Health

## Mortgage Banks/Services

- AEGON USA Realty Advisors
- Barclays Capital
- Bercadia Commercial Mortgage
- Business Finance Group
- C-III Capital Partners
- Column Financial
- Community Housing Corporation
- GE Capital
- Goldman Sachs Bank USA
- GMAC Commercial Mortgage
- Grange Insurance
- Guggenheim Commercial
- Metlife
- NorthMarq Capital
- Oppenheimer Multifamily Housing & Healthcare Finance
- Phillips Realty Capital
- Primary Care Development Corp.
- Prudential Huntoon Paige Associates
- Red Mortgage Capital
- Virginia Community Capital

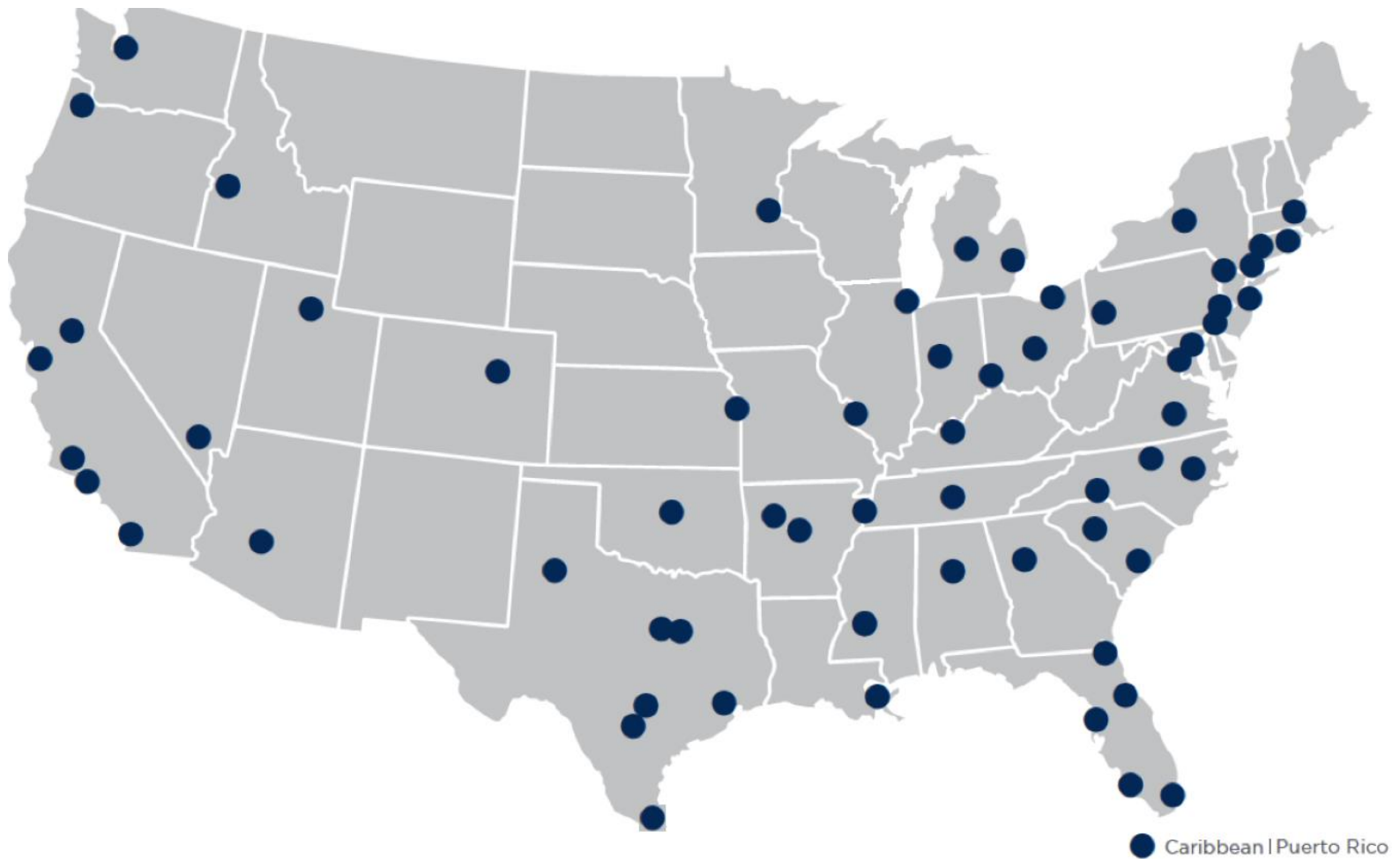
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50+

local offices

60+

markets covered U.S. and Caribbean



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