



INTEGRA REALTY RESOURCES

# IRR | SAN FRANCISCO

COMMERCIAL REAL ESTATE  
VALUATION & CONSULTING



37+

years serving the  
San Francisco / California  
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.*

600+

appraisals completed  
annually

## RECENT APPRAISAL ASSIGNMENTS OF NOTABLE AND VARIED ASSETS

### Office



- Coleman Highline, 1143, 1149 & 1155 Coleman Avenue, San Jose, CA 357,106 SF
- Texas Instruments Campus, 2900 Semiconductor Drive, Santa Clara, CA, 771,050 SF
- Lincoln Court, 2105 S. Bascom Avenue, Campbell, CA, 123, 529 SF
- Pathline Park, 600-800 N. Mary Avenue, Sunnyvale, CA, 1,70,811 SF
- 625-675 N. Mathilda Avenue, Sunnyvale, CA, 372,789 SF

### Industrial



- Fremont Technology Business Center, Pacific Commons Blvd., Fremont, CA, 1,458,615 SF
- Pacific Commons Industrial Center, 5780 Bunche Drive, Fremont, CA, 814,852 SF
- Mission Park R&D and Business Center, Mission College Boulevard, Santa Clara, CA, 567,134 SF
- Firestone Business Park, 340 S. El Camino Real, Salinas, CA 1,752,292 SF
- 745 Jarvis Drive, Morgan Hill, CA, 503,400 SF

### Multifamily



- Alta Potrero Hill, 1301 16<sup>th</sup> Street, San Francisco, CA, 172 units and 3,595 SF retail
- Vespaio Apartments, 130 Stockton Avenue, San Jose, CA, 162 units
- Circa LA, 1200 S. Figueroa Street, Los Angeles, CA, 1,887,718 SF, 648 units and 48,000 SF retail
- Prado, 3560 Rambla Place, Santa Clara, CA, 251 units and 22,025 SF retail

### Affordable Housing/LIHTC



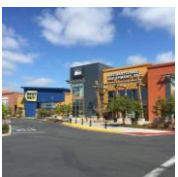
- Innovia, Quantum Drive, Fremont, CA, LIHTC, 290 affordable units and 4,148 retail
- Quail Run, LIHTC, 1018 Bellevue Avenue, Santa Rosa, CA 200 units
- Antioch Senior & Family, LIHTC, Proposed, 3560 E. 18<sup>th</sup> Street, Antioch, CA, 402,392 SF
- Rancho Luna Del Sol, 3939 Monroe Avenue, Fremont, CA, 188 units
- Edwin M Lee Apartments, 1150 3<sup>rd</sup> Street, San Francisco, CA, 119 units

### Residential Subdivisions



- Nuevo, Summerhill Lawrence Station, Santa Clara, CA, 331 proposed homes
- Mission View Drive & Half Road, Morgan Hill, CA, 312 proposed homes
- PTP III Townhomes & Workforce Housing, Foster City, CA, 70 proposed homes & 22 affordable for-rent units
- Prism, 617 East Evelyn Avenue, Sunnyvale, CA, 62 propose homes
- Summerhill North 40, Los Gatos Blvd., Los Gatos, CA, 320 proposed homes & 67,991 SF retail

### Retail



- Charleston Plaza Retail, 2400-2470 Charleston Road, Mountain View, CA, 132,590 SF
- McCarthy Ranch Retail Center, 15-251 Ranch Drive, Milpitas, CA, 265,344 SF
- 800 & 560 Nevada Street, Auburn, CA, 70,019 SF

## RECENT APPRAISAL ASSIGNMENTS OF NOTABLE AND VARIED ASSETS (Continued)

### Hospitality



- TownPlace Suites, 1000 Twin Dolphin Drive, Redwood City, CA, 95 rooms
- Hyatt Place Vacaville, 610 Orange Drive, Vacaville, CA, 136 rooms
- Hampton Inn & Suites, 3651 Arch Road, Stockton, 100 rooms
- Pacific Inn, 2410 El Camino Real, Redwood City, 74 rooms

### Automobile Dealerships



- East Bay Mazda, 620-754 Marina Boulevard, San Leandro, CA, 37,462 SF
- Hayward Honda, 25715-25789 Mission Boulevard, Hayward, CA, 29,154 SF
- All Star Hyundai, 3950 Century Court, Pittsburg, CA, 21,035 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 36 years. Through developing our team relationships, our specialty appraisal practices have evolved to create high quality, industry-leading standards. Over this 35+ year relationship, our staff has evolved into specialty appraisal practices. Our staff members have 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 including LIHTC and HUD properties.



### **Jeffrey W. Fillmore, MAI, Senior Managing Director**

Mr. Fillmore has over 31 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.



### **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.



### **Lance Jordan, MAI, Managing Director**

With over 31 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.



### **Eric Segal, MAI, Managing Director**

Mr. Segal has over 23 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.

## OUR CLIENTS

### Mortgage Banks/Services

### Government & Organizations

- Bank of America
- Bank of San Francisco
- Bank of the Orient
- Bank of the Sierra
- Bank of the West
- Banner Bank
- BMO Harris Bank, N.A.
- California Bank & Trust, a division of ZB, N.A.
- Cathay Bank
- Citibank, N.A.
- City National Bank
- Comerica Bank
- Community Bank
- CTBC Bank Corp.
- East West Bank
- First Bank
- First Citizens Bank
- First Commercial Bank (USA)
- First Foundation Bank
- First Hawaiian Bank
- First Northern Bank
- First Republic Bank
- Hanmi Bank
- Heritage Bank of Commerce
- HomeStreet Bank
- JPMorgan Chase Bank
- KeyBank
- Luther Burbank Savings
- Mechanics Bank
- MUFG Union Bank, N.A.
- Oak Valley Community Bank
- Open Bank
- Pacific Mercantile Bank
- Pinnacle Bank
- Provident Savings Bank
- Umpqua Bank
- United Business Bank
- U.S. Bank
- Wells Fargo Bank, N.A.
- Zions First National Bank

- American Pacific Financial
- California Community Reinvestment Corporation
- Capital Impact Partners
- Citi Group
- Corporation for Supportive Housing
- Deutsche Bank
- Housing Capital Company
- Harvest Small Business Financial
- Pelorus Equity Group
- Peterberg Companies
- Reprop Financial
- SF Fire Credit Union
- The John Stewart Company
- TMC Financing

- City of Fremont
- City of San Jose Department of Housing
- County of San Mateo
- Santa Clara County Housing Authority
- US Small Business Administration

### Developers/Owners

- Corporation for Supportive Housing
- Dollinger Properties
- First Community Housing
- Gaetani Real Estate
- Lennar
- New World Properties
- Rancilio
- Rubicon Investments
- The Hudson Companies
- The Core Companies
- Wolff Urban Development, LLC

### Law Firms/Accounting

- Crosby & Crosby
- Dayton Law Firm
- Ferrari Ottoboni Caputo & Wunderling LLP
- Freeman Cooper & Foreman LLP
- Hoge Fenton
- Nossaman LLP

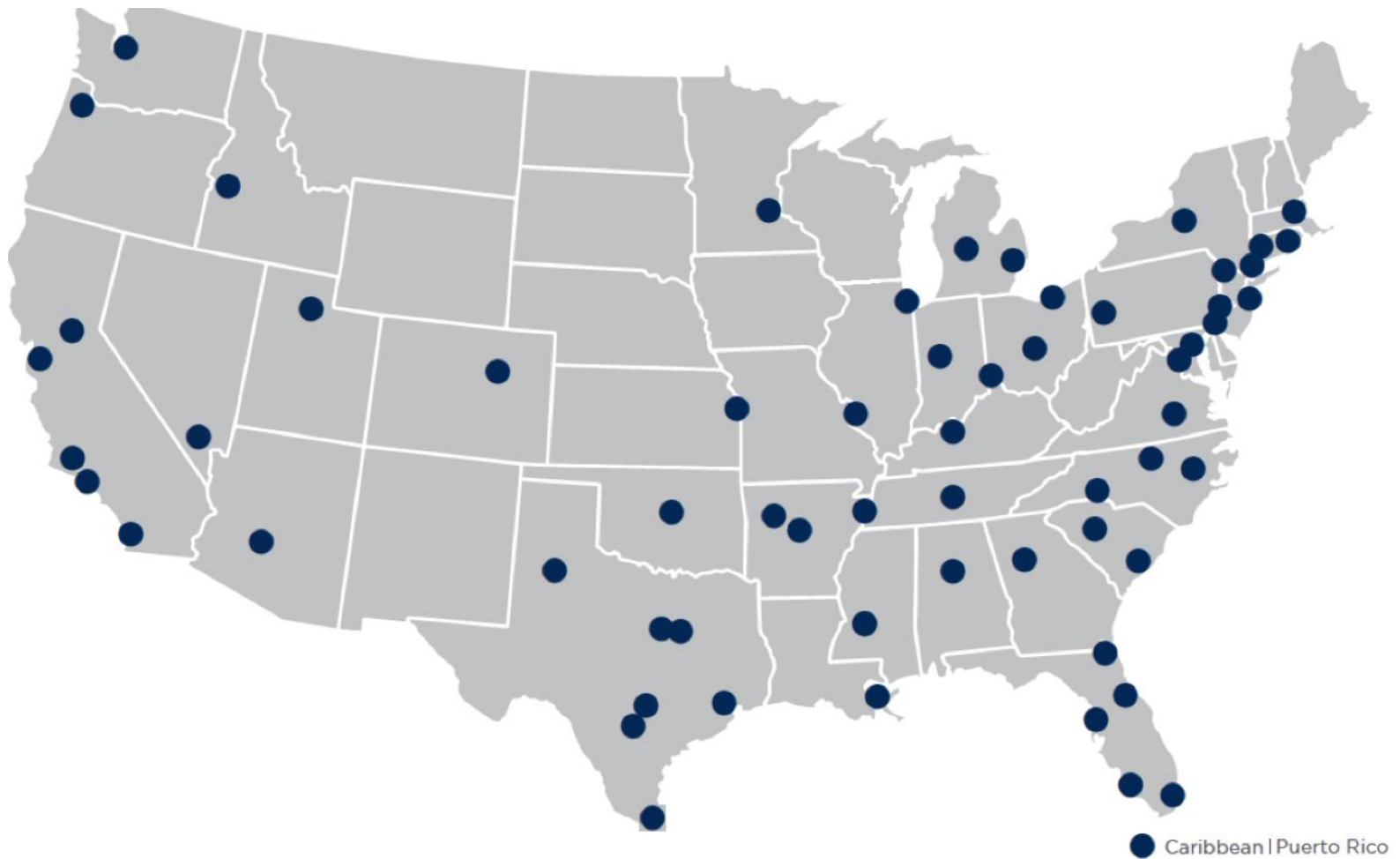
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60+

markets covered U.S. and Caribbean



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