



INTEGRA REALTY RESOURCES

# IRR | INTEGRA

ST. LOUIS / KANSAS CITY



35+

years serving U.S. markets

*IRR® – INTEGRA REALTY RESOURCES –*

provides world-class commercial real estate valuation and counseling services to both local and national 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.*

27,000+

appraisals completed  
annually

## OVERVIEW OF EXPERTISE

Integra Realty Resources—St. Louis/Kansas City provides valuation and consulting services for commercial real estate. We serve major national, regional and local banks, pension fund advisors, investment advisory firms, Fortune 500 companies, private clients, developers, lenders, attorneys, governmental agencies, and other professionals concerned with the value and feasibility of real property. We provide analysis and advice on most major commercial property types including office (Central Business District or suburban office and business parks) industrial (office/warehouse, manufacturing), retail properties (free-standing retail, NNN leased properties, community centers, and strip shopping centers), as well as large multifamily properties in the region including mixed use apartment/retail and condominium developments. We also appraise special purpose properties including skilled nursing facilities, hotels, schools and daycare facilities.

## PRINCIPAL MARKETS SERVED

Integra Realty Resources—St. Louis/Kansas City covers the entire state of both Missouri and Kansas in addition to portion of southern Illinois. Our Kansas City office is the closest Integra office to both Omaha and Des Moines with experience in both.

### St. Louis

#### Missouri Counties

- St. Louis City
- St. Louis County
- St. Charles
- Franklin
- Jefferson
- Lincoln
- Warren

#### Illinois Counties

- Jersey
- Macoupin
- Monroe
- Madison
- St. Clair

### Kansas City

#### Missouri Counties

- Jackson
- Clay
- Platte
- Cass
- Lafayette
- Ray
- Clinton
- Bates
- Caldwell

#### Kansas Counties

- Johnson
- Wyandotte
- Leavenworth
- Miami

## OUR VALUE PROPOSITION

Our commitment to quality ensures that clients receive accurate, reliable service - critical to the success of their needs. With over 100 years of combined appraisal experience, IRR - St. Louis / Kansas City has seasoned experts in the area. In addition, IRR has 50 offices across the US in 60+ markets. Our state-of-the-art technology combined with our team of 500+ appraisers positions IRR to provide timely, cost effective solutions for all of your valuation needs.



### Bradley J. Schopp, MAI

Mr. Schopp is the Executive Director with Integra Realty Resource - St. Louis / Kansas City. Mr. Schopp also leads Integra's skilled nursing practice. He has completed more than 900 seniors housing and healthcare assignments in 37 states with asset values totaling more than \$8.5 billion. Prior to joining Integra, Mr. Schopp was a partner at Tellatin, Inc. Mr. Schopp also has experience in general commercial properties and was previously employed as a general commercial appraiser at Moore & Shryock in Columbia, Missouri



### Timothy M. Schoemehl, MAI

Mr. Schoemehl brings over 15 years of general commercial appraisal experience and 20 years of real estate experience to his role as Senior Managing Director of the IRR-St. Louis office. He has appraised a wide variety of property types including multifamily, office, retail, special purpose, and redevelopment. Prior to entering the appraisal profession, Mr. Schoemehl was Real Estate Specialist for the St. Louis Development Corporation.



### Alisha M. Gammon, MAI

Ms. Gammon is a Managing Director at Integra Realty Resources - St. Louis. Ms. Gammon has over eighteen years of experience in the commercial real estate field. She has worked with companies such as Wells Fargo, C III Asset Management, Regions Bank, and US Bank. She has vast expertise in valuations and fair market rent studies on proposed, partially completed, renovated and existing structures. She has worked with a variety of clients including life insurance companies, attorneys, and major commercial banks.



### Clint Cooper, MAI

Managing Director at Integra Realty Resources. Mr. Cooper has over 20 years of experience in the commercial banking and appraisal industries. His commercial banking experience includes years working as a loan review / financial analyst and commercial loan officer. Mr. Cooper has experience appraising a wide variety of commercial properties. His valuation experience includes retail; office; industrial; multi-family/apartment; mixed-use; net lease; senior housing; gas station/c-store; hotel/motel; fraternity/sorority housing; and self-storage properties among others.



### Victor D. Cremeens, MAI

Mr. Cremeens serves as Managing Director. He has exclusively appraised healthcare and senior housing properties since 2000. Prior to specializing in the healthcare and senior housing field, he appraised general commercial real estate for a period of 15 years. His appraisal assignments included a broad variety of property types, including: retail, office, industrial, hotel, special-purpose, agricultural, and land-in-transition properties. He has completed multiple subdivision analyses and condemnation appraisal assignments.



## CORE COMPETENCIES

Office

Retail

Multifamily

Industrial

Land

Hospitality

- Valuation for real estate lending, asset acquisition and disposition, and public-sector planning and development initiatives
- Market and feasibility studies
- Litigation and qualified expert testimony in all litigation and arbitration venues
- Comprehensive research coverage of the major asset classes (office, retail, industrial, & multifamily)
- Expertise in special-purpose property valuation and real property interests (leasehold and other partial interests)
- Extensive experience in management of large portfolios of commercial properties nationally
- Complex cash flow modeling, asset performance including peer to peer studies
- Real estate consulting on complex real estate matters
- Residential valuation for subdivisions and mid and high-rise including condominium construction or renovation.



## AREAS OF SPECIALIZATION

Office Properties (Suburban and CBD)

Medical Office Buildings

Multifamily and Mixed-Use

Retail and Specialty Retail

Self Storage

Student Housing

Vacant Commercial Land

Churches & Schools

Hotels

Golf Courses

Industrial Buildings

Parking Lots/Garages

- Comprehensive market, development, and feasibility studies
- Custom real estate studies for private clients
- Right-of-way/eminant domain
- Corridor valuations
- Competency in Uniform Appraisal Standards for Federal Land Acquisition (UASFLA or “Yellow Book”) valuation (including state and federal land exchanges, managed exchanges, in-holdings, etc.)
- Recreational and resort (land, condos, lodges, fractional interests, hotels, and resorts) Subdivision and transitional land analyses
- Specialty medical (ambulatory surgical centers, hospitals, etc.)
- Dispute mediations/arbitrations
- Tax appeal, use and market studies
- Expert witness (testimony)
- Urban renewal & reuse analyses
- Real estate counseling for public and private-sector clients
- Valuation for trust and estate planning
- Valuation for purchase price allocation and financial reporting
- Valuation for real estate lending, asset acquisition and disposition, and public-sector planning and development initiatives

## RECENT APPRAISAL ASSIGNMENTS

### Office



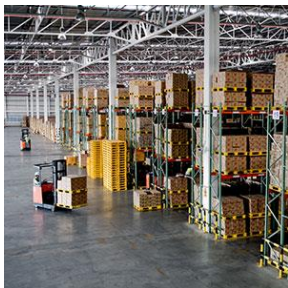
- Chesterfield, MO – Portfolio of 13 office properties (Class A & B)
- Mission, KS – Portfolio of 12 office properties (Class A & B)
- O’Fallon, MO – 69,377 sf Class A office/research and development
- Wichita, KS – Portfolio of 2 Class B medical office properties
- St. Louis, MO – 87,040 sf renovated office with retail addition
- Maryland Heights, MO – 62,478 sf Class B multitenant office

### Retail



- The Crosslands Shopping Center, Kissimmee, FL, Class A, 529,451 sf
- Commons at South Towne, Sandy, UT, Class B, 172,723 sf
- Warrenton, MO – 82,864 sf free-standing new construction retail
- Creve Coeur, MO – 22,247 sf retail/office center
- Wildwood, MO – 26,889 sf Class A retail center
- Central/Southern MO – Portfolio of 17 retail bank branches

### Industrial



- Kansas City, MO – 39,204 sf Class B office/flex
- Overland, MO – 191,128 sf Class B office/flex
- Green Park, MO – Portfolio of 4 office/warehouse and specialty industrial
- Columbia, MO – 55,793 Class A office/flex
- Greater Kansas City, MO/KS – Portfolio of 6 Class A/Class B distribution

### Multifamily/Hospitality



- Clayton, MO – Portfolio of 3 renovated apartment properties
- Overland Park, KS – 232 Unit Class B Apartment Complex
- Carbondale, IL – 180 unit/492-bedroom Class A student housing apartments
- St. Louis, MO – 300-unit Class B renovated apartments
- High Ridge, MO – Proposed Class A 200-unit apartments
- Columbia, MO – 114 room hotel with proposed expansion

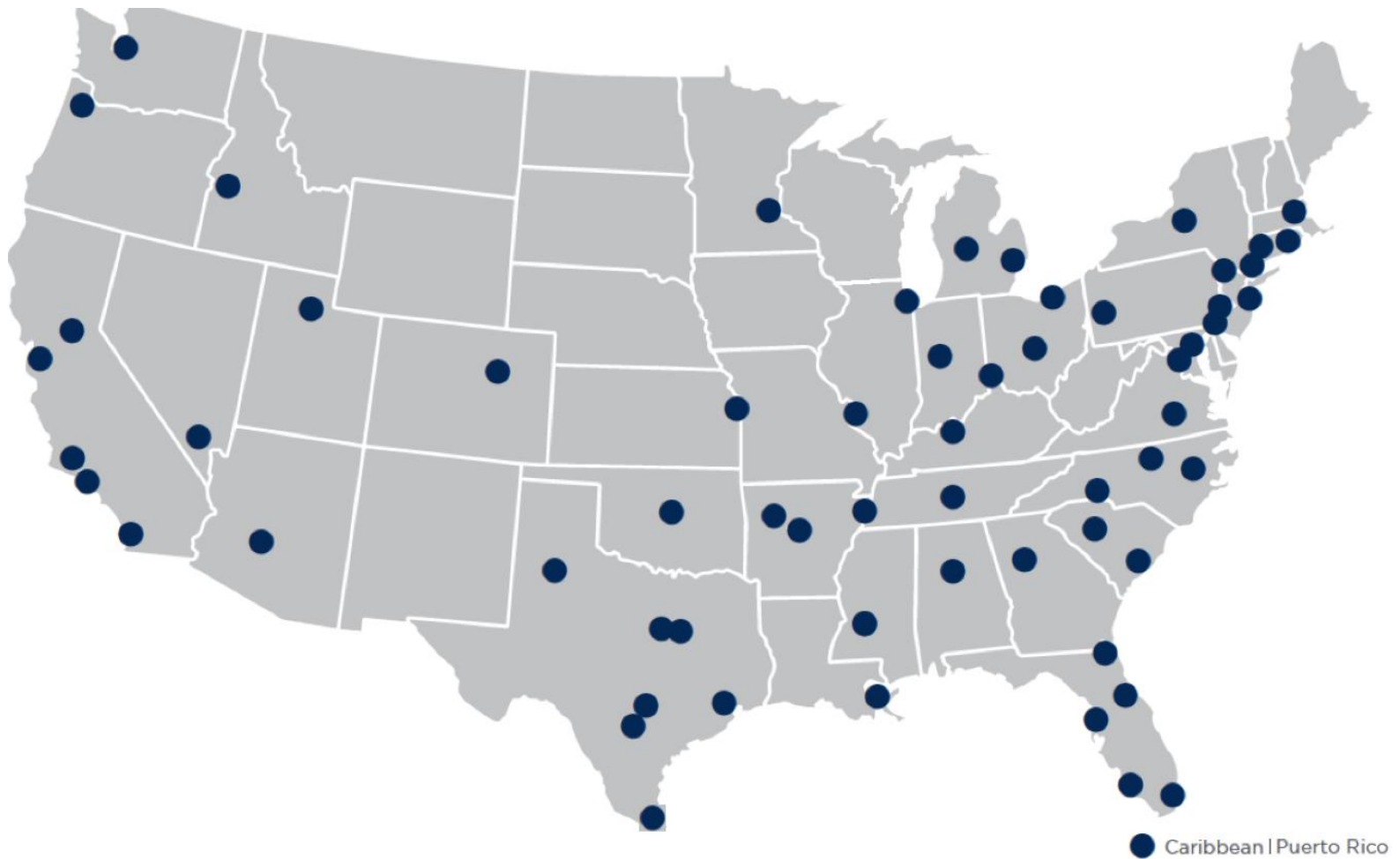
LOCAL EXPERTISE. NATIONALLY.

50+

local offices

60+

markets covered U.S. and Caribbean





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