



INTEGRA REALTY RESOURCES

IRR | SAN DIEGO

COMMERCIAL REAL ESTATE
VALUATION & CONSULTING



42+

years serving the San Diego,
Imperial, San Bernardino and
Riverside 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.*

700+

appraisals completed
annually

RECENT APPRAISAL ASSIGNMENTS OF NOTABLE AND VARIED ASSETS

Office



- Spectrum Corporate Plaza, 9242 & 9246 Lightwave Ave, San Diego, CA, 128,319 SF
- Canyon Corporate Center, 3870-3890 Murphy Canyon Rd, San Diego, CA, 141,055 SF
- Scripps Poway Corporate Center, 13475 Danielson Str, Poway, CA, 49,969 SF
- Multi-Tenant Office Bldg, 15255 Innovation Dr, San Diego, CA, 71,913 SF
- Hutton Center, 3 Hutton Center Drive, Santa Ana, CA, 195,172 SF
- Proposed Aperture Del Mar, 6040 Edgewood Bend Ct, San Diego, CA, 328,701 SF

Industrial



- Vintage Park East, 11751-12075 Cabernet Dr, Fontana, CA, 2,563,423 SF
- Kearny Mesa Complex, 8801 Complex Dr, San Diego, CA, 112,858 SF
- Balboa Business Center, 4333 Viewridge Ave, San Diego, CA, 147,987 SF
- Proposed Pepsico Bottling Facility, Mast Blvd, San Diego, CA, 125,865 SF
- Proposed Otay Crossing Commerce Park, Lots 7 and 8, Otay Mesa, CA, 151,900 SF
- San Diego Business Park, 1725 Dornoch Ct, San Diego, CA, 111,920 SF

Multifamil



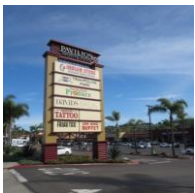
- Ocean Breeze Apartments, 561 San Ysidro Blvd, San Diego, CA 184,604 SF/224 Units
- Whispering Oaks Apartments, 468 Twin Oaks Valley Rd, San Marcos, CA 105,942 SF/92 Units
- Proposed Sunset Luxury Apartments, 303 N. Home St, Oceanside, 127,766 SF/118 Units
- City View Apartments, 840 17th Str, San Diego, CA, 83,748 SF/122 Units
- Park Haven Apartments, 4224 Camino De La Plz, San Ysidro, CA, 367,344 SF/455 Units
- Cresta Bella, 11035 Via Livorno, San Diego, CA, 470,00 SF/368 Units

Hospitality



- Hyatt Regency Mission Bay Spa & Marina,, San Diego, CA, 429 Rooms/187 Boat Slips
- Bahia Resort Hotel, 998 W. Mission Bay Dr, San Diego, CA, 208,783 SF/313 Rooms
- Watergate Hotel, 2650 NW. Virginia Ave NW, Washington, DC, 37,897 SF/336 Rooms
- Sheraton Atlanta Airport Hotel, 1900 Sullivan Rd, College Park, GA, 216,000 SF/395 Rooms
- Town & Country Hotel, 500 Hotel Circle N, San Diego, CA, 832,570 SF/688 Rooms
- Proposed Radisson Blu, 1601 S. Anaheim St, Anaheim, CA, 259,113 SF/326 Rooms

Retail



- Pavilion Shopping Center, 1900-199 Hacienda Dr, Vista, CA, 136,792 SF
- Mission Gorge Shopping Center, 6501-6585 Mission Gorge Rd, San Diego, CA, 91,261 SF
- Independence Square, 7305-7373 Clairemont Mesa Blvd, San Diego, CA, 92,784 SF
- Casa de Oro Shopping Center, 9817-9831 Campo Rd, Spring Valley, CA, 45,116 SF
- Midway Towne Center, 3920-4110 W. Point Loma Blvd, San Diego, CA, 86,990 SF
- Stater Bros. Market, 1288 Border Ave, Corona, CA, 24,400 SF

Specialty Assignments



- TERI Campus of Life Equestrian Center, 501 Deer Springs Rd, San Marcos, 19.83 Acres
- Korean United Methodist Church, 6701 Convoy Ct, San Diego, CA, 54,074 SF
- A Storage Place, 605 Anita Street, Chula Vista, CA, 100,505 SF/911 Storage Units
- Thunderbird Mobile Home Park, 368 Anita Str, Chula Vista, CA, 144 Pads
- Marine Group Boat Works, 997 G Street, Chula Vista, CA, 18.14 Acres
- Bella Vista Health Center (Skilled Nursing), 7922 Palm Str, Lemon Grove, CA, 99 Beds

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 42+ 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.



John Morgan, MAI, Senior Managing Director

John Morgan, MAI is the Principal and Senior Managing Director for Integra Realty Resources – San Diego. John joined Integra – San Diego as a Director/Senior Analyst in February 2006 and was promoted to Senior Managing Director in 2015. John was an independent fee appraiser in the San Diego area between 1983 and 2005 and has been a State Certified General Appraiser in California since the inception of State Certification in 1991. John purchased the Integra Realty Resources – San Diego franchise in January 2023.



Sean Morrow, MAI, Managing Director

Sean is experienced in appraising all types of commercial real estate and is IRR-San Diego's specialist for rural land, manufactured housing, ground leased properties, and special purpose properties. He is also familiar with valuing complex multi-tenant properties using ARGUS Enterprise.



Zac Blechman, CGA, Associate Director

As Associate Director, Zac has experience appraising a variety of commercial real estate property types while specializing in valuations of hotels, self-storage facilities as well as religious/educational special use properties. Zac is currently a licensed California Certified General Real Estate Appraiser and is a candidate for MAI designation from the Appraisal Institute.



Louis Lipschultz, CGA, Senior Analyst

Louis "Lou" Lipschultz joined Integra Realty Resources – San Diego as Senior Analyst in 2006. Lou has actively been engaged in real estate valuation and consulting since 1999. Lou has extensive experience in major urban and suburban developments comprised of Industrial, Office, Retail.



Jeff A. Greenwald, MAI, SRA, AI-GRS, ASA, IFAS, FRICS, Executive Director

Jeff Greenwald was the former Executive Director of the San Diego office and sold the company to John Morgan in January 2023. He retired from appraising but is still available for Standards 3 Bank Desk Reviews. Jeff began his real estate career in 1979 and was a fee appraiser since 1991. Jeff is a Certified General Real Estate Appraiser in 6 states.



Sonny Truong, CGA, Senior Analyst

Sonny began his real estate career in 2005 as a trainee with La Jolla Bank. In 2006, he joined Integra – San Diego where he gained his certified general real estate appraiser license. In 2010 after a move to Orange County, he joined the Orange County team at Integra where he continued to appraise a variety of commercial real estate assets. As of 2021, Sonny has come full circle and has rejoined Integra – San Diego as senior analyst responsible for the valuation and analysis of all property types.

OUR CLIENTS

- American Business Bank
- Alta Bank
- Balboa Thrift & Loan
- Bank Leumi USA
- Bank of Hemet
- Bank of Hope
- Bank of Southern California
- Bank OZK
- Banner Bank
- BBVA USA
- Boston Private Bank & Trust
- C3Bank
- California Bank & Trust
- California Credit Union
- CalPrivate Bank
- Canyon Community Bank
- Celtic Bank
- Central Pacific Bank
- CIT Bank N.A.
- Comerica
- CommerceWest Bank N.A
- Commercial Bank of California
- Commonwealth Business Bank
- Community Valley Bank
- Cushman & Wakefield
- Evangelical Christian CU
- Farmers & Merchants Bank
- First Bank
- First Choice Bank
- First Pacific Trust Bank
- Golden Bank
- Hanmi Bank
- HomeBank of California
- Hometown Lenders, Inc
- Horizon Community Bank
- Independent Bank
- JPMorgan Chase Bank
- Mechanics Bank
- Mission Federal Credit Union
- North Island Credit Union
- NuVison Federal Credit Union
- Open Bank
- Pacific Mercantile Bank
- PNC Bank
- Royal Business Bank
- San Diego County Credit Union
- Seacoast Commerce Bank
- Stage Oak Trust
- Sullivan Bank
- Summit State Bank
- Sun Community Federal CU
- TIAA Bank
- United Business Bank
- Wells Fargo Bank N.A.
- Zions First National Bank

Law Firms/Accounting

- Allen, Sala & Bayne, PLC
- Buchalter
- Catalano & Catalano
- Chhokar Law Group, PC
- E3 Advisors
- Gresham Savage Nolan & Tiden PC
- Henderon, Caverly, Pum & Trytten, LLP
- KFB Rice, LLP
- Price, Postel & Parma, LLP
- Schiller Ducanto & Fleck, LLP
- Seltzer Caplan McMahon Vitek
- Skaja Daniels Lister Permito LP
- Sullivan McGibbons & Ass. LP
- Ward & Thorn APLC
- Wendel Rosen LP
- Withers Bergman, LP
- Yelman & Associates

Government & Organizations

- 7-Eleven
- Affirmed Housing
- Brightview
- Capexco
- Carpenter/Robbins
- City of Carlsbad
- City of Coronado
- City of Encinitas
- City of Poway
- City of San Diego
- City of Vista
- CoreCivic, Inc
- County of Los Angeles
- County of San Diego
- Helix Water District
- HFF
- Low Income Investment Fund
- Neighborhood Housing Ass.
- San Diego Housing Commission
- Townspeople
- USPS

Mortgage Brokers

- Bellwether Enterprise Real Estate Capital, Inc
- Benchmark Financial Real Estate Services
- C-111 Capital Partners
- LNR Partners
- Maggio Capital, Inc
- Miramar Financial Services
- NorthMarq Capital, LLC
- Pacific Southwest Realty Services
- Priam Financial Services
- Scripps Realty Investment Co
- Seattle Funding Group of California, Ltd
- StanCorp Mortgage
- Starwood
- The Alison Company
- Triumph Capital Partners

Insurance/Wealth Management

- Assurant Life Insurance
- Avivia Life and Annuity Company
- Bank of the West
- Gaines Investment Trust
- Guardian Life Insurance Company
- John Hancock Life Insurance Co.
- ReadyCap Commercial LLC
- Southern Farm Bureau Life Insurance Company
- StanCorp Mortgage Investors
- Third Lake Capital
- Thrivent Financial for Lutherans
- Washington Capital Management
- Watt Funding REIT, LLC

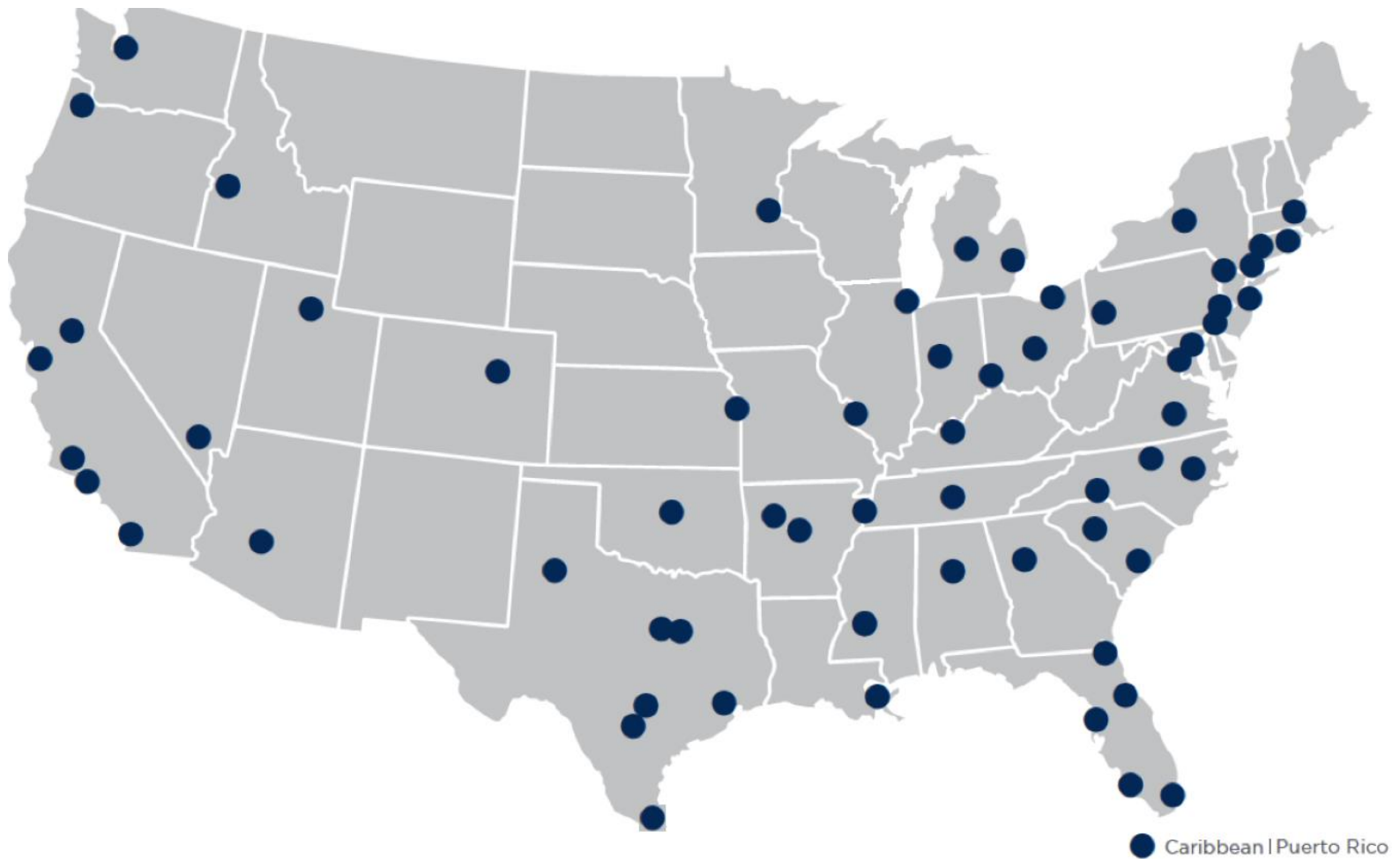
LOCAL EXPERTISE. NATIONALLY.

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
rrich@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
Todd Rotholz, MAI
T (713) 973-0212 ext. 12
trotholz@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
J. Walter Allen, MAI, FRICS
T (212) 575-2836
walter.allen@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 – SAN DIEGO

527 Encinitas Blvd. Suite 204
Encinitas, CA 92024
T: (858) 259-4900
irr.com/San Diego

John A. Morgan, MAI
Senior Managing Director
T (858) 259-4900 x 315
jmorgan@irr.com

Monica Winkler
Office Manager
T (858) 259-4900 x 301
mwinkler@irr.com

irr.com

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



INTEGRA REALTY RESOURCES
Local Expertise. Nationally.