# WARONKER & ROSEN, INC.



**Revised December 2016** 

# WARONKER & ROSEN, INC.

**Waronker & Rosen, Inc.** possesses a comprehensive knowledge, expertise and experience which enables us to be able to assist you in making informed decisions with regard to any aspect of your real estate investment, management and brokerage. Because of our extensive experience and familiarity with our geographical area, we are able to guide you through any process you may encounter. We are a full-service consulting firm providing the following services.

Appraisals	Condemnation Appraisals
Development Consulting	Expert Testimony
Feasibility Studies	Real Estate Tax Appeals
Investment Studies	Highest and Best Use Analysis
Market Studies	Litigation Support

The principals, Lee H. Waronker, MAI, SRA and Josh L. Rosen, MAI, have a combined experience of over 65 years in the appraisal of vacant land, hotels, retail, environmentally sensitive land, industrial, multi-family and residential property of all types and size.

**Waronker & Rosen, Inc.** focuses primarily in the South Florida area from Key West to Palm Beach County. We have also prepared appraisals on properties outside of the United States including the Bahamas, St. Thomas USVI, St. Croix USVI, Honduras, the Dominican Republic and Grand Turks and Caicos.

**Waronker & Rosen, Inc.,** formerly Waronker & Associates, Inc., has been providing real estate appraisal and consulting services since 1987.

### Waronker & Rosen, Inc.

Miami, Florida Keys and Caribbean Office 2260 NW 66<sup>th</sup> Avenue, Suite 215 Miami, Florida 33122 Broward / Palm Beach County Office 10191 W. Sample Road, Suite 211-A Coral Springs, Florida 33065

Telephone: Fax: E-Mail: (305) 665-8890 (305) 665-5188 lee@waronkerandrosen.com josh@waronkerandrosen.com

LEE H. WARONKER, MAI, SRA State-Certified General Real Estate Appraiser RZ#162 President JOSH L. ROSEN, MAI State-Certified General Real Estate Appraiser RZ#395 Vice President

## JOSH L. ROSEN, MAI

Education:	Administration.	Florida, Gainesville, Flor e and Urban Analysis. Awar ion, May 1983.	
Affiliations:	MAI Designation (No. 11800) awarded by the Appraisal Institute in 2001. State-Certified General Real Estate Appraiser, State of Florida, License Number RZ395, May 1990.		
Experience:	Appraised various typ	es of properties, including:	
	Office Buildings Warehouses Shopping Centers Apartment Bldgs. Restaurants Residences	Hotels and Motels Amusement Park Golf Courses Industrial Buildings Vacant Land Residential Condominiums	Office Condominiums Service Stations Marinas Special Purpose Facilities Churches and Synagogues Dockominiums
	to present	pal, <i>Waronker &amp; Rosen, Inc.,</i> <i>Consultants, Inc.</i> , Miami, Flor	
<b>Course Work:</b>	Appraisal Institute:		
	Course 1A-1Real Estate Appraisal PrinciplesCourse 1A-2Basic Valuation ProceduresCourse 1B-ACapitalization Theory and Techniques, Part ACourse 1B-BCapitalization Theory and Techniques, Part BCourse 2-1Case Studies in Real Estate ValuationCourse 2-2Report Writing and Valuation AnalysisCourses 410, 420 & 430Standards of Professional Practice, Parts A, B & CLitigation ValuationAppraising Non-Conforming UsesPartial Interest Valuation – UndividedAppraising Distressed Commercial Real EstateHotel Appraising – New Techniques for Today's Uncertain TimesFundamentals of Separating Real and Personal Property from Intangible Business AssetsEvaluating Commercial ConstructionRedefining the Appraisal and it's Role in an Evolving Banking Environment		
Other:	<b>U I</b>	entative for Region X of the A outh Florida Chapter of the A	11

# Appraiser Qualifications LEE H. WARONKER, MAI, SRA

Education:	Master of Science in Management, School of Business and Organizational Science, Florida International University, 1981 (Major – Real Estate)		
	Bachelor of Science Degree, The Florida State University, Tallahassee, Florida 1976 (Major – Real Estate)		
Affiliations:	MAI Designation (No. 6738) awarded by the Appraisal Institute in 1983. SRA (SRPA) Designation awarded by the Appraisal Institute in 1981. State-Certified General Real Estate Appraiser, State of Florida, RZ#162, May 1990. Registered Real Estate Broker, State of Florida, License #BK0152877 (1978)		
Experience:	Appraised various types of pr	roperties, including:	
	Industrial Buildings Office Buildings Service Stations Churches & Synagogues Residences President, <i>Waronker &amp; Ros</i>	Restaurants Hotels and Motels Retail Stores U.S. Post Offices Condominiums <i>en, Inc.</i> , (formerly W	Warehouses Hospitals Marinas Historical Buildings Special Purpose Properties Varonker & Associates, Inc.)
	Miami, Florida, from 1987 to present. Vice President, <i>Property Consultants,</i> <i>Inc.</i> from 1979 to 1986. Appraiser, The Keyes Company, 1978 to 1979. Appraiser, Miami-Dade County Department of Right-of-Way, 1977 to 1978.		
Instructor:	Appraisal Institute. Taught Courses 1A-1, 1A-2, 8-2, 1B-A, 1B-B, 110, 120, 210, 310, 320, 410, 420, 430, 510, 550, 600, 610 and 620, et al		
Author:	Seminars entitled "Dynamics of Office Building Valuation", "Why the Capitalization Rate is Always 10" and the "Appraisal of Real Estate 10 <sup>th</sup> vs. 11 <sup>th</sup> Edition".		
Other:	Special Master for the Dade County Valuation Adjustment Board, 1989 to 1996. Assisted in the editing of <i>The Appraisal of Real Estate</i> , 11 <sup>th</sup> Edition and 13 <sup>th</sup> Edition.		
	President of the Miami Ch Appraisal Institute, 1990 to 1		sal Institute, 1990 to 1991.

### JAMES R. HAWKINS

Education:	Miami-Dade Community College Barry University		
Affiliations:	State-Certified Gene	eral Real Estate App	raiser, State of Florida, RZ#3251
Experience:	Waronker & Rosen	, Inc.	Research Assistant Assistant Appraiser June 1999 to present
	Appraisal Solutions	5	Assistant Appraiser March 1999 to June 1999
	Assisted in appraising	ng various types of p	properties, including:
	Apartment bui Vacant land Golf course Office/industr Warehouses Commercial p Industrial prop	ial/commercial cond	ominium units
Course Work:		uunity College Real I Al Appraisal (AB-I) (2	0
	Appraisal Institute Course 120 Course 410 Course 310 Course 510 Course 405	Basic Income Cap Advanced Income	essional Practice, Part A italization, Part B

## **CHRISTOPHER LIBRIZZI**

Education:	Graduated from Valencia Community College in 1983 with an Associate Arts Degree. Graduated with a Bachelor of Science Degree from Florida State University in 1985.	
Affiliations:	State-Certified General Real Estate Appraiser, State of Florida, RZ#3094 Florida real estate sales associate, SL#3122225	
Employment:	Waronker & Rosen, Inc.	Real Estate Appraiser Research Analyst 2011 to Present
	Integra Realty Resources	Real Estate Appraiser Research Analyst 1997 to 2011
	Appraisal and Real Estate Economics and Associates, Inc.	Real Estate Appraiser Research Analyst (1991- 1997)
Experience:	Appraised various types of propertie	s, including:
	Automobile Dealerships Apartment Buildings Churches and Synagogues Golf Courses Industrial Buildings Office Buildings	Office Condominiums Restaurants Shopping Centers Special Purpose Facilities Vacant Land Warehouses
Course Work:	Appraisal Institute: Real Estate Appraisal Principles Basic Valuation Procedures Capitalization Theory and Techniques, Part A Capitalization Theory and Techniques, Part B Advanced Concepts and Case Studies Advanced Sales Comparison and Cost Approach Market Analysis and Highest & Best Use Report Writing and Valuation Analysis Standards of Professional Practice, Parts A, B & C Fundamentals of Separating Real and Personal Property from Intangible Business Assets Various other Seminars	

### **ALEJANDRO C. PUENTE**

Education:	Bachelor of Art	Master of Business Administration, St. Thomas University, 2010 Bachelor of Arts Degree, Business Studies, St. Thomas University, 2007 Associate in Arts Degree, Miami-Dade Community College, 2003	
Affiliations:	State-Certified	General Real E	state Appraiser, State of Florida, RZ3697
Experience:	Waronker & Ro	osen, Inc.	Staff Appraiser April 2010 to present
	Capital Mortga	ge, LLC	Assistant June 2004 to April 2008
	Assisted in the including:	appraisal and i	n the research of various types of properties,
	Vacant lar Office/ind Warehous	lustrial/commer es ial property property	cial condominium units
Course Work:	Gold Coast Sch	ool of Real Esta	ate
	Course Basic Appraisal Principles Course Basic Appraisal Procedures Course Residential Report Writing Course State of Florida Law and Appraisers Course 15 Hour National USPAP Course		
	The Appraisal I	praisal Institute	
	401: G 402: G 403: G 404: G	eneral Apprais General Apprais General Apprais General Apprais	er Market Analysis and Highest & Best Use er Sales Comparison Approach er Site Valuation and Cost Approach er Income Approach/Part 1 er Income Approach/Part 2 er Report Writing and Case Studies

### Appraiser Qualifications BRUNO M. PICASSO

Education:	Master of Business Administration, Florida International University, Miami Florida 2008		
	Bachelor of Arts Degree, Flori 2003 (Double Major – Finance an	da International University, Miami, Florida nd Marketing)	
Affiliations:	Registered Trainee Appraiser, St 1990.	tate of Florida, License Number RI162, May	
Experience:	Waronker & Rosen, Inc.	Staff Appraiser Trainee February 2015 to present	
	Integra Realty Resource Miami	Staff Appraiser Trainee January 2014 to January 2015	
	H & G Commercial Group	Staff Appraiser Trainee February 2011 to December 2013	
	Integra Realty Resource Miami	Director of Market Research Trainee September 2004 to November 2013	
Assisted in the a	ppraisal and in the research of var	ious types of properties, including:	
	Apartment buildings Vacant land Commercial condominiu Warehouses	Warehouses Commercial property m units Industrial property Restaurants	
Course Work:	Gold Coast School of Real Est	ate	
	Course Basic Appraisal Course Residential Repo Course State of Florida	Course Basic Appraisal Principles Course Basic Appraisal Procedures Course Residential Report Writing Course State of Florida Law and Appraisers Course 15 Hour National USPAP Course	
	The Appraisal Institute		
	402: General Apprais 403: General Apprais	eer Sales Comparison Approach eer Site Valuation and Cost Approach eer Income Approach/Part 1 eer Report Writing and Case Studies	

### **Partial Client List**

LENDER 1st United Bank Amerasia Bank Apollo Bank BAC Bank BNY Mellon Bank BankUnited Bank of America Bank Leumi Bessemer Trust Branch Banking and Trust (BB&T) BridgeInvest, LLC CenterState Bank CNL Bank Capital Bank Cigna Investments, Inc. Citibank and Citicorp City National Bank of Florida Coconut Grove Bank Comerica Bank Credit Suisse First Boston Mortgage Capital, LLC Espirito Santo Bank of Florida Executive National Bank Fifth Third Bank First American Bank First Bank of Miami First National Bank of South Miami FirstBank Florida Florida Community Bank Gibraltar Private Bank and Trust HSBC Bank, N.A. Holliday Fenoglio Fowler, LP Intercredit Bank, N.A. International Finance Bank Israel Discount Bank of New York JP Morgan Chase Bank Live Oak Bank Lloyds Int'l. Bank (Lloyds of London) Lutheran Brotherhood Marquis Bank Morgan Stanley Mortgage Capital Northern Trust Bank Ocean Bank **Optimum Bank** Popular Community Bank Professional Bank Regions Bank Sabadell United Bank Space Coast Credit Union Stonegate Bank SunTrust Bank Terrabank, N.A.

TD Bank, N.A. Totalbank U.S. Century Bank Valley National Bank Wells Fargo Bank Zions First National Bank

#### LIFE INSURANCE COMPANIES

Allstate Insurance Company American General Life Insurance Co. Equitrust Life Insurance Co. Fortis Capital Corp. & Life Insurance Company Franklin Life Insurance Company General American Life Insurance Co. Independent Order of Foresters John Alden Life Insurance Company Kansas City Life Insurance Company Lumberman's Life Insurance Company Omaha Woodmen Life Ins. Society Standard Life Insurance Company State Farm Insurance Company Sun Life Insurance Company

#### CORPORATIONS

AT&T Church of Jesus Christ of the Latter-Day Saints Costco Wholesale Florida Power and Light Corp. (FPL) JC Penny Corporation The Wendy's Company Chevron U.S.A., Inc. Johnson and Johnson Company

#### DEVELOPERS AND INVESTORS

Berkowitz Development Group Bristol Group, Inc. Fifteen Group, Inc. Franklin Street Properties Flagler Development Corporation Fort Partners Goldman Properties Hampshire Real Estate Companies Lennar Corporation MDM Development, Inc. Napolitano Realty and Harnap Corp. Noble House Resorts and Hotels Ocean Properties, Ltd. Panther Real Estate PLC Investments, LLC R.K. Associates. Inc. Shoma Group The Scott Robins Companies Wometco Enterprises, Inc.

#### GOVERNMENT AGENCIES

Broward County School Board Broward County Public Works Dept. City of Coral Gables City of Miami Beach City of Miami General Services Administration Federal Deposit Insurance Corp. (FDIC) Federal Home Loan Mortgage Corp. (FHLMC) Florida Dept. of Environmental Protection Florida Department of Transportation Florida Keys Aqueduct Authority Miami-Dade Water and Sewer Authority Miami-Dade Co. -Aviation Authority Miami-Dade Co. - County Attorney's Office Miami-Dade Co. - General Serv. Admin. Miami-Dade Co. - Housing & Urban Dev Miami-Dade Co. - Public Works Dept. Miami-Dade Co. - School Board Miami Parking Authority Nature Conservancy, Florida Chapter South Florida Water Management Distric United States Department of Justice United States General Serv. Admin. United States Postal Services Village of Pinecrest

#### LAW FIRMS

Akerman, Senterfitt & Eidson Arnstein & Lehr, LLP Barranco & Associates, P.A. Berger Singerman, LLP Berman, Wolfe Rennart Vogel & Mandler, P.A. Carlton Fields Colson Hicks Eidson, P.A. Greenberg Traurig, P.A. Holland & Knight Kirkpatrick and Lockhart Kutner and Associates Richman Greer Shutts & Bowen, LLP Stearns, Weaver, Miller, Weissler, Alhadeff & Sitterson, P.A. Steel Hector and Davis Tabas, Freedman, Soloff, Brown & Rigali, P.A Tripp Scott Weiss Serota Helfman Pastoriza Cole & Boniske, P.A.

### **Notable Properties Appraised**

#### Miami-Dade County

Miami International Airport Miami Metropolitan Hospital of Miami Miami	
City of Miami Correctional Facility Miami Spinnaker Marina North Miam	ni
Country Club of Miami Golf Course Miami Virginia Key & Rickenbacker Marinas Key Biscaya	ne
Mel Reese Golf Course Miami Waterways Yacht Basin Miami	
Burger King Headquarters – Waterford Miami Porto Vita Club and Spa Aventura	
Doctors Hospital Coral Gables Ocean Steps Entertainment Center S. Miami Bea	ach
Beacon Centre Development Miami Indian Creek Country Club Indian Cree	ek
FBI Headquarters Miami BIV Tower Miami	
Gables Waterway Executive CenterCoral GablesCourthouse TowerMiami	
Joe's Stone Crab restaurant Miami Beach South Shore Hospital Miami Beac	ch
Doral Ocean Beach Resort (formerly) Miami Beach SouthCom Headquarters Miami	
Metro-Dade Bus Facility Miami	

#### Fort Lauderdale/Broward County

Florida Medical Center (Hospital)	Ft. Lauderdale
Jackson Marine Center	Ft. Lauderdale
Las Olas Centre Office Building	Ft. Lauderdale
Martha's Restaurant	Hollywood
Various Luxury Single Family Homes	Fort Lauderdale
Seneca Industrial Park	Pembroke Park

#### Monroe County/Florida Keys

Key Largo Islamorada Duck Key Key West Little Torch Key Key West Key West Key West Key West

Jupiter, Palm Beach County

Tampa, Hillsborough County

St. Petersburg, Pinellas County

Naples, Collier County

Orlando, Orange County

Marriott Key Largo Bay Beach Resort
Islander Resort
Hawk's Cay Resort, Marina and DRI
Westin, formerly Hilton Resort and Sunset Key Island
Little Palm Island
Louis' Backyard Restaurant
Ocean Key Resort
Sloppy Joe's Bar
Truman Annex - Navy Base

#### **Other Florida Counties**

Jupiter Beach Resort La Playa Beach Resort Sheraton Four Points Spring Hill Suites Hilton Carillon Park

#### **Outside of the United States**

Various Single Family Homes Cat Cay, Bahamas Single Family Home Casa de Campo, Dominican Republic Sapphire Beach Resort St. Thomas, U.S. Virgin Islands Hotel Site Grand Turks and Caicos Islands Montego Beach Resort Montego Bay, Jamaica Botany Bay Subdivision (400 acres) St. Thomas, U.S. Virgin Islands Ocean Club Resort Grand Turks and Caicos Islands Land lease under Ritz Carlton San Juan, Puerto Rico St. Croix, U.S. Virgin Islands Various Land Holdings Vacant Land West End, Grand Bahama Island Buccaneer Hotel and Golf Course St. Croix, U.S. Virgin Islands

### Florida Keys

	slamorada slamorada
North Key Largo Fishing ClubKeOcean Pointe CondominiumsKe	Key Largo Key Largo Key Largo Key Largo
Marlin Bay Residences and Yacht Club M	Iarathon Iarathon Iarathon
Hawk's Cay Resort Du	Duck Key
Little Palm Island Li	ittle Torch Key
Foundry Building (No. 7)TrKey West Customs House (No. 91)TrHarbour Place CondominiumsTrMills Place CondominiumsTrPorter Court CondominiumsTrShipyard CondominiumsTrSunset Key IslandTrCustoms HouseTrCoast Guard Station (Currently Retail)Tr1800 Atlantic CondominiumsKeAtlantic Shores MotelKeBayside Resort HotelKeCaptain Hornblowers RestaurantKeClinton Market SquareKeConch Tour Train Stops & Related BuildingsKeHilton and Sunset Key IslandKeLas Salinas CondominiumsKeLouie's Backyard RestaurantKeOcean Key ResortKeQuay RestaurantsKe	Key West Truman Annex, Key West Key West Ke

### LENDER / CLIENT REFERENCES

LENDER / CLIENT	PROPERTY TYPES APPRAISED
Mr. David Gray, MAI, CCIM Vice President – Office Director Wells Fargo Bank 225 Water Street, 3rd Floor Jacksonville, Florida 32202 Telephone 904-217-0384 Fax No. 866-679-0494	Warehouse/Industrial Office Buildings Shopping Centers Condominium Conversions Apartment Buildings Car Dealerships Various Types of Land
<ul> <li>Mr. Steven G. Hart, MAI, Senior Vice President/Manager Real Estate Appraisal Department BankUnited</li> <li>222 Lakeview Avenue, Suite 650 West Palm Beach, Florida 33401 Telephone 561-653-2157</li> </ul>	Warehouse/Industrial Office Buildings Shopping Centers Apartment Buildings Car Dealerships Hotels
Mr. John McLeod, President CapitalQuest Group 1600 South Bayshore Lane, Suite 5C Miami, Florida 33133 Telephone 305-361-1201 Fax 305-361-3109	Warehouse/Industrial Office Buildings Shopping Centers Apartment Buildings
<i>Mr. Frederick McDonald, MRICS, Vice President</i> Banco Popular/Popular Community Bank 85 Broad Street, 10 <sup>th</sup> Floor New York, NY 10004 Telephone 212-445-1883	Warehouse/Industrial Office Buildings Shopping Centers Apartment Buildings Various Types of Land
Mr. Don Lauchaire, MAI, Vice President City National Bank 1450 Brickell Avenue, Suite 2800 Miami, FL 33131 Telephone 305-577 7274 Fax 305-577-7401	Office Buildings Warehouse/Industrial Shopping Centers Apartment Buildings Luxury Residences
Mr. John Sokol, SRA, Review Appraiser II BB&T 1580 Sawgrass Corporate Parkway, Suite 310 Sunrise, Florida 33323 Telephone 954-839-1072	Warehouse/Industrial Office Buildings Shopping Centers Apartment Buildings Various Types of Land

LENDER / CLIENT	PROPERTY TYPES APPRAISED
<i>Mr. Michael Neer, SRA</i> Senior Vice President, Appraisal Manager Gibraltar Private Bank and Trust 55 Alhambra Plaza, 7 <sup>th</sup> Floor Coral Gables, Florida 33134 Telephone 305-476-5517	Warehouse/Industrial Office Buildings Shopping Centers Apartment Buildings Various Types of Land Luxury Residences
<i>Mr. Stephen Coley, Vice President, MAI</i> Regions Financial Corporation 11582 Apostle Island Trail Jacksonville, FL 32256 Telephone 904-996-9219	Warehouse/Industrial Office Buildings Shopping Centers Apartment Buildings Hotels Various Types of Land
Mr. Steven R. Weintraub, MAI Vice President/Regional Manager JP Morgan Chase Bank, N.A. Chase Commercial Banking 200 South Pine Island Road Plantation, Florida 33324 Telephone 954-723-9773	Warehouse/Industrial Office Buildings Shopping Centers Apartment Buildings Hotels Various Types of Land
Mr. Alex Horn Managing Partner BridgeInvest, LLC 2601 S. Bayshore Drive, Suite 1460 Miami, Florida 33133 Telephone 305-749-9887	Warehouse/Industrial Office Buildings Shopping Centers Apartment Buildings Hotels Various Types of Land Luxury Residences

Note: Additional references available upon request of attorneys and government agencies.