

# Walter “Tres” Winius, III, MAI, FRICS

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## Experience

### **Integra Realty Resources – Phoenix, Phoenix, AZ 85012**

Privately held national consulting company offering: Real Estate Appraisal & Consulting Services.

Senior Managing Director – Mr. Winius has been with the company and its predecessor, Winius Montandon, Inc., since 1979 and serves as a manager/director of a multi-disciplinary valuation/consulting staff. Mr. Winius served a three-year term on the inaugural board of directors of Integra Realty Resources (NYC) from 1999 through 2002 and was the 2004 President of the Phoenix Chapter of the Appraisal Institute. He is a Member of the Integra Realty Resources Hospitality Specialty Practice Group. Mr. Winius is a member of Lambda Alpha International, an honorary land economics society, and was the 2006 president of the Phoenix Chapter of the organization. Mr. Winius has testified in Arizona State Superior and Federal Bankruptcy Courts. In a notable court appearance, Mr. Winius served as an expert witness in a \$180 million bankruptcy case and was retained by the law firm representing the lender, FANNIE MAE.

## Education

**Arizona State University: Bachelor of Science, Real Estate  
Master of Business Administration (MBA)  
Beta Gama Sigma, Business Honor Society**

## Professional Designations

**Appraisal Institute, Member, MAI  
Fellow Royal Institution of Chartered Surveyors, FRICS  
Arizona State Certified General Appraiser #30429  
New Mexico Certified General Appraiser #02793-G  
Registered Property Tax Agent State of Arizona  
Yellow Book Class for Federal Valuation  
HUD MAP Program Certified  
Fundamentals of Separating Real Property, Personal Property, and Intangible Business Assets**

## Property Types Appraised

- R&D / Manufacturing
- Hotels & Resorts
- Bottling Plants
- Restaurants/Bars
- Big Box Retail
- Retail Property & Malls
- Nursing / Assisted Care Facilities
- Airport Land
- Medical Office Buildings
- Theaters
- Heavy & Light Manufacturing
- Warehousing
- Eminent Domain
- Silicon Wafer Foundries and Manufacturing
- Churches
- Hospitals
- Cable Manufacturing
- Newspaper & Magazine Printing Plants
- Grocery Stores
- Saw Mills & Lumber Operations
- Food Processing Plants
- Charter Schools
- Suburban and Rural Offices
- Urban High-Rise Office Buildings
- Limited Access Property
- Conservation Property

## Notable Subject Properties

- Two Biltmore Golf Condos, Phoenix, AZ
- Phoenix Children’s Hospital, Phoenix, AZ
- Hyatt Gainey Ranch Resort & Spa, Scottsdale, AZ
- Belden Cable Manufacturing Plant, Phoenix, AZ
- Esplanade Office Towers I & II, Phoenix, AZ
- Red River Music Hall/Marquis Theatre, Tempe, AZ
- Frito Lay Plant, Casa Grande, AZ
- Tovrea Castle, Phoenix, AZ

- W. L. Gore Campus, Phoenix, AZ
- McDowell Mountain Ranch MPC, Scottsdale, AZ
- Shamrock Foods Cold Storage, Phoenix, AZ
- Scottsdale Plaza Resort, Paradise Valley, AZ
- Hidden Meadow Ranch & Club, Greer, AZ
- Montelucia Resort & Spa, Paradise Valley, AZ
- Superstition Mountain Golf Club, Pinal Co., AZ
- Historic Post Office, Phoenix, AZ

## Real Estate Valuation Clients

### High Tech, Manufacturing, Aerospace, Etc.

- Honeywell
- Belden Cable
- Amkor
- Frito Lay

### Banking and Securities Approved List

- ABN AMRO Bank
- Royal Bank of Scotland
- San Diego National Bank
- Merrill Lynch
- Comerica Bank
- FleetBoston Financial
- J. P. Morgan Chase & Company
- Affinity Bank
- The Harris
- Northern Trust
- US Bank
- EverBank
- Credit Suisse First Boston (CSFB)
- G.E. Capital Corporation
- Bank of America
- Woodmen of the World Life Insurance

### Health Services

- Scottsdale Health Care
- Desert Samaritan Hospitals
- Mayo Clinic
- Phoenix Children's Hospital
- Camelback Hospitals
- John C. Lincoln Hospitals

### Legal

- The O'Connor Law Firm
- Greenberg Traurig
- Mohr Hackett
- Osborn Maledon
- Kutak Rock
- Steptoe & Johnson
- Quarles & Brady, Streich Lang
- Beus Gilbert

### Others

- City of Phoenix
- Arruth Associates
- ARCO Petroleum Products
- Haulmark
- Rouse Company
- Kinder Morgan
- AT&T
- Fairmont Hotels & Resorts
- City of Scottsdale
- Equiva/Shell Texaco
- Chrysler Realty
- Santa Fe Railroad
- Giant Industries
- Thrifty Rent-A-Car
- Westroc Resorts
- The Orcutt/Winslow Partnership

## Community Service

Mr. Winius has been involved in organizations such as the Scottsdale Active 20/30 Club (Charter Member, Past President and Life Member); the Friends of the Arizona Historical Foundation (Charter Member, Event Committee); Scottsdale Leadership (Class 13); an officer of the Southwest Village Neighborhood Association (downtown Scottsdale); a member of Valley Partnership and an Eagle Scout in Troop 441 (Valley Presbyterian Church, Scottsdale).