



Sperry Van Ness/Martin Commercial Group
Christopher Stuard, Investment Advisor
National Apartment & Retail Specialist

Christopher M. Stuard serves as an Investment Advisor specializing in apartment and retail investments with Sperry Van Ness/Martin Commercial Group. Chris resides in and is a native of Evansville, Indiana with over 17 years of practice in the environmental, conservation and real estate arenas. As an active member of the NAIFA (National Association of Independent Fee Appraisers), he was the NAIFA Greater Evansville Chapter President in 2004 and 2005. Chris retains the NAIFA's senior designation, the IFAS. Chris holds a real estate license in the State of Indiana and Kentucky and is a member of the Indiana Commercial Board of Realtors. He is also a member of the National Association of REALTORS, Indiana Association of REALTORS, is an Indiana Certified General Appraiser, holds a HERS certification, is a certified Level I and Level II Indiana Assessor/Appraiser and is a certified Indiana Tax Representative.

Chris has been involved in and/or completed numerous assignments regarding brokerage, valuation, consulting, and/or feasibility of big box and strip center retail, office, recreational, mega industrial, conventional and non-conventional multi-family, hospitality, religious facilities, hospital and medical facilities, convenience stores, franchises, mineral reserves and other complex commercial and multi-property assignments. Chris is the lead apartment and retail specialist for Sperry Van Ness/Martin Commercial Group and our team is a selected member of Sperry Van Ness's National Apartment and Retail Team.

Prior to joining Sperry Van Ness, Chris was deeply involved in the tax appeal process for multiple types of multi-family housing including Low Income Subsidized Housing with the firm The Forrestal Group. During that time, Chris assisted in a task force to develop an assessment procedure for Section 515 Housing for the State of Kentucky, which was implemented in 2002. He has also made great strides in the assessment process in Indiana to address assessment issues of low income subsidized housing since the 2002 general reassessment. His primary role with The Forrestal Group during this time was valuation, consulting and representing clients regarding commercial real estate. He also administered commercial assessment appeals by assisting/consulting Indiana and Kentucky County Assessors as well as taxpayers.

Chris has also brokered or serviced clients, as part of The Martin Team, regarding investment real estate ranging from net leased assets, apartments, retail, office, industrial, and raw land to complex subsidized housing projects, faith-based projects and franchises. The Martin Team has provided services to clients in 20 states ranging from assets management to brokerage. The team's largest single apartment transaction was a \$35,000,000 apartment community in Indianapolis, Indiana. The team's largest apartment assignment/listing had a total asset value of \$75,000,000. Chris along with The Martin Team is commonly retained by other national and regional brokerage firms to assist with their client's leases, dispositions and acquisitions.

Undertakings such as the White River Fish Kill valuation in Indianapolis, being on a valuation team for the Kentucky Revenue Cabinet, working on state highway and utility land acquisition projects, and providing a wide array of real estate asset services to clients, provide Chris and The Martin Team the background to competently handle investment projects and utilize a perspective not often encountered in the brokerage industry. Chris has the reputation for fairness and bringing innovative solutions to problematical situations.

CONCEPTS OF VALUE EXPERIENCE

Reproduction Cost
Replacement Cost
Liquidation Value
Insurance Value
Market Value
Market Value in Use
Retrospective Value
Prospective Value

BROKERAGE EXPERIENCE

Retail
Office
Industrial
Apartments
Net Leased
Franchised Assets
Religious Facilities
Sensitive Dispositions/Acquisitions
Site Location Services
Joint Venture Negotiations
General Consulting/Advisory Service

SPECIALIZED EXPERIENCE

Condemnation
Environmentally Impacted Properties
Coal Reserves
Real Property Tax Appeal
Feasibility Studies
Present/Future Value Analysis
Golf Courses
Charitable Donation
Consulting on Class Action Litigation
Consulting at state level tax appeal
Low Income Subsidized Housing
Atypical Highest & Best Use Studies
Atypical Market Studies

CONCEPTS OF INTEREST EXPERIENCE

Partial Interest
Leasehold Interest
Leased Fee Interest
Fee Simple Interest
Royalty Interest

Some Recent Transactions

APARTMENTS

Pine Meadow, Newburgh, IN
Williamsburg on the Lake, Evansville, IN
Morganfield Apartments, Morganfield, KY
Hilldale Apartments, Memphis, TN
Lake Nora, Indianapolis, IN
Fox Club, Indianapolis, IN
Bluegrass Apartments, Sturgis, KY
Pleasant View of West Baden, West Baden, IN
Schoolview Heights, French Lick, IN
Pleasant View Apartments, Bicknell, IN
Bradford Pointe Apartments, Louisville, KY
Lincoln Place Apartments, Boonville, IN
Lamplight Manor Apartments, Mt. Vernon, IN
Lamplight Manor Apartments, Brazil, IN
Lincoln Place Apartments, North Vernon, IN
Pleasant View Apartments, Cynthiana, IN
Pleasant View Apartments, Oakland City, IN
White Oak Place Apartments, Edinburgh, IN
Pleasant View Apartments, West Baden, IN
Pleasant View Apartments, Birdseye, IN
Pleasant View Apartments, Holland, IN
Pleasant View Apartments, Hanover, IN
Huntingburg Properties, Huntingburg, IN
Pleasant View Apartments II, Huntingburg, IN
Starlight Manor, Carmi, IL
Countryside Village, Cambria, IL
Countryside Village, Robinson, IL
Lamplight Manor Apartments, Mt. Vernon, IL
Lamplight Manor Apartments, Paris, IL
Lamplight Manor Apartments II, Paris, IL
Lamplight Manor Apartments, Windsor, IL
Countryside Village, Centralia, IL
Lamplight Manor, Marshall, IL
Lamplight Manor, McLeansboro, IL
Wadesville Homes, Wadesville, IN

INDUSTRIAL

Tri-Star Building – 67,535 SF – Irving, TX
Lakeway Building – 125,253 SF – Lewisville, TX
2626 Kottter Avenue – 20,000 SF – Evansville, IN
Tenneco Building – 28,800 SF – Evansville, IN
FES Building – 30,000 – Evansville, IN
Monsanto – 6 acres – Evansville, IN
NES, Evansville, IN
Cullen Building, Evansville, IN

OFFICE

Financial Plaza – 55,000 SF, Evansville, IN
Old Post Office – 86,800 SF, Evansville, IN
Faber Building – 23,000 SF, Champaign, IL
Banterra Bank, Evansville, IN
Banterra Bank, Newburgh, IN
Banterra Bank, Evansville, IN
Azima Corporation, Evansville, IN
IKON Corporation, Evansville, IN
American Cancer Society, Evansville, IN
Tradesmen International, Evansville, IN
RCI Constructors, Evansville, IN
Doctor Combs, Evansville, IN
The Forrestal Group, Evansville, IN
St. Vincent, Evansville, IN

RETAIL

Whitewater Trade Center (Wal-Mart) –
141,770 SF, Connersville, IN
Baskin & Robbins, Evansville, IN
Tokyo Japan Restaurant, Evansville, IN
Guagenti Family Partners, Evansville, IN
Rally's – Showplace Dlv., Evansville, IN

DEVELOPMENT LAND

Castle Creek Developments – 38 Acres
Ashley Furniture, Evansville, IN – 6 Acres

Partial List of Clients

IKON Office Supplies
Vectren Corporation
General Electric
5/3 Bank
Gaither & Rutherford
Evansville Teachers Federal Credit Union
Castle Properties
Reddinger Constructors
Neville Investments
Curtis Investments
FES Grasso
Church of God
Azima Corporation
NES Traffic Safety
Banterra Bank
Heritage Property Investment Trust
3 Amigo Investments
Tri-State Orthopedics
First Southern Baptist Church
Paul Stieler
Patriot Homes
Guagenti Family Investments
Industrial Plumbing and Supply
Vanderburgh Library System
Evansville Housing Authority
Kightlinger & Gary
Mercury Investments
Koch Enterprises
Old National Bank
Integra Bank
Key Bank
Chase Bank
PNC Bank
Permanent Federal
Union Federal
Bank One
AVI Food Systems
Cincinnati Insurance
Automated Routing
Boonville Country Club
Straber Oil Company
Wholesale Petroleum
Kentucky Revenue Cabinet
Pittsburgh Tube Company
Hoosier Energy
Rural King Corporation
Moehler Technologies
Urban Development Enterprise Group
Universal Fasteners
Developers Diversified
Regency Properties
Brookside Properties
Greenbrier Properties
Captain D's
Showplace Cinema's
St. Vincent
University of Evansville
Hession Properties
Calvary Baptist Church
GS Robins & Company
Wells Fargo
Midwest, LLC