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TRANS**WESTERN**
TRANS**WESTERN**



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INTRODUCTION TO



TRANSWESTERN[®]

PREPARED FOR

NAIOP

COMMERCIAL REAL ESTATE
DEVELOPMENT ASSOCIATION

NORTHERN VIRGINIA CHAPTER

July 11, 2018

A POWERFUL COMBINATION

OF DIVERSE, INTEGRATED REAL ESTATE EXPERTISE

The Transwestern family of companies together comprise a privately held, diversified real estate operating, investment and development organization.



EXPERIENCE EXTRAORDINARY



We are industry experts who live by Transwestern's guiding principles, including integrity, mutual respect, stewardship, teamwork, innovation and entrepreneurial spirit. Working together across competencies, we discover and realize our clients' biggest opportunities.



TRANSWESTERN COMMERCIAL SERVICES



35 cities in the US



404 million SF
managed and leased



37 countries through
global alliance



1,400 owner and
occupier clients



More than **2,300**
team members



TRANSWESTERN DEVELOPMENT COMPANY

- Local Development Partner
- Sourcing
- Integrated Capabilities
- Access to Capital

TDC By the Numbers

41 DEVELOPMENTS
IN PIPELINE
OR UNDERWAY

\$2.9B
TOTAL DEVELOPMENT

2.6^{MSF} OFFICE 

21^{MSF} INDUSTRIAL 

5,800⁺ MULTIFAMILY UNITS 

609,500 SF HEALTHCARE
AND RETAIL 

17 Cities
Product Diversity
Principal and Fee Business




TRANSWESTERN[®]

TRANSWESTERN INVESTMENT GROUP

- Access to Opportunities
- Invest Strategically
- Manage Risk
- Increased Accountability

TIG By the Numbers

\$4.3B
ASSETS UNDER
MANAGEMENT 

 **CORPORATE
PROPERTIES TRUST**

**SEPARATE
ACCOUNTS** 

\$1.5B 
ASSETS ACQUIRED IN 2017

**VALUE +
INCOME FUND SERIES** 

OPPORTUNISTIC FUND




TRANSWESTERN[®]

LET'S GET

LOCAL



TRANSWESTERN[®]

MID-ATLANTIC

17.6M SF

MID-ATLANTIC
AGENCY LEASING
ACROSS 123 PROJECTS

54

CAPITAL MARKETS
TRANSACTIONS IN 2017
Industrial
Office
Multifamily

450

TEAM MEMBERS

25.2M SF

MID-ATLANTIC
PROPERTY MANAGEMENT
ACROSS 150 PROJECTS

4

MID-ATLANTIC OFFICES
Washington, D.C.
Northern Virginia
Baltimore
Suburban Maryland

MID-ATLANTIC CAPITAL MARKETS

TRANSWESTERN INSTITUTIONAL INVESTMENT SERVICES

LAST MILE INDUSTRIAL PORTFOLIO | Springfield, VA | 19 Building Portfolio | 1.0+ MM SF



NORTHERN VIRGINIA INDUSTRIAL PARK
Lorton, VA
15 Buildings



FULLERTON BUSINESS CENTER
Springfield, VA



FULLERTON INDUSTRIAL CENTER
Springfield, VA
3 Buildings



PARKWAY INDUSTRIAL PORTFOLIO
Baltimore, MD
8 Buildings Under Contract



PATRICK HENRY BUILDING
Washington, D.C.



4201 CONNECTICUT AVENUE, NW
Washington, D.C.



SUNSET CORPORATE PLAZA 1 & 2
Reston, VA



EAVES GAITHERSBURG
Gaithersburg, MD
684 Units



THE CHASE APARTMENTS AT BETHESDA METRO
Bethesda, MD
122 Units



DC-NOVA MULTIFAMILY PORTFOLIO
Fairfax County, VA
5 Properties | 1,468 Units



CHATSWORTH PARK
Manassas, VA
576 Units

TRANSWESTERN MARKET RESEARCH



Elizabeth Norton

Produce & provide the research for the yearly NAIOP tourbook.

BUILDING A UNIQUE BRAND THROUGH UNIQUE PEOPLE



Joe Ritchey



Rich Whitney



Alex Hancock



Heather Nevin



Mikel Wiley



Ryan Ferguson



TRANSWESTERN ASSET SERVICES

Creating Compelling Environments

A Focused, Proactive Team

Excellent Fundamentals

Building Meaningful Relationships



WE CREATE COMPELLING OFFICE ENVIRONMENTS FOR YOUR TENANTS

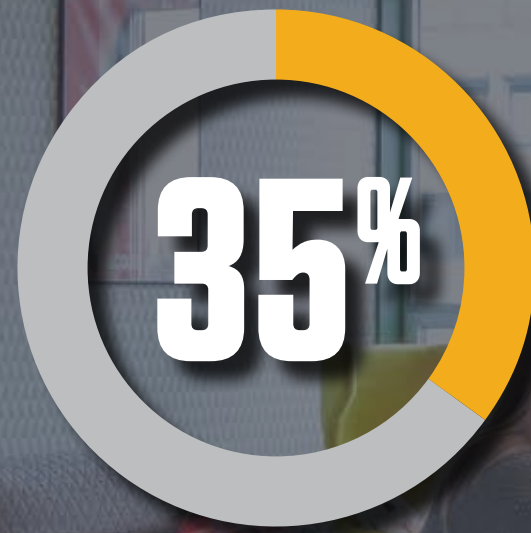
IT'S NO LONGER JUST ABOUT THE OFFICE...



IT'S ALL ABOUT WORK / LIFE INTEGRATION...



Work/life balance is obsolete. It's all about work/life integration.



Millennials as a percentage of the overall population of the DMV.



18- to 25-year-olds view the office as an extension of their home life.



THE VIEW

TYSONS





THE VIEW

TYSONS



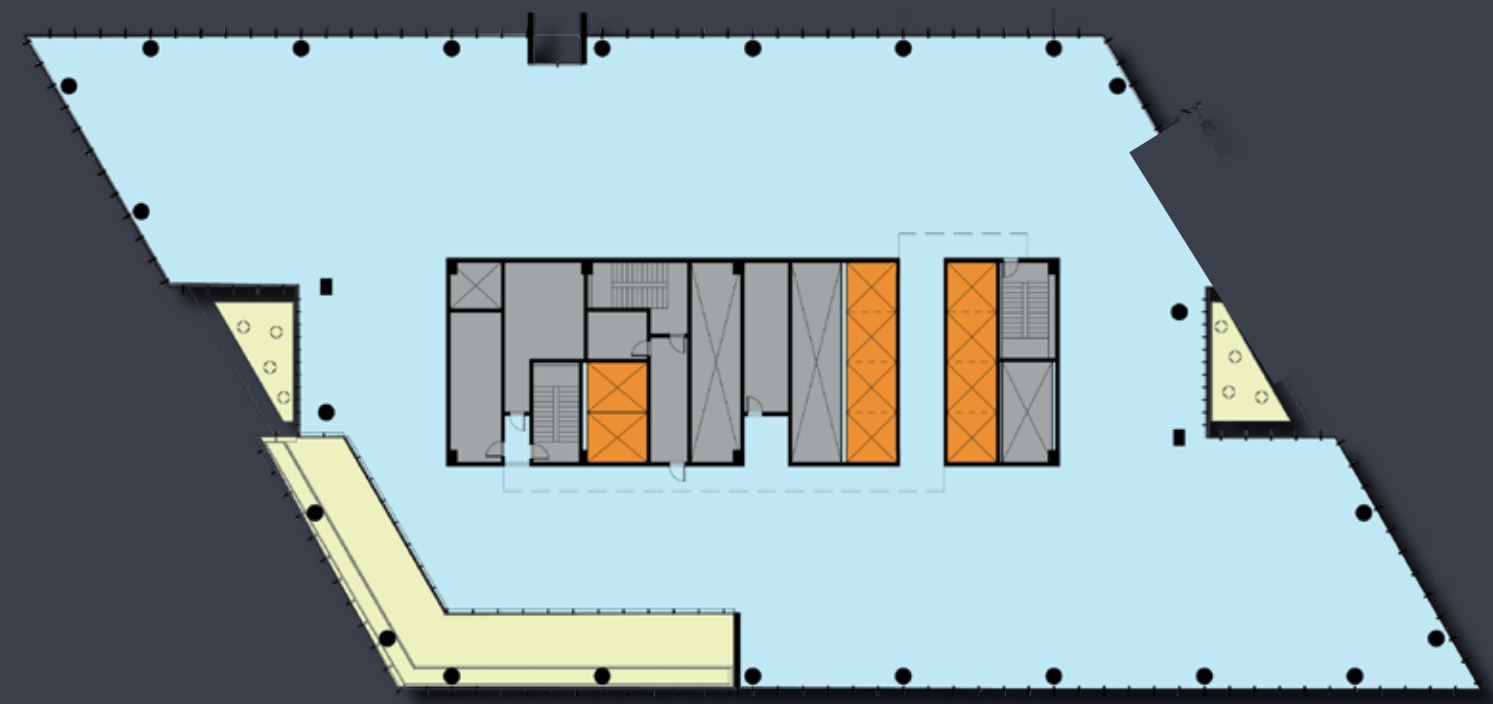


THE **ICONIC**
AT THE VIEW

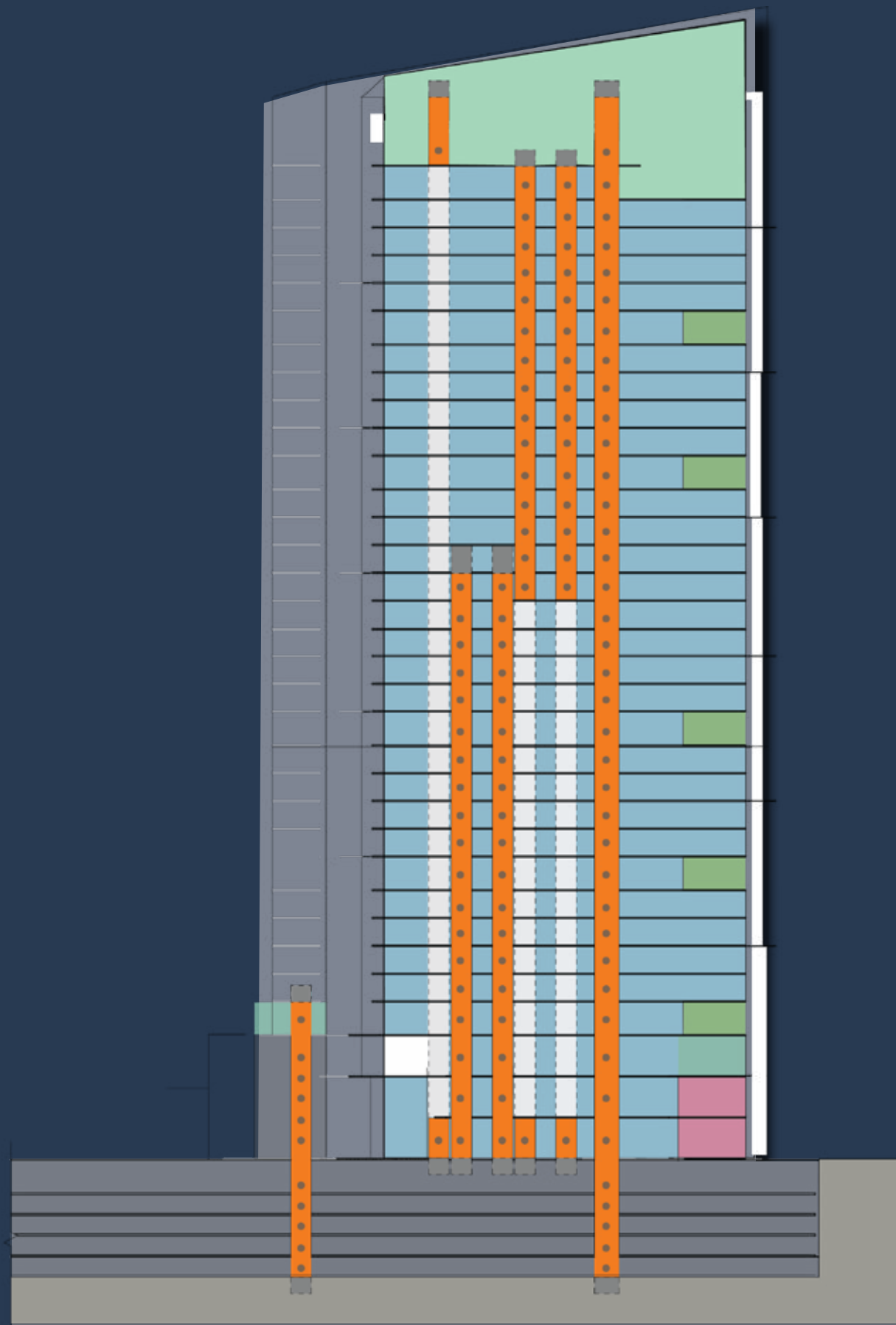
THE ICONIC

BUILDING SPECIFICATIONS

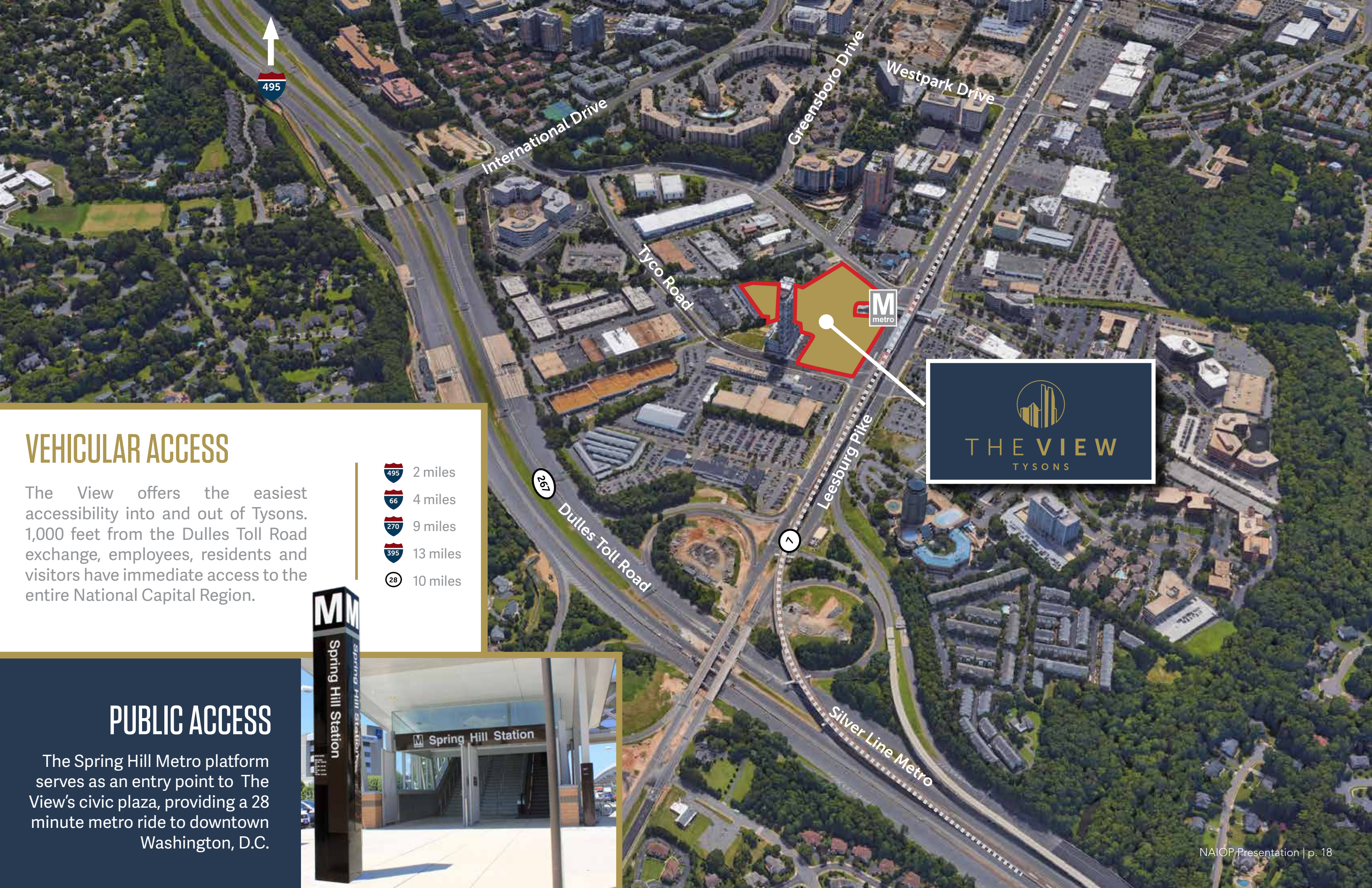
- 873,830 total square feet
- 36 stories; 600' feet tall
- 24 floors of 13'6" slab-to-slab
- 6 floors with 16'6" slab-to-slab
- 31st floor featuring a Sky Garden
- 2.4 per 1,000 SF parking



SUPER FLOOR



STACKING PLAN



International Drive

Greensboro Drive

Westpark Drive

Tyco Road

Leesburg Pike

267

Dulles Toll Road






7

Silver Line Metro



VEHICULAR ACCESS

The View offers the easiest accessibility into and out of Tysons. 1,000 feet from the Dulles Toll Road exchange, employees, residents and visitors have immediate access to the entire National Capital Region.

-  2 miles
-  4 miles
-  9 miles
-  13 miles
-  10 miles

PUBLIC ACCESS

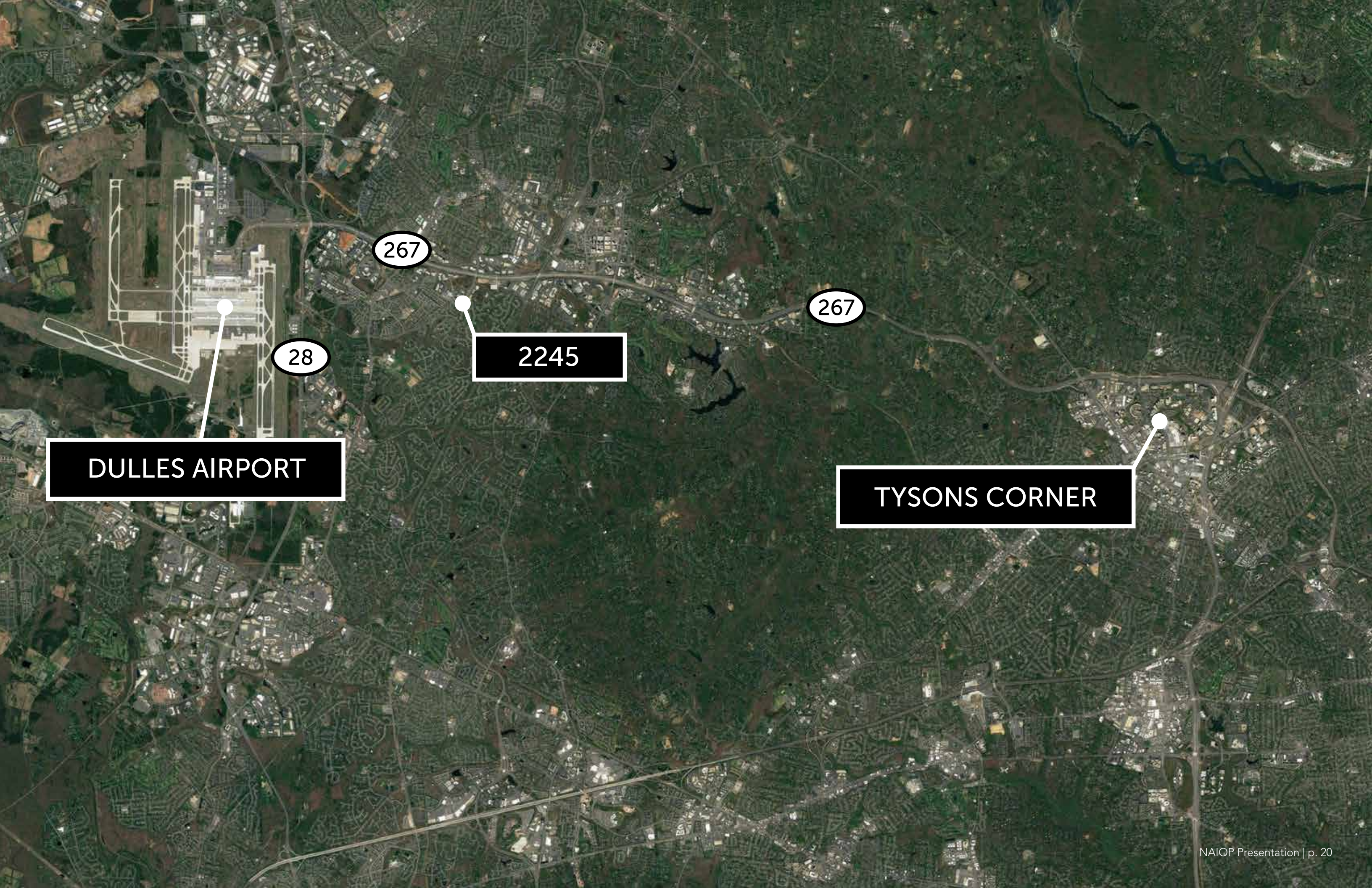
The Spring Hill Metro platform serves as an entry point to The View's civic plaza, providing a 28 minute metro ride to downtown Washington, D.C.



2
2
4
5

— AT —
HERNDON
—
M E T R O

2245 MONROE STREET HERNDON, VA 20171



DULLES AIRPORT

28

267

2245

267

TYSONS CORNER

ACCESSIBILITY



2245
AT
HERNDON
METRO

WOODLAND PARK CROSSING







NEW AMENITIES & MAJOR RENOVATIONS INCLUDE:

- Full lobby/tenant lounge renovations
- Conference rooms
- Game room
- Fitness center with a yoga area and locker rooms
- On-site café
- Patio with covered seating and outdoor amenity space all with scenic views of the natural surroundings.



CURRENT LOBBY

ALL NEW AMENITIES



FUTURE LOBBY



CURRENT COMMON AREA



NEW TENANT COMMON AREA

BUILDING FEATURES



Structured
Parking



3.47 per 1,000
Parking Ratio



Building Signage
Available



Back-up
Generator



4 Elevator Cabs



WiFi



Flexible Floor
Layout



Storage Area
With Loading

A FRESH, BRIGHT CAFE





CURRENT CONFERENCE ROOM



STATE-OF-THE-ART CONFERENCE CENTER

80 SEAT CAPACITY



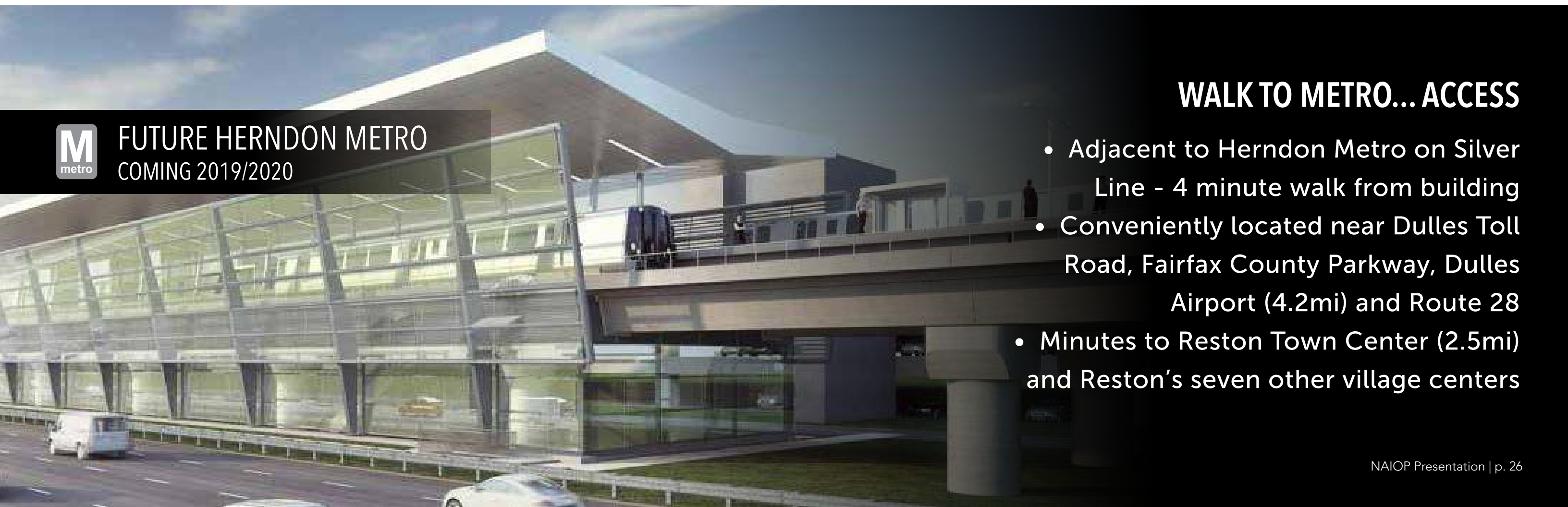
TENANT LOUNGE AND GAME ROOM

NO EXCUSES BRAND NEW FITNESS CENTER

Brand new, state-of-the-art fitness center with exercise machines, free-weights, yoga area and renovated locker rooms with showers.



FUTURE HERNDON METRO
COMING 2019/2020



WALK TO METRO... ACCESS

- Adjacent to Herndon Metro on Silver Line - 4 minute walk from building
- Conveniently located near Dulles Toll Road, Fairfax County Parkway, Dulles Airport (4.2mi) and Route 28
- Minutes to Reston Town Center (2.5mi) and Reston's seven other village centers



TRANSWESTERN®

HOW
CAN
WE
HELP
YOU?



TRANSWESTERN[®]

TRANSWESTERN FAMILY OF COMPANIES

EMPOWERING GOOD PEOPLE TO DO
EXTRAORDINARY THINGS TOGETHER



TRANSWESTERN[®]
DEVELOPMENT COMPANY



TRANSWESTERN[®]
COMMERCIAL SERVICES



TRANSWESTERN
INVESTMENT COMPANY