

**505 9th STREET, NW
WASHINGTON, D.C.**



CLASS A OFFICE DEVELOPMENT PROPOSAL

**SUBMITTED AS A
FINAL PRACTICUM PROJECT FOR
REAL ESTATE DEVELOPMENT**

**JOHNS HOPKINS UNIVERSITY
SCHOOL OF PROFESSIONAL STUDIES IN BUSINESS AND EDUCATION
EDWARD ST. JOHN REAL ESTATE PROGRAM**

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Spring 2005



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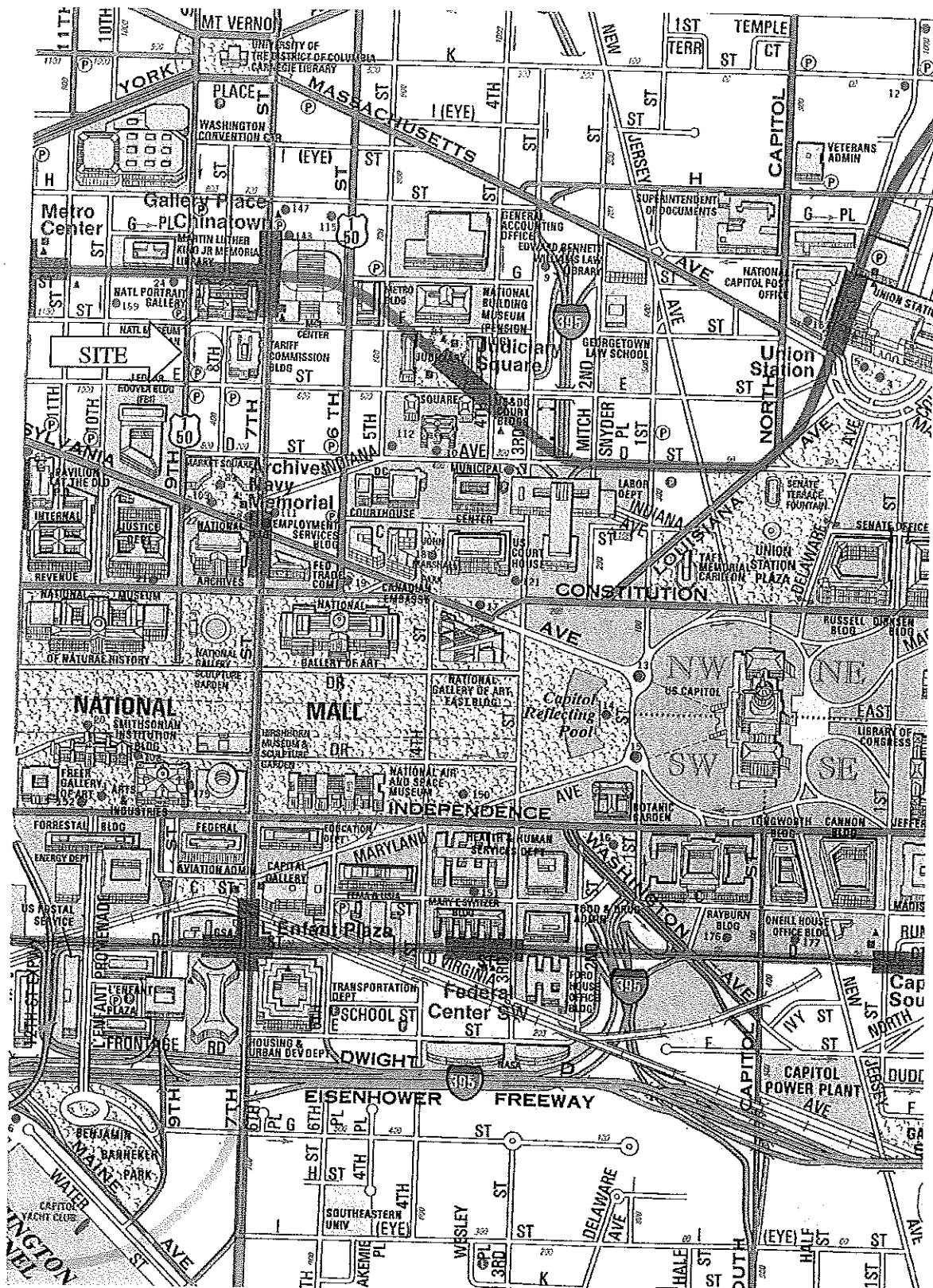
**SENSITIVITY ANALYSIS**

- Most likely – Base Case
- Construction Hard Costs Increase by 20%
- Interest Rates Increase
- Sales Market Remains Strong

**CONCLUSION****EXHIBITS**

- I. Recent office sales transactions downtown Washington, D.C.
 - II. The Competitive Set – Class A office buildings within 3 blocks of the Site
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LOCATION MAP



PROJECT DESCRIPTION

- Development:** Proposed 10-story, 326,000 square foot, Class A office building located at the corner of 9th & E Streets, NW in downtown Washington, D.C.
- Site:** Approximately 35,000 square foot lot currently improved with a surface parking lot. The entire lot encompasses the southern half of a full block bordered by 8th & 9th Streets, NW and D and E Streets, NW.
- Zoning:** Current Zoning for this location is C-4 (commercial) / DD (development district). Office development is permitted by right.
- Ownership Structure:** The Project will be acquired and developed by 505 NINTH LLC, a single purpose Limited Liability Company (LLC). Members of the LLC will include Erwin Development (the "Developer"), which will contribute 10% of the equity to the venture, and an institutional investment partner, which will provide 90% of the equity. The Developer will be the managing member of the entity and will be responsible for the development, operation and disposition of the Project.

INVESTMENT HIGHLIGHTS

The analysis for the Project assumes a July 1, 2005 start (acquisition date), with the design of the building starting in July and lasting approximately 9 months. The construction timeframe is underwritten at 24 months, with preleasing of 60% of the building assumed prior to securing the construction loan. Lease-up of the balance of the building is expected to occur over the ensuing 12 months. Total time between acquisition and stabilized occupancy is 36 months.

- Timing:** Land Acquisition - 2nd quarter 2005
Begin construction - 4th quarter 2005
Building delivery - 4th quarter 2007
Stabilization - 2nd quarter 2008
- Total Project Cost:** \$153.5 MM / \$423 per gross square foot
- Debt/Financing:** Construction loan in the amount of \$115.1 MM (75% of project costs).
- Equity:** \$38.3 MM, of which Developer contributes \$3.8 MM (10%), and an institutional equity partner contributes \$34.5 MM (90%).
- Stabilized NOI:** \$13,035,535 (fiscal year 2009)
- Cap Rate:** 7.50%
- Stabilized Value:** \$173.8 MM / \$533 per rentable square foot
- Project IRR:** 20.6% (assuming sale upon stabilization)
- Return on Cost:** 8.5%

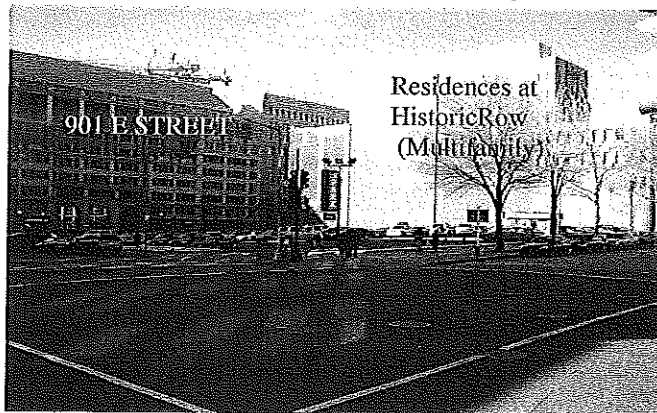
THE DEVELOPMENT SITE

The proposed project is to be a Class A office building located at 9th and E Streets, NW in the East End Submarket of downtown Washington, D.C. This particular site is currently used as a parking lot, located across the street from the FBI Building and next to the Kimpton Hotel Monaco (Old Tariff Building).

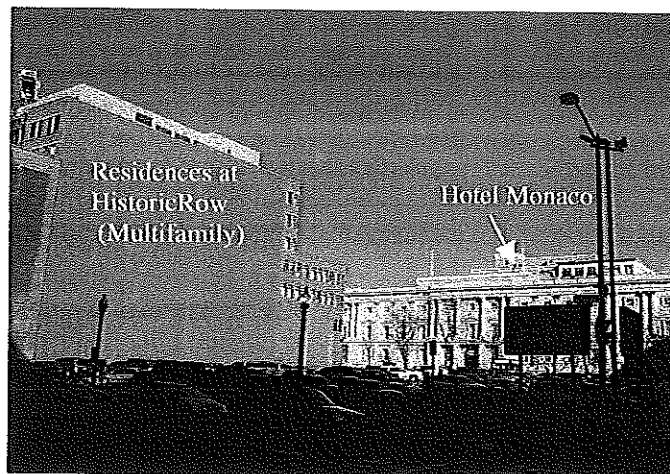
Picture Looking Southwest towards the FBI Building



Picture at intersection of 9th & E Looking Northwest



Picture Looking Northeast towards 8th Street



Sources and Uses

The chart below summarizes the project funding and construction costs.

| Sources | Amount | PSF GBA | Uses | Amount | PSF GBA |
|--------------------|-------------------|--------------|-----------------------|------------------|-------------|
| Construction Loan | 115,143,960 | 317.24 | Land | 51,530,252 | 141.98 |
| Equity (Developer) | 3,838,132 | 10.57 | Hard Costs | 42,577,936 | 117.31 |
| Equity (Partner) | <u>34,543,188</u> | <u>95.17</u> | Soft Costs | 9,488,428 | 26.14 |
| | | | Tenant Improvements | 21,668,294 | 59.70 |
| | | | Leasing Commissions | 8,725,390 | 24.04 |
| | | | Construction Interest | 15,265,201 | 42.06 |
| | | | Hard Cost Contingency | 2,125,397 | 5.86 |
| | | | Soft Cost Contingency | 474,421 | 1.31 |
| | | | Financing Costs | <u>1,669,961</u> | <u>4.60</u> |
| Total Sources | \$153,525,280 | \$422.99 | Total Uses | \$153,525,280 | \$422.99 |

Summary of Stabilized Proforma Assumptions

Lead Tenant: This analysis assumes that the lead tenant will sign a pre-lease for floors 2-8, with the planning and design of the tenant improvements to be an integral part of the overall building design. The tenant improvements for the lead tenant is expected to be completed within the construction budget and timeframe.

Speculative Office Tenants: The balance of the space (office floors 8-10), as well as the retail space will be leased over the 12 month period following construction completion.

Retail: The ground floor is split between market retail and theater uses. Within the two market retail bays, the size and ceiling heights (11ft.) can accommodate a variety of retail users such as a bank, coffee shop, or camera shop. The balance of the ground floor will be reserved to accommodate a theater or other arts-related retail, which is required under the current zoning regulations.

| STABILIZED NET OPERATING INCOME (FY 2009) | | |
|---|------------------|---------------|
| | AMOUNT | PSF |
| Base Rent | \$13,614,766 | \$41.68 |
| Expense Reimbursement | \$5,587,872 | \$17.11 |
| Parking Income | <u>\$675,960</u> | <u>\$2.07</u> |
| Gross Potential Income | \$19,878,598 | \$60.86 |
| Less: Vacancy (3% EGI) | (\$596,358) | (\$1.83) |
| Effective Gross Income | \$19,282,240 | \$59.04 |
| Operating Expenses | \$3,565,179 | \$10.92 |
| RE Taxes | \$2,681,526 | \$8.21 |
| Total Expenses | \$6,246,705 | \$19.13 |
| Net Operating Income | \$13,035,535 | \$39.91 |

* Fiscal Year 2009 is the period of July 2008-June 2009

Parking: The stabilized proforma assumes 252 spaces (1 per 1,300 SF) with net income of approximately \$215 per space per month.

Operating Expenses and RE Taxes: The operating expenses used are based on comparable building expenses and total \$19.12 per square foot in the first stabilized year (FY 2009). A detailed description of each expense is presented in the Financial Overview section.

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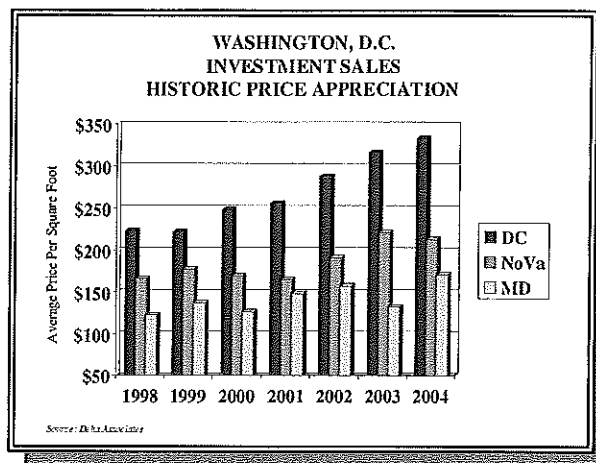
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MARKET OVERVIEW

Washington, D.C. is the most sought after investment market in the United States. Many investors rank it as the top investment market in the world. Through third quarter 2004, 38 transactions accounted for \$2.5 billion in sales volume, with another billion projected prior to year-end.

Developable sites in prime locations have become scarce and construction costs continue to escalate to new highs. This fact, combined with historically low borrowing costs, allows investors to justify purchase prices well above current replacement cost. In addition, there is ample supply of equity capital seeking investment in commercial real estate, especially in primary investment markets such as Washington, D.C. Trophy buildings are now trading for prices in excess of \$625 per square foot, whereas as recently as 2003, there was a psychological barrier to prices at \$500 per square foot.

**Recent Class A Office Building Sales**

| Date | Property | Size (SF) | Price | PSF | Buyer | Seller | Est. Cap Rate |
|--------|---------------------|-----------|---------------|-------|--------------|------------|---------------|
| Mar-05 | 1875 K Street, NW | 186,000 | \$113,000,000 | \$608 | Shorentstein | Quadrangle | 5.7% |
| Mar-05 | 555 11th Street, NW | 404,000 | \$265,000,000 | \$656 | R. Dweck | Rubenstein | 6.0% |
| Dec-04 | 1900 K Street, NW | 342,800 | \$216,900,000 | \$633 | TIAA | NOP/Hines | 6.2% |
| Dec-04 | 1001 Penn Ave, NW | 802,400 | \$461,300,000 | \$575 | TIAA | NOP/Hines | 6.2% |
| Aug-04 | 1111 Penn Ave, NW | 331,000 | \$158,000,000 | \$477 | Werner | Tauber | 5.9% |

Land Prices

The downtown area of Washington, D.C. has natural boundaries that constrain it to a finite geographic location. To the south, it is bordered by the national mall, to the east, Interstate -395, and to the west, Georgetown. To the north, the border is Massachusetts Avenue, the other side of which is residential. The downtown area is not only constrained horizontally, but also constrained vertically. There are strict zoning regulations that keep buildings from being taller than the U.S. Capitol. Because of the limited supply of land in this downtown area, prices for land have been gradually increasing. Today, land prices routinely exceed \$100 per FAR foot, and in some cases approach \$150 per FAR foot. The below table highlights recent land transactions in downtown.

Land Sales in Downtown D.C.

| Date | Property | Size | Buyer | Price per FAR |
|--------|-----------------|--------|--------------|---------------|
| Dec-04 | 4th & Mass | 22,000 | ASB/Penzance | \$105 |
| Aug-04 | 1101 NY Ave | 31,731 | Louis Dryfus | \$140 |
| Jul-04 | 11th & New York | 17,300 | Tishman | \$125 |
| Feb-04 | 1101 K Street | 27,755 | JBG | \$80 |
| Dec-03 | 8th & G | 15,690 | Westworld | \$105 |



The Leasing Market

The submarket and particular location commands the highest office rents in the city with law firms and high end lobbying/government relations groups vying for space. Rents in the \$45.00 PSF (net) range is not uncommon for trophy quality office space.

**DOWNTOWN WASHINGTON, D.C.
RECENT LEASING ACTIVITY FOR CLASS A BUILDINGS**

| Tenant | Address | Class | Size (SF) | Type | Term | Rent | Date | TI | Esc. |
|---------------------|--------------------------|-------|-----------|----------------|--------------|---------------|-----------|---------|-------|
| Major Law firm | 950 F Street NW | A | 118,000 | New-Relocation | 15 Yrs | \$41.00 NNN | 01-Jul-03 | \$60.00 | 2.25% |
| Major Law firm | 1001 Pennsylvania Ave NW | A | 105,000 | Renewal | 11 Yrs | \$50.50 Gross | 01-Mar-04 | \$50.00 | 2.50% |
| Major Law firm | 901 New York Ave NW | A | 85,131 | New-Relocation | 15 Yrs | \$49.00 Gross | 01-Jun-03 | \$55.00 | 2.50% |
| National Institute | 701 Pennsylvania Ave NW | A | 80,000 | Renewal | 11 Yrs | \$50.19 Gross | 01-Dec-03 | \$20.00 | 2.25% |
| Finance Board | 1625 Eye St NW | A | 68,598 | New-Relocation | 10 Yrs | \$44.00 NNN | 01-Nov-04 | \$65.00 | 2.00% |
| Energy Company | 1399 New York Avenue NW | A | 3,673 | New-Relocation | 10 Yrs | \$53.00 Gross | 01-Mar-04 | \$40.00 | 2.50% |
| Fortune 500 Company | 1300 Eye St NW | A | 3,671 | Renewal | 5 Yrs | \$37.00 NNN | 01-Dec-04 | \$17.00 | 2.50% |
| Fortune 500 Company | 1101 Pennsylvania Ave NW | A | 1,461 | New-Relocation | 5 Yrs 4 Mths | \$40.00 NNN | 15-Aug-04 | \$6.00 | 2.50% |

Source: Spaulding & Slye

AERIAL VIEW OF SITE



DEVELOPMENT ISSUES

The Property will be a Class A office building of institutional quality. Given its location, the building should be of sufficient class and quality to attract the most active leasing class in this submarket – major law firms, and high-end lobbying/government relations firms.

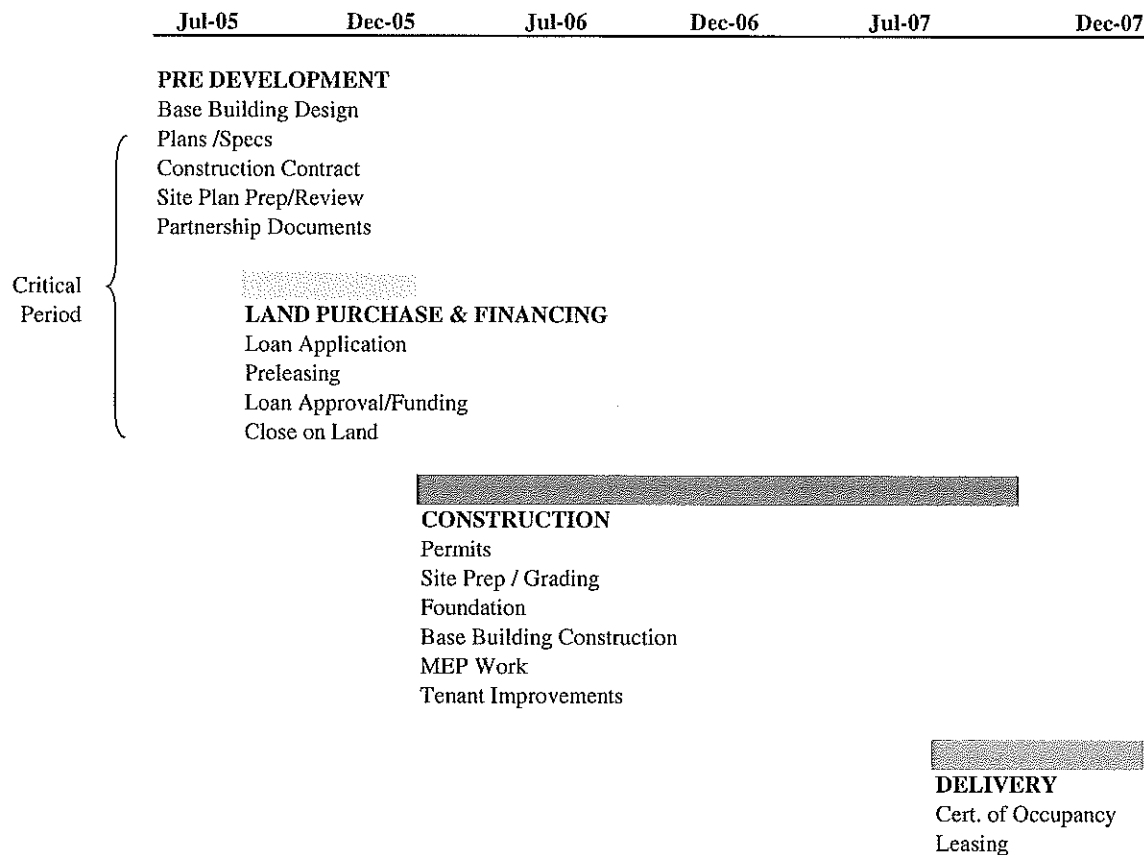
- With respect to this development, a pre-lease is highly recommended, both to achieve the most favorable cost of capital (debt and equity), and to reduce the overall risk of the project. A 50% preleasing of the office component will be required prior to commencement of the development Project. Likely candidates for this preleasing is a “lead” tenant that has the financial capacity to commit to at least 180,000 square feet. With major tenants in the market negotiating leases 2-3 years in advance, this provides excellent opportunity to secure pre-leasing for the Project. In this market, tenants include major law firms, the GSA, or a major corporation or association. Given the recent activity by major law firms to relocate and customize their spaces, it is likely that a law firm will be the lead tenant for this Project. Due to the limited amount of contiguous space available over 100,000 square feet, law firms are forced to make leasing decisions 2-4 years in advance. This is advantageous to the office developer as it allows for pre-leasing to occur prior to major debt and equity commitments.
- Since the project resides in a DD zoning overlay that requires a component of arts use, the Project will need to have a significant portion of the ground level leased to an arts use, such as a theater. This use is not uncommon in the East End submarket. In fact, several examples of a theater in an office building include The Warner Building at 1299 Pennsylvania Ave, NW, the National Theater at 1321 Pennsylvania Ave, NW and the E Street Theater at 555 11th Street, NW (Lincoln Square). A detailed description of the arts requirement is provided in the Site Description section of this offering memorandum. In addition, incorporation of an arts component will allow for an increase in allowable FAR.
- The site is currently divided into five separate parcels. Four of the parcels belong to one ownership entity, while the other belongs to a second, separate ownership entity. It is assumed that the current owners would be willing to sell (or ground lease) the land to the Developer.
- One important factor in the project is the timing of critical events in the planning, construction, and delivery schedule. The following schedule is a simplified version of major events that will occur during the project. The greatest degree of risk would be in the pre-development phase (initial funding, site plan approval, and permits), and in the leasing of the project. Within the pre-development phase, the risk greatest because there needs to be an outlay of capital prior to zoning and site plan approvals. Additionally, the pre-leasing activity would take place simultaneously. The success of the project would depend on the pre-development and land acquisition events happening in near sequential order, as construction could not begin before land was secured and the design/construction documents were completed. In addition, pre-leasing to an anchor tenant is a critical component of the transaction because the construction loan would be contingent upon it.

From the time the partnership is in place, and capital is committed to the deal, time has a dollar cost associated with it. A delay would increase costs, and reduce returns of the project. Once construction starts, one of the primary risks is escalating construction costs. Generally, an experienced contractor can perform the construction process reliably (even with weather delays), however, construction costs are variable. One way to mitigate this risk would be through a Guaranteed Maximum Price (GMP) contract.



Another major risk associated with a prolonged delay in construction would be that it could potentially endanger the terms of the pre-lease. As part of the lease negotiations, the Lead Tenant will require certain delivery dates, and will likely have termination provisions if the space were not ready for occupancy on or near the target date. Since the construction loan is tied to the pre-lease, if there were a default under the pre-lease and the anchor tenant pulled out, the construction lender may require additional equity commitments. Furthermore, as a contingency for funding the construction loan, all necessary zoning approvals, construction contracts, and building permits must be in place. All of these factors combine to make the most critical period in the Project that of Pre-Development and Land Purchase & Financing.

Project Timeline



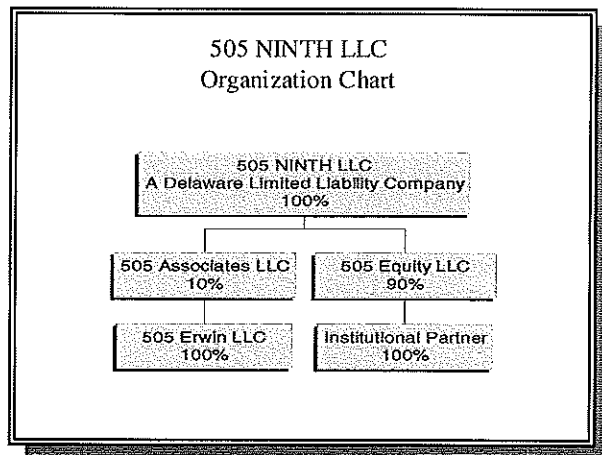
PROJECT MANAGEMENT PLAN

Project Delivery: Between the two traditional methods of project delivery (design-bid-build or negotiated select), design-bid-build is favored due to the phasing sequence of the process. Since it is anticipated that the construction project will be bid to three separate contractors in a competitive process, reliable, prepared construction design is preferred. Under the negotiated select program, both the architect and the contractor would be identified from the beginning of the Project. One other consideration that is important in the selection of the design-bid-build method is the likelihood of pre-leasing by a major anchor tenant prior to Project commencement. In a pre-leasing scenario, the design-bid-build process may allow the anchor tenant to influence or "customize" its space in the design phase of the project. It would be important for the details of this customization to be identified prior to bidding the construction contract.

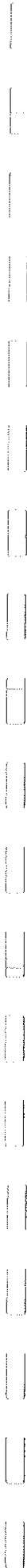
DEVELOPMENT TEAM

Developer/Owner: 505 Ninth LLC, a limited liability company, will be formed with the sole purpose of acquiring and developing the Property. The capitalization of 505 NINTH LLC will be 75% debt (\$114MM) and 25% equity (\$38MM).

Two separate LLC entities will comprise 505 NINTH LLC: 505 Associates (10%), who will act as the developer, and 505 Equity LLC, whose sole member will be an institutional equity source. This partnership structure will allow for the institutional equity to provide construction loan guarantees as part of the 505 NINTH LLC entity.



Architect: Established in 1965, Hartman-Cox is a 30-person, Washington, D.C. based firm. The firm has executed close to twenty-five major commissions in the downtown, Central Business District and federal government areas. Notable projects include Lincoln Square, Market Square, 1875 K Street, and One Franklin Square. With extensive experience in building design within Washington, D.C. this firm would be not only qualified, but also best suited for this project. Subject to negotiations, the lump sum contract for Architectural Design will be 2.5% of gross building costs (approximately \$2.75 PSF of gross building area). The compensation will be earned according to the following schedule:



| | Timing | Earned Compensation |
|---------------------------|----------|---------------------|
| Concept Drawings/Test Fit | 30 days | 10% |
| Schematics | 60 days | 20% |
| Construction Documents | 120 days | 40% |
| Design Development | 210 days | 85% |
| Final Drawings | 240 days | 100% |

In addition, the architect will be paid 1.5% of gross building costs (\$1.65 PSF of gross building area) for designing the mechanical, electrical, and plumbing (MEP) systems of the building.

**Construction
Management:**

A construction manager (CM) will be retained to provide process management oversight. The CM will also provide necessary coordination among design, bidding and negotiation, and construction. It is anticipated that the CM will be involved as early as the pre-design and test-fit stage. The CM will not have the authority to act as an agent of the ownership, but rather serve in an advisory role.

After the architect has completed the construction drawings, the ownership will bid the project out to three general contractors. The bidding process will allow the ownership to judge the best company to provide construction services. It is important to select a contractor that has a track record in developing Class A office buildings, but also to choose a firm large enough to provide qualified contracting services for both base building and interior construction. Also, larger contracting firms are more likely to have access to a broader base of subcontractors, which may translate into pricing advantages. The project will be bid to three major contractors that have excellent track records in building Class A office buildings in Washington, D.C. – Clark, Davis, and Donohoe.

Legal:

Robins Kaplan Miller & Ciresi, a prominent law firm based in Washington, D.C. will represent the interests of the ownership entity.

**Management &
Leasing:**

Management and leasing services will be contracted to a third party under separate agreements.

Property Management - Jones Lang LaSalle is an experienced property management firm with a number of Class A buildings under management in downtown Washington, D.C., including 1300 Eye Street (Franklin Square), 1275 K Street, NW, and 1425 New York Ave, NW. Jones Lang will be retained under annual property management contract. The management fee will be approximately 2.5% of Effective Gross Income.

Leasing - the company to provide leasing services for the building will be Grubb & Ellis, one of the leading firms in the Washington, D.C. area with extensive experience in landlord representation. The terms of the contract will represent competitive market pricing, which is assumed to cost the landlord 5% for new

lease deals, and 3.0% on any lease renewals. There will be customary splits for landlord and tenant representatives.

DESIGN CONSIDERATIONS

Leadership in Energy & Environmental Design (LEED)

This initiative was developed and is administered by the U.S. Green Building Council, a national non-profit organization. Membership in the organization includes a coalition of leaders from the building industry with representation from manufacturers of building products, financial and insurance companies, architectural/engineering/professional firms, contractors and builders, universities, as well as local and federal governmental agencies.

The USGBC has established a point system whereby projects are awarded credits based on criteria set forth in the program. It is important to note that the LEED criteria sets *performance*-based requirements, and while building materials may contribute to qualification standards, the materials are not specifically rated. This means that the bulk of additional development costs will be related to the design of the project, so that integrated systems can work more efficiently together. It is important in selecting an architectural firm that they have experience in LEED certifications. In addition, since conformance to LEED standards depend on the inter-relation of building systems, it is critical that the decision regarding LEED rating be decided early in the process because this may influence the selection of which architectural firm to employ.

| LEED POINTS RATING | |
|--------------------|-----------------|
| Rating Level | Points Required |
| Certified | 26-32 |
| Silver | 33-38 |
| Gold | 39-51 |
| Platinum | 52-69 |

There are numerous reasons to consider a "green design", but the primary reason for the project is that there are quantifiable data indicating that the cost savings related to a green building design are worth the additional cost (initial investment). The financial benefits of green buildings include lower energy consumption, more efficient waste disposal, and savings from increased productivity.

According to a report analyzing data from 60 LEED building nationwide, researchers found that energy consumption was reduced by 18%-37%, with the LEED certification. The reduction in consumption is primarily due to reducing peak load demand by optimizing/integrating building systems (i.e. high performance lighting, underfloor air distribution systems, increase reflectivity, and on-site generation of electricity using photovoltaics). This is important, especially in view of the increase in energy rates as a result of the recent deregulation of the power industry. The chart below summarizes the findings of this study.

REDUCED ENERGY USE IN GREEN BUILDINGS COMPARED TO CONVENTIONAL BUILDINGS

| | Certified | Silver | Gold | Average |
|---|-----------|--------|------|---------|
| Energy Efficiency (above standard code) | 18% | 30% | 37% | 28% |

Source: USGBC, Capital E. Analytics



Security and Landscaping

Given the location of the Project (within 1 block of the FBI Headquarters), security in design will be a consideration. The National Capital Urban Design and Security Plan outlines basic guidelines regarding the physical protective measures for buildings in the downtown monumental and commercial core. While these guidelines do not contain specific information about how to design the building itself, it does offer a design framework to balance security and urban beautification.

By contrast, the Federal Emergency Management Agency (FEMA) created a 430-page comprehensive reference manual for architects and engineers. The document is FEMA Publication 426 *Reference Manual to Mitigate Potential Terrorist Attacks against Buildings* (December 2003), and it provides detailed information on threat assessment, architectural and engineering design considerations (mitigation measures), as well as design considerations for the building's envelope, systems, and interior layout.

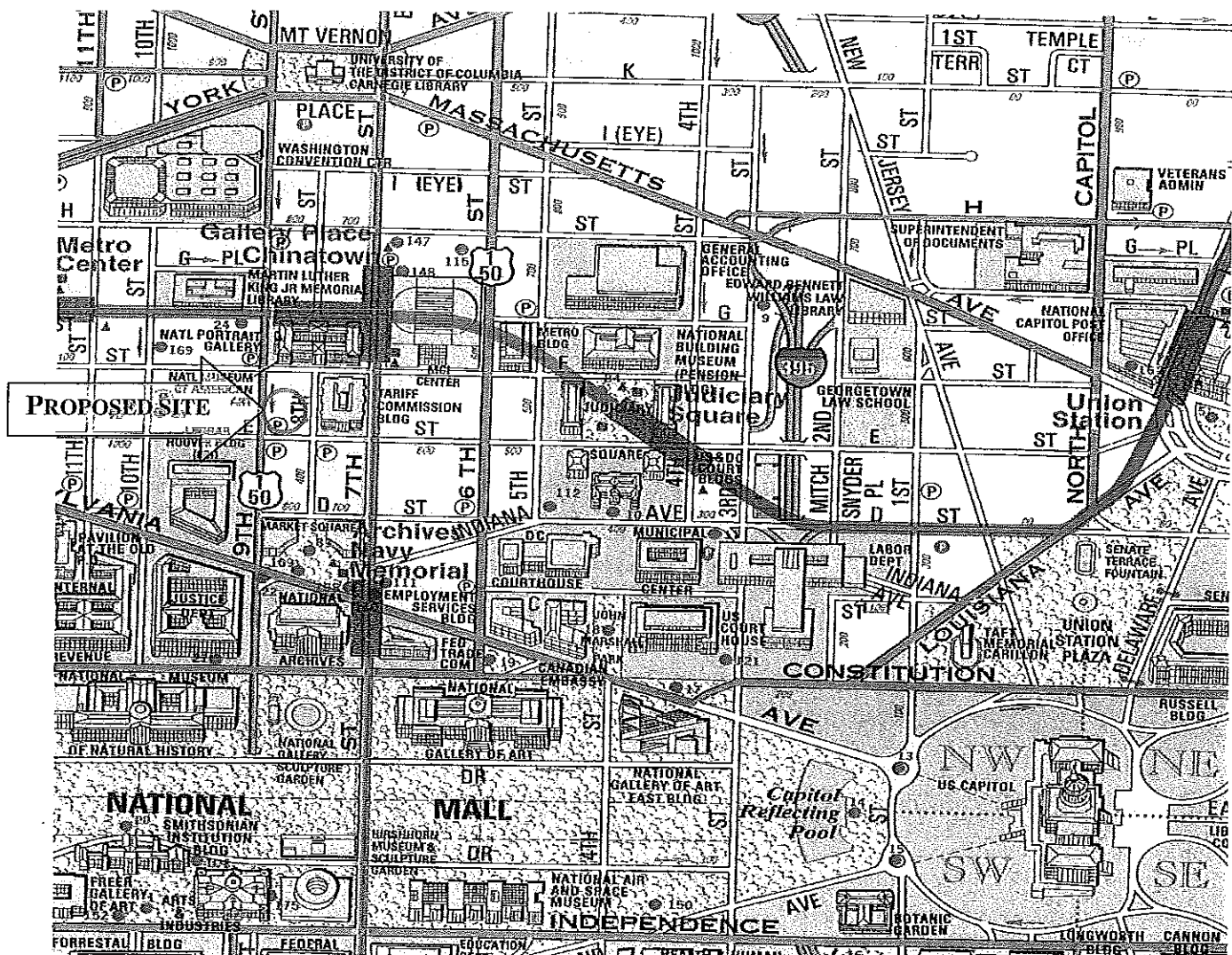
While the building will not be required to meet the new GSA standard for structural specifications, it would be prudent to incorporate the latest blast-proofing technologies. Two prominent developments in New York City, the new Time Warner Center on Columbus Circle and the design for the new World Trade Center in New York feature a resilient glass façade to mitigate damage from a major bomb explosion. In the design of both buildings, the curtain wall is primarily a two-way cable-net wall with heavily laminated and heat-strengthened glass. Using advanced technologies, a microscopic coating of metal oxide that allows heat and sunlight to pass into the building but also can provide a "Low-E" factor. This can help save on energy costs, and help the building meet LEED environmental standards. The building architect will need to balance design and function, and given the building's location across from the FBI Headquarters, the function will no doubt incorporate modern security features.



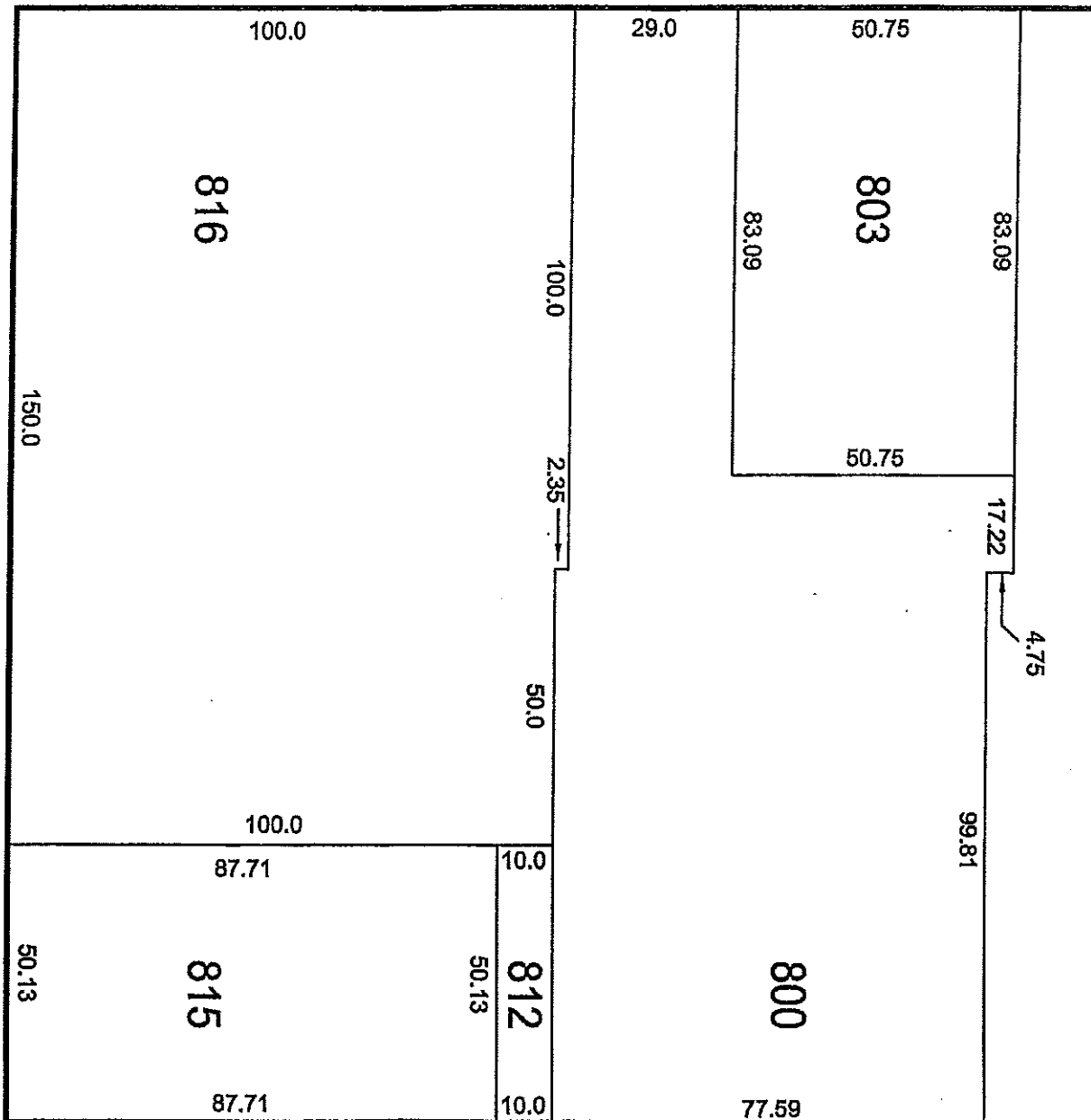
SITE & LOCATION OVERVIEW

The site is well-located in the center of the monumental and commercial core of the city. Within one block of the site, there is the FBI Headquarters, the Spy Museum, the National Museum of American Art (under renovation), and a Metrorail station (Gallery Place). In addition, the Property is situated approximately two blocks north of Pennsylvania Avenue, where numerous law firms, government agencies, and Fortune 500 companies lease Class A space. Two blocks to the northeast, is the MCI Center – home to Washington’s professional basketball team, and site of nearly 220 programmed events per year.

The immediate neighborhood can be characterized primarily as office (private sector and government). Recently (especially within the past two years), there have been an increasing number of residential units delivered in the neighborhood. This “mixed-use” quality of the neighborhood continues to grow with the delivery of Gallery Place (two blocks to the north), as well as a significant amount of retail opening up in this submarket. A location map is attached below.



9th STREET



8th STREET

E STREET

SITE / BUILDING DESCRIPTION

505 9TH STREET

Location: The Property is located on E Street, NW between 8th and 9th Streets in downtown Washington, D.C. Adjacent to the north of the Property is the Spy Museum, The Residences at Historic Row, which is a multifamily property owned and managed by Bozzuto. To the east, across 8th Street, NW is the side entrance to the Kimpton Hotel Monaco, which opened in 2002. To the west, across 9th Street, NW is a 10-story Class A office building, 901 E Street, NW. To the south, across E Street, is Market Square North (401 9TH Street), an 11-story Class A office building.

Site Composition: One rectangular lot consisting of five separate tax parcels. Ownership of the five tax parcels is currently divided between two groups – one group owns 4 parcels, a second group owns 1 parcel.

| SITE AT 9 TH & E – TAX PARCELS | | | | |
|---|------|-----------------------|------------------|----------------|
| Square | Lot | Address | Owner | Land Area (SF) |
| 0406 | 0800 | 9 th ST NW | E MacMahon | 11,480 |
| 0406 | 0803 | 9 th ST NW | E MacMahon | 4,299 |
| 0406 | 0812 | 8 th ST NW | E MacMahon | 501 |
| 0406 | 0815 | 8 th ST NW | E MacMahon | 4,397 |
| 0406 | 0816 | 9 th ST NW | J Evans Trustees | 14,897 |
| Total: | | | | 35,574 |

Size: Approximately 35,500 square feet or .81 acres

Topography: Generally flat, with a slight slope downhill to the south (9th Street)

Access: Vehicular access is provided at E Street on the south and 9th Street to the west. E Street is a two-way thoroughfare, while 9th Street is a one-way street with southbound traffic flow toward Pennsylvania Avenue. The remaining street that borders the site is 8th Street, which terminates on F Street to the north and does not provide good traffic flow access from the north.

Access to the Metrorail system is outstanding – the Property is within four blocks of all lines in the Metrorail system. The nearest station is the Gallery Place Metro Station, one block north. The Gallery Place Station is a major hub offering service to three of the five lines - Green, Yellow, and Red. Within walking distance (4 blocks to the west), there is Metro Center, which provides service to the Blue, Orange, and Red Lines.

Existing Improvements: The site is currently improved with an asphalt paved surface parking lot, providing approximately 200 spaces.

Frontage: The site is a rectangle in shape with dimensions of approximately (200' x 175'). The longer border extends the full block along E Street, between 8th & 9th Streets, while each of the two shorter edges front 8th & 9th Street. This allows the site to have 550 feet of street frontage, counting all three sides. Since the Property

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occupies a full block, it benefits from having three sides exposed of street frontage.

BUILDING DESCRIPTION

The building will be a 10-story structure with the ground floor level featuring three retail bays, including a performing arts theater. Floors 2-10 will be designed for commercial office space. The building will extend 4 levels below grade, allowing for one concourse level (storage and theater), and three levels of underground parking. A detailed description of the improvements is provided below:

Amenities will include a roof top terrace, concierge service, a 24-hour lobby attendant, fitness facility, and a proposed arts-related retail on the ground floor. The lobby will have granite and marble floors with wood finish on the walls. Each standard floor plate (floors 2-10) will have 8'-6" ceiling heights and 6 corner offices.

Size: Gross Building Area: 362,953 Sqft.

Net Rentable Area (SqFt.)

| | |
|-----------------|---------------|
| Office | 337,595 |
| Retail/Theater: | 20,500 |
| Concourse: | <u>23,250</u> |
| | 326,617 |

Address: 505 9th Street, NW
Washington, DC 20005

Floors: 10 stories

Entrance: Lobby is prominently located on 9th Street, NW and will feature a wide foyer finished in polished marble, floor to ceiling glass, and a frosted glass light wall.

Floor Plates: Within the immediate neighborhood (4-block radius of the property), most buildings feature 20,000-45,000 square foot floor plates. The larger floor plates are more appealing to law firm tenants. The advantage of this Project site is that it covers a full 35,000 square foot lot, and as such, the floor plates can exceed 30,000 square feet. The building will be designed to feature 31,400 square feet of rentable office space on floors 2-10. Column spacing will be 30' on center.

Structure: Steel frame/reinforced concrete.

Façade: The building's façade will be of institutional quality that will appeal to investors and high-end corporate tenants and will add aesthetic value to the streetscape.

Elevators: The building will contain seven elevators. Six of the seven will be high-speed passenger elevators; there will be one freight elevator. One passenger elevator and the freight elevator will access the parking garage.

Systems: VAV System with supplemental cooling tower, can accommodate 24 hours operations.



Security: State-of-the-art system controlled by Kastle. The elevator access to each floor will be individually controlled by card key access. In addition, there will be a 24-hour lobby attendant who will control access to the common area lobby as well as monitor closed circuit video surveillance of the building's common areas.

Parking: Zoning requires 1 space per 1,800 square feet, with a minimum of 285 square feet of garage area per parking space. The building will be designed so that the parking ratio will exceed the minimum requirement for several reasons. First, the building will incorporate arts-related retail that will draw additional people to the building. In addition, given its location proximate to popular tourist destinations like the Spy Museum and the Smithsonian American Art museum, as well as the MCI Center, additional parking would help to accommodate likely above average parking demand. Also, given the likely tenant of a high-end law firm, the building would benefit from having additional parking.

The three levels of underground parking will accommodate 252 spaces, which equals 1 per 1,300 square feet of rentable area with 375 square feet per spot. The below chart summarizes the parking space calculation. The costs are provided in this section for reference, however they are also included in the construction cost schedule.

SCHEDULE OF BASE BUILDING / BELOW GRADE COSTS

| | | | | |
|---------------------------------------|---------|----------------|--------------------|---------------|
| Site | | | 35,000 sf | |
| Building NRA | | | 326,617 sf | |
| Required Parking | 1 per | 1,800 sf | 181 spaces | |
| Area Per Space | | 375 sf / space | 68,045 sf | |
| Required Structured/Underground | | | 68,045 sf | |
| Gross Buildable Area Per Floor | | 90% of 35,000 | 31,500 sf | |
| Required Floors of Parking | | | 3 Floors | |
| Actual Structured/Underground Parking | | | 94,500 sf | Spaces 252 |
| Parking Cost | \$75.00 | per sf | \$7,087,500 | |
| Other Below Grade Costs | | | | |
| Concourse Level | \$65.00 | for 30,000 sf | \$1,950,000 | |
| TOTAL Below Grade Costs | | | \$9,037,500 | |

ZONING REGULATIONS

The Property is zoned Commercial District (C-4) with Development District (DD) Overlay.

Commercial District C-4

According to Chapter 7 of the District of Columbia Municipal Regulations, permitted uses as a matter of right in the C-4 district include the proposed use – office with retail. Other zoning restrictions that control the building envelope include:

- **Height:** As for the maximum height in the C-4 District, the limit is 110 feet. However, a building may be erected to a height not exceeding 130 feet provided that the building or other structure shall face or abut a street not less than 100 feet wide between building lines. None of the streets fronting the Property are 100 feet wide, so the height limitation is 110 feet.
- **Setback:** Rear yards are required to be 2.5 inches per foot of height, not less than 12 feet. Assuming a building height of 110 feet, there will need to be a setback of 22.9 feet. Per paragraph 774.11 of the zoning regulations, in case of a corner lot (the Subject Property), depth of the rear yard may be measured from the centerline of the street abutting the lot at the rear of the building. The Property's address will be 505 9th Street, so 8th Street is planned as the rear of the building, which can accommodate this setback.
- **FAR:** the standard maximum allowed is 8.5, however a structure that is erected to a height in excess of 110 ft may have a floor area ratio not exceeding 10.0. Since the structure is limited by height (due to adjacent street widths), the allowable FAR is 8.5. However, this can be increased with bonus density under the Downtown Development district provisions, as discussed below.

Downtown Development District (DD)

The Downtown Development Overlay District is designed to help create a balanced mixture of uses by means of incentives and requirements for critically important land uses identified in the Comprehensive Plan, including retail, hotel, residential, entertainment, arts and cultural uses. To ensure that new development meets the requirements of the DD district, an applicant for a building permit or certificate of occupancy involving 10,000 square feet or more of gross floor area shall provide a copy of the application to the D.C. office of Planning (DC OPP), at the time of filing with the Zoning Administrator. Within 10 days, DC OPP shall provide the Zoning Administrator a memo setting forth the interpretation of the DD Overlay District requirements. Generally the provisions of the DD district restrict the location of driveways & loading docks, require that 50% of a street wall on the ground floor be devoted to display windows, but most importantly, the DD district establishes a Downtown Arts District.

Downtown Arts District

The primary objective of the Arts District is to retain, expand, and support concentration of spaces and activities for the arts – including performing and visual arts, cultural facilities, entertainment, and arts-related uses. This District creates two corridors:

1. Spine of theaters, restaurants, nightclubs and arts-related uses along E Street from 6th to 14th Streets, NW. Since the subject Property is within this corridor, this provision will impact the subject development.
2. Pedestrian oriented concentration of museums, art galleries, other performing or visual arts uses along 7th Street from Pennsylvania Ave to north of G Street. Of note, the new Gallery Place project, which received TIF funding from the City, has spurred retail development along 7th Street, NW.

The requirements under the Downtown Arts District include:

- Not less than 1.0 FAR devoted to preferred retail and service uses – (there are 24 qualified uses listed, but examples include restaurant, cocktail lounge, music store, theater, art gallery, art exhibition, and book stores).
- Not less than 0.25 of this requirement shall be devoted to *preferred* uses of performing arts, art exhibition area, dinner theater, museum, or TV/radio broadcast studio. If 0.5 FAR is devoted to these preferred uses, then the full 1.0 FAR described above is not required.

Considerations for bonus density:

Per section 1704.6b Bonus density is earned at a ratio of 1:2 if a performing arts space is included. So, to qualify, 0.5 FAR shall be devoted to a performing arts or museum use. In exchange for this, the allowable FAR is increased by 1.0 (2 x 0.5). Thus, the final FAR for the project increases from 8.5 to 9.5.

Based on the size of the lot (35,574 SF), using a 9.5 FAR, the site could accommodate a density of 337,953 square feet.

Parking

For C-4 districts, a building or structure built on a lot having an area of more than 10,000 square feet, the parking requirement is 1 space for each 1,800 square feet of gross floor area above 2,000 square feet. A minimum of 285 square feet of parking area shall be provided for each parking space. However, based on competitive buildings in the market, and given that the building will need to appeal to high-end users, more parking will be included. Specifically, the parking will be designed for 1 space per 1,300 square feet, while still allowing 375 square feet per space of garage area. Since the parking garage will need to extend three levels below grade, adding this additional parking capacity will not increase construction costs significantly.

Building Height

The following page illustrates the considerations in determining the overall height and size of the building, based on factors of FAR and finished interior ceiling heights.

1. The first step in the process of creating a new product is to identify a market need.

2. The second step is to develop a prototype of the product.

3. The third step is to conduct market research to determine if there is a demand for the product.

4. The fourth step is to create a business plan for the product.

5. The fifth step is to secure funding for the product.

6. The sixth step is to manufacture the product.

7. The seventh step is to distribute the product.

8. The eighth step is to promote the product.

9. The ninth step is to monitor the product's performance.

10. The tenth step is to make improvements to the product.

11. The eleventh step is to expand the product's reach.

12. The twelfth step is to maintain the product.

13. The thirteenth step is to evaluate the product's success.

14. The fourteenth step is to plan for the future.

15. The fifteenth step is to conclude the process.

16. The sixteenth step is to reflect on the experience.

17. The seventeenth step is to share the results.

18. The eighteenth step is to celebrate the achievement.

19. The nineteenth step is to look for new opportunities.

20. The twentieth step is to end the process.

| TYPICAL OFFICE FLOOR (not to scale) | | | | | |
|--|--|----------------------------------|--------------------------------------|-------------------------------|--|
| | | | | | |
| BUILDING RENTABLE AREA | | | | | |
| Site Size (SF) | | | | | |
| 35,574 | | | | | |
| FAR = 9.5 | | | | | |
| FAR Allowable (SF) | | | | | |
| 337,953 | | | | | |
| Max Height (Ft.) | | | | | |
| 110 | | | | | |
| | Floor | Floor to Floor Height (ft) | Floor to Finished Ceiling (ft) | Max Allowable Area (SF) | Net Rentable Area ⁽¹⁾ |
| | Ground 1 | 13.25 | 11.00 | 33,795 | 20,500 |
| | 2 | 10.75 | 8.50 | 33,795 | 31,430 |
| | 3 | 10.75 | 8.50 | 33,795 | 31,430 |
| | 4 | 10.75 | 8.50 | 33,795 | 31,430 |
| | 5 | 10.75 | 8.50 | 33,795 | 31,430 |
| | 6 | 10.75 | 8.50 | 33,795 | 31,430 |
| | 7 | 10.75 | 8.50 | 33,795 | 31,430 |
| | 8 | 10.75 | 8.50 | 33,795 | 31,430 |
| | 9 | 10.75 | 8.50 | 33,795 | 31,430 |
| | 10 | 10.75 | 8.50 | 33,795 | 31,430 |
| | Total Building (Above Grade) | 110.0 | | 337,953 | 303,367 |
| | Concourse 1 Level (Below Grade) ⁽²⁾ | | | 25,000 | 23,250 |
| | Total SF | | | 362,953 | 326,617 |

1) 40% loss factor on ground floor due to lobby; 7% loss factor on other floors.

2) Below grade space does not count against FAR

WASHINGTON, D.C. METROPOLITAN AREA

The Washington Metropolitan Area is comprised of fourteen jurisdictions, extending over approximately 2,000 square miles throughout the District of Columbia, Northern Virginia and Maryland. Included in this market are more "edge cities" per square mile than any other place in the United States. The Washington, D.C.

Metropolitan Statistical Area is known for its well-educated, professional work force that has been attracted to the area for quality-of-life issues such as proximity to work, education, recreation and housing.

As the national capital region, the Washington, D.C. area offers a unique blend of government stability, strong economic growth potential and history. Over the past decade, the Washington, D.C. area has evolved from a "government town" into one of the country's largest and most prominent commercial centers. This

transformation can be attributed to strong demographics, modern transportation networks, a stable core industry (the federal government) and an attractive quality of life. The combination of these factors has resulted in an unprecedented period of growth in the region, and has positioned the area for strong future expansion.

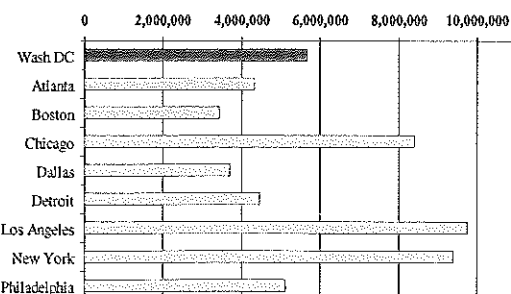
Overall, the Washington, D.C. area has enjoyed relatively stable economic conditions despite a national economic recession. The relationship among the area's core industries (Federal Government, Technology, Building Industry, International Business, Defense Industry and Hospitality) is unique relative to those found in other metropolitan areas. The Federal Government's procurement activity supports the economy directly through contractors, and indirectly through subcontractors who are engaged to create goods and services for the primary contract. In total, the federal government represents more than one-third of the Gross Regional Product, and is the largest purchaser of technology and building products. Furthermore, the region receives a disproportionate share of federal government spending (both direct and procurement dollars), help carry the remainder of the region's core economies through economic downturns.

Population: With a total population of approximately five million, the Washington Metropolitan Statistical Area ("MSA") is the fifth most populous MSA in the nation. The Washington MSA covers 10 counties (five in Maryland and five in Virginia) and the District of Columbia. The largest of these counties are Fairfax, Arlington and Montgomery. Together with the District, these counties account for approximately 53% of the MSA population. While the city of Washington, D.C. barely ranks in the top 20 of largest cities in the U.S., the metropolitan area ranks among the five largest in the country. Metropolitan

FORTUNE 500 COMPANIES HEADQUARTERED IN THE WASHINGTON MSA

| Rank | Company | Business Description |
|------|------------------------|---------------------------------|
| 16 | Fannie Mae | Financial Services |
| 32 | Freddie Mac | Secondary Mortgages |
| 56 | Lockheed Martin | Aerospace, Defense, Electronics |
| 137 | General Dynamics | Defense, Aerospace |
| 175 | Marriott International | Lodging, Senior Living |
| 181 | AES | Energy & Utilities |
| 191 | Capital One Financial | Financial Services |
| 216 | Nextel | Telecommunications |
| 262 | US Airways Group | Airline |
| 275 | Gannett | Media |
| 357 | Danaher | Manufacturing |
| 377 | Pepco Holdings | Energy & Utilities |
| 434 | Host Marriott | Lodging REIT |
| 439 | Coventry Healthcare | Healthcare |
| 473 | SLM Holding | Financial Services |
| 482 | NVR | Home Builder, Mortgage Lender |

POPULATION OF MAJOR METROPOLITAN AREAS



Source: BLS



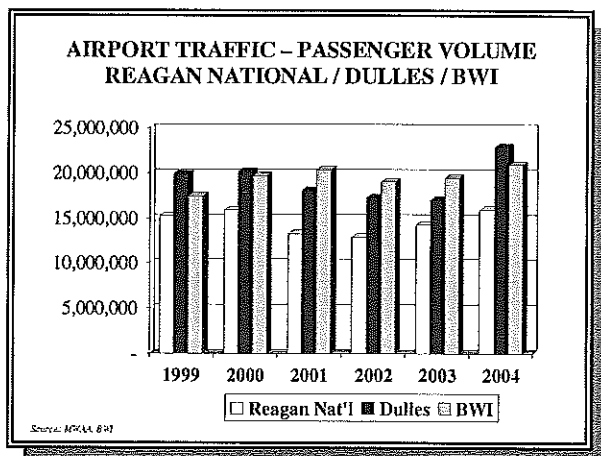
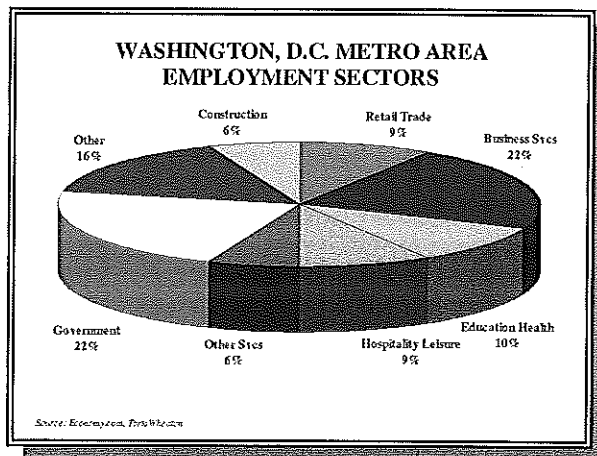
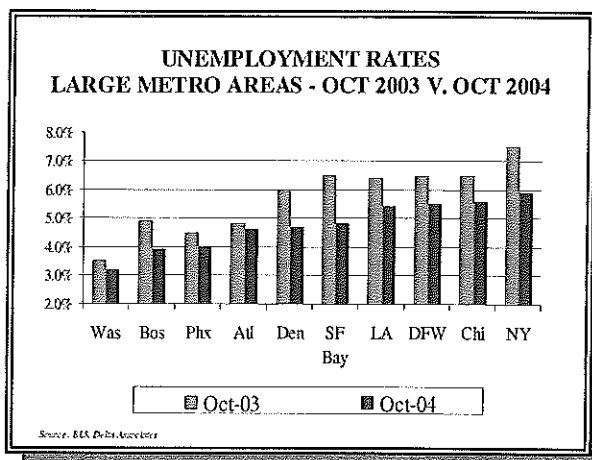
Washington's population totaled just over 5 million people, making it the fourth largest PMSA behind New York, Los Angeles and Chicago.

Employment: In October 2004, the Washington, D.C. area had the lowest unemployment rate in the nation, at 3.1%, out of 51 metro areas with a population of 1 million or more. Washington, D.C. has the sixth-largest employment level of the major national MSAs with approximately 2.87 million workers. Over the last 10 years, employment has grown at an average annual rate of 2.1%.

As expected, the Metro area's economic base was based on the government and services sector; however, the emergence of the technology industry in the late 1990's furthered the diversification of the economy. Its growth, which added more than 412,000 new jobs during the 1990s, peaked in 1999-2000 when approximately 200,000 (50% of decade total) jobs were added. A better benchmark for future long-term job growth is the region's 20-year annual average of approximately 54,600 new jobs. The area's job base is expected to grow by an average of 40,000 net new jobs per year in the next five years following its trailing 20-year average. This near-term growth is projected to come from both the public and private sectors.

Transportation: The Washington, D.C. area is home to three major airports: Ronald Reagan Washington National Airport, Washington Dulles International Airport, and Baltimore/Washington International Airport. Ronald Reagan Washington National Airport is located approximately seven miles from the Property. Dulles Airport, which serves domestic and international flights, is located approximately 20 miles west of the Property in Northern Virginia. Baltimore/Washington International (BWI) Airport is located approximately 30 miles northeast of the Property, and it provides both domestic and international flights. Despite a decline in passenger volume after September 2001, the three major airports are reporting cargo and passenger activity commensurate with 1998 levels.

The Washington MSA is also served by the Metrorail and Metrobus systems ("Metro"). The Metro provides inexpensive, convenient, and exceptionally clean service throughout Washington, D.C., Suburban Maryland and Northern Virginia. Its system stretches more than 103 miles servicing 83 stations. Ridership totals approximately 166 million passengers per year. Surrounding the city is the





Capital Beltway (Interstate 495) that links Washington, D.C. to an extensive network of primary roads and the federal interstate highway system (including I-95, the East Coast's primary north-south thoroughfare). Also planned for Washington D.C. is an ambitious shuttle bus system to change the way tourists, residents, and federal workers navigate central Washington. The estimated \$26 million "Circulator" system will make it convenient for downtown professionals to attend cross-town meetings and for visitors to monument-hop or travel from the new Convention Center to a restaurant or hotel.

DOWNTOWN WASHINGTON, D.C. BUSINESS IMPROVEMENT DISTRICT

The Downtown D.C. Business Improvement District ("Downtown BID") is a private non-profit that provides cleaning, safety, hospitality, marketing, economic development and homeless services to Washington's city center. The Downtown BID's mission is to help raise downtown D.C. to world-class standards as a commercial, cultural and residential destination. The Downtown BID promotes downtown D.C. as the site of the world's best museums, cultural venues, restaurants, hotels and shopping. In 2001, the borders of the Downtown BID were expanded towards Union Station at the request of property owners in the East End. Now, the Downtown BID covers an expanse of over 110 blocks, roughly from 16th Street to North Capitol, and from Massachusetts Avenue to the National Mall.

The area around the Downtown BID is quickly becoming a focal point of commercial and residential activity for the entire region.

Since the opening of the MCI Center in 1997, downtown D.C. has become a national destination for entertainment and culture, and the new convention center, having opened in March 2003, is one of the largest in the country. Currently, over 5,000 housing units are under construction or in the development pipeline in an area made up of the Downtown BID and within four blocks around the BID. The MCI Center sits at the heart of this residential development boom.

With the development of the \$400 million Newseum, the Shakespeare Theatre's second stage and the re-opening of the Smithsonian's National Portrait Gallery and Museum of American Art, downtown D.C. is poised to become an international cultural destination. In addition, the re-development of the 10-acre site of the old convention center will complete the re-birth of downtown D.C., with over 800 residential units, 375,000 square feet of office space, 300,000 square feet of retail, a one-acre public plaza, along with potential for a boutique hotel and a new public library and/or a music performance space.

THE EAST END OF WASHINGTON, D.C.

Major Anchors

MCI Center: The MCI Center (the "Arena"), located at 7th and F Streets, opened on December 2, 1997 and is home to the Washington Wizards (men's professional basketball), Washington Mystics (women's professional basketball), Washington Capitals (professional hockey), and Georgetown Hoyas (men's college basketball). The Arena cost in excess of \$200 million and totals 1.05 million square feet (equivalent to one city block long and one city block wide) and has approximately 20,000 seats including 114 luxury suites. In addition, the MCI Center has 500 underground parking spaces, is located within two blocks of 13,000 additional parking spaces, and is accessible by four metro stations (Gallery Place/Chinatown, Archives, Metro Center, and Judiciary Square).





In addition to the roughly 100 regular season basketball and hockey games the MCI Center hosts each year, the Arena also hosts approximately 100 events including concerts (Tim McGraw, Bon Jovi, Aerosmith, etc.), family shows (Disney on Ice, etc.), and sporting events (The World Figure Skating Championships, The Harlem Globetrotters, professional wrestling, Washington International Horse Show, etc.). The MCI Center also has retail and restaurant tenants. Modell's Sporting Goods Team Store, and Nick & Stef's Steakhouse operate from within the MCI Center everyday and are open to the general public, not just those attending an event at the Arena.

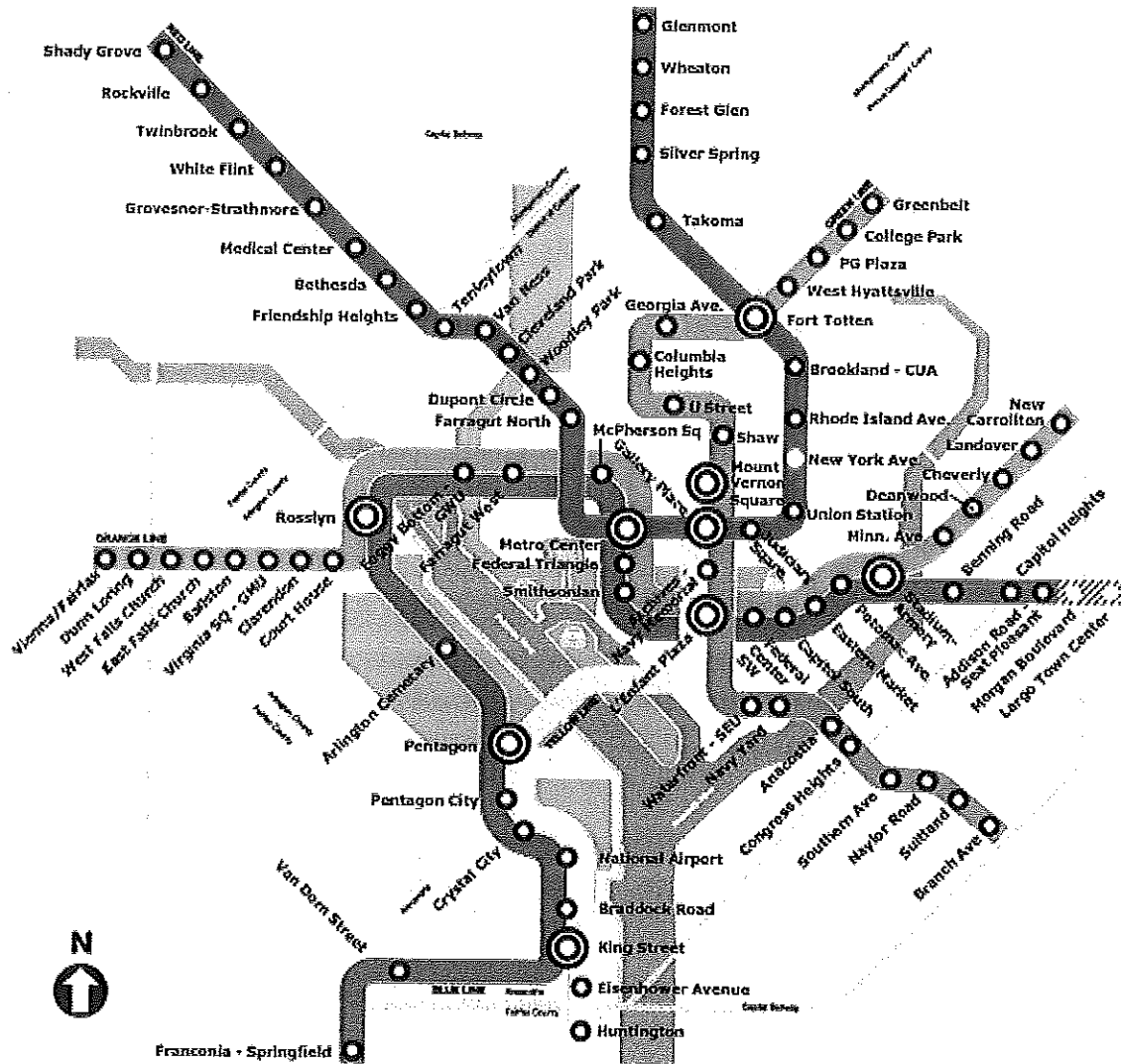
The MCI Center initiated the rejuvenation of the East End, and it continues to act as an economic driver making Gallery Place and the surrounding areas one of the city's most attractive places to work, live, and play. The area surrounding Gallery Place has successfully grown out of its 9-to-5 past to become a true 24-hour destination.

The New Washington Convention Center: This new facility opened for business in March 2003 and is the sixth-largest facility in the nation offering 2.3 million square feet of space. Located at Mount Vernon Square, the convention center features 720,000 square feet of exhibit space, 150,000 square feet of meeting space and 44,000 square feet of retail space lining the facility's perimeter. The building also includes many amenities: fiber-optic wiring; high-tech glass that filters out heat; a \$4 million public arts program, and an attached Metro station undergoing a \$13.8 million expansion. It is estimated to generate an economic stimulus of more than \$1.4 billion per year for the metro area. This new facility puts Washington on par with elite convention cities like New York, Paris, Las Vegas, Tokyo and San Francisco.

ECONOMIC DRIVERS IN THE IMMEDIATE TRADE AREA

- ✧ NEW CONVENTION CENTER
 - ✧ TOURISM
 - ✧ EXPANDING RESIDENTIAL POPULATION
 - ✧ CULTURAL ATTRACTIONS
 - ✧ DESTINATION RETAIL – 7TH STREET CORRIDOR
 - ✧ METRO STATIONS (METRO CENTER / GALLERY PLACE-CHINATOWN)
 - ✧ EAST END COMMERCIAL OFFICE DISTRICT
 - ✧ HOTELS (EXISTING AND PLANNED HEADQUARTERS HOTEL FOR THE NEW CONVENTION CENTER)
-

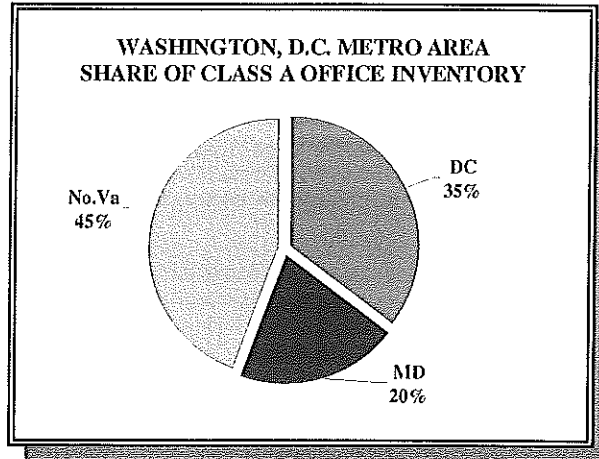
WASHINGTON, D.C. METRORAIL MAP



WASHINGTON, D.C. OFFICE MARKET OVERVIEW

Washington, D.C. continues to perform as the strongest office market in the country. Consisting of approximately 179 million square feet of Class A office space, the Washington, D.C. metropolitan area office market is the third largest in the United States. Washington, D.C. (the "District of Columbia", or the "District") itself accounts for approximately 63 million square feet or nearly 35% of the area's total Class A office space.

The Washington, D.C. office market is comprised of seven submarkets, summarized as follows:

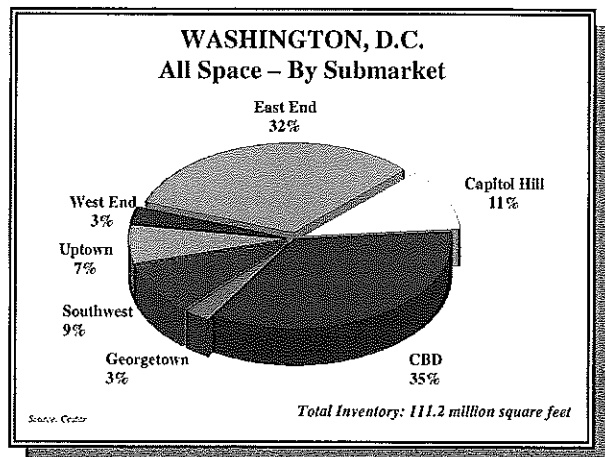


**WASHINGTON, D.C. OFFICE MARKET - (ALL SPACE)
2001 - 2004**

| Submarket | Year End 2004 | | Direct Vacancy Rate at End of: | | | | SF Under Construction/ Renovation at 12/04 | Net Absorption (SF) | | | |
|--------------|------------------------------|-------------------------------------|--------------------------------|-------------|-------------|-------------|---|---------------------|------------------|------------------|------------------|
| | Total Rentable SF All Bldgs. | SF Available Immediately All Bldgs. | 2001 | 2002 | 2003 | 2004 | | 2001 | 2002 | 2003 | 2004 |
| CBD | 38,071,869 | 1,751,306 | 3.8% | 5.6% | 5.5% | 4.6% | 1,047,250 | 416,000 | (737,000) | 934,000 | 439,000 |
| East End | 36,212,406 | 2,624,846 | 4.5% | 3.9% | 6.9% | 7.1% | 1,231,983 | 713,000 | 754,000 | (139,000) | 1,673,000 |
| Capitol Hill | 12,240,123 | 452,885 | 6.2% | 3.4% | 3.5% | 3.7% | 2,830,827 | 546,000 | 1,253,000 | 651,000 | 65,000 |
| Southwest | 10,061,450 | 432,642 | 6.1% | 6.2% | 6.5% | 4.3% | 800,000 | 222,000 | (10,000) | 381,000 | 221,000 |
| Georgetown | 2,924,495 | 64,339 | 3.8% | 5.8% | 3.4% | 2.2% | 172,556 | (60,000) | (58,000) | 70,000 | 36,000 |
| West End | 3,700,894 | 122,130 | 1.3% | 1.9% | 2.9% | 3.3% | - | - | (23,000) | (37,000) | (15,000) |
| Uptown | 8,104,920 | 307,975 | 3.3% | 4.1% | 5.1% | 3.8% | 106,000 | (80,000) | (50,000) | (81,000) | 106,000 |
| TOTAL | 112,073,479 | 5,756,137 | 4.3% | 4.6% | 5.6% | 5.1% | 6,188,586 | 1,757,000 | 1,129,000 | 1,123,000 | 2,525,000 |

Source: Delta Associates

Several major downtown Washington, D.C. developments will continue to serve as economic stimuli to the city. Gallery Place, now open, is a \$250 million mixed-use project. It consists of 250,000 square feet of office, 265,000 square feet of retail, 190 luxury apartments and a 650-car garage adjacent to MCI Center. The MCI Center itself was built in 1997 and is a \$200 million, 20,000-seat arena that serves as the home for The Washington Wizards (NBA) as well as other events. Located at Mount Vernon Square at the intersection of Massachusetts and New York Avenues, NW, the 2.3 million square foot Washington Convention Center opened in March 2003. This new facility helps to reinforce the District as a international metropolitan city. In addition, there is increased residential development within the city, especially downtown. According to the DC Marketing Center, as of December 2004, there were 1,678 residential units (1,332 apartments; 346 condos) under construction within the downtown Business Improvement District.

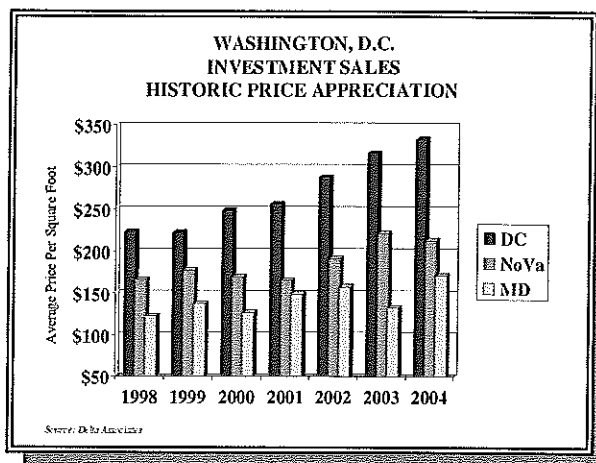




INVESTMENT SALES ACTIVITY

Washington, D.C. is the most sought after investment market in the U.S. Many investors rank it as the top investment market in the world. Through third quarter 2004, 38 transactions accounted for \$2.5 billion in sales volume, with another billion projected prior to year-end.

While developable sites become more of a rarity and construction costs continue to escalate to new highs, replacement cost for Class A buildings are on the rise. Although replacement costs for Class A office buildings are approaching \$400 per square foot, there is a lack of developable sites in prime locations. This fact allows investors to justify purchase prices well above replacement cost. In addition, the current financing environment (and the subsequent low cost of capital) is driving capitalization rates down, supporting premium pricing. Trophy buildings are now trading for prices in excess of \$625 per square foot, whereas as recently as 2003, there was a psychological barrier to prices at \$500 per square foot. To illustrate this phenomenal trend, the following table highlights select sales of trophy buildings from 2002-2005 year to date.



WASHINGTON, D.C. TROPHY BUILDING SALES 2002-2005

| Address | Year Built / Renovated | Square Feet | \$ (Millions) | \$ / PSF |
|---|------------------------|-------------|---------------|----------|
| 2005 YTD | | | | |
| 1875 K Street, NW (Pending) | 2001 | 186,000 | \$113 | \$608 |
| 555 11 th Street, NW (Pending) | 2001 | 368,880 | \$247 | \$670 |
| 2004 | | | | |
| 1900 K Street, NW | 1996 | 342,884 | \$219 | \$638 |
| 1001 Pennsylvania Avenue, NW | 1986 | 758,796 | \$435 | \$574 |
| 51 Louisiana Avenue, NW | 1935 / 1999 | 204,000 | \$112 | \$550 |
| 1111 Pennsylvania Avenue, NW | 1967 / 2002 | 331,267 | \$157 | \$474 |
| 2003 | | | | |
| 1399 New York Avenue, NW | 2002 | 124,000 | \$63 | \$505 |
| 3000-50 K Street, NW | 1999 | 536,206 | \$185 | \$345 |
| 2300 N Street, NW | 1986 | 276,930 | \$114 | \$408 |
| 1101 Pennsylvania Avenue, NW | 1999 | 218,447 | \$104 | \$500 |
| 2002 | | | | |
| Independence I & II, SW | 2002 | 948,813 | \$345 | \$364 |
| 799 9th Street, NW | 2002 | 201,462 | \$78 | \$387 |
| 1500 K Street, NW | 2002 | 243,066 | \$85 | \$350 |
| 1627 Eye Street, NW | 2002 | 104,050 | \$37.5 | \$360 |

Source: Realcapitalanalytics, Eastdil

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NEW OFFICE DEVELOPMENT: DOWNTOWN VS. SUBURBAN LOCATIONS

Below is a chart that depicts the relative comparison of development costs, return requirements, and required market rents to justify new construction. All figures are general estimates, based on a survey conducted by Delta Associates in November 2004. Even though the figures represent a generalization about the market, they highlight an important trend in relative land costs and rents. Note that within Downtown Washington, D.C. the land costs are over double of what they are in the surrounding areas, even for metro-proximate suburban locations. This increased cost of land, combined with the skyrocketing operating expense increases (largely due to increased real estate tax assessments in the District), is driving the rental rates for new trophy buildings above \$50.00 per square foot. In addition, the fact that there are fewer remaining sites in which to build, the replacement cost for trophy buildings are quickly escalating.

Land Sales In Downtown Washington, D.C.

The downtown area of Washington, D.C. has natural boundaries that constrain the "downtown area to a finite geographic location. To the south, it is bordered by the national mall, to the east, Interstate -395, and to the west, Georgetown. To the north, the border is Massachusetts Avenue, on the other side of which is residential. The downtown area is constrained horizontally, but also constrained vertically. There are strict zoning regulations that keep buildings from being taller than the U.S. Capitol. Because of the finite supply of land in this downtown area, prices for land have been gradually increasing. Today, land prices routinely exceed \$100 per FAR foot, and in some cases approach \$150 per FAR foot. The below table highlights recent land transactions in downtown.

Land Sales in Downtown D.C.

| Date | Property | Size | Buyer | Price per FAR |
|--------|-----------------|--------|--------------|---------------|
| Dec-04 | 4th & Mass | 22,000 | ASB/Penzance | \$105 |
| Aug-04 | 1101 NY Ave | 31,731 | Louis Dryfus | \$140 |
| Jul-04 | 11th & New York | 17,300 | Tishman | \$125 |
| Feb-04 | 1101 K Street | 27,755 | JBG | \$80 |
| Dec-03 | 8th & G | 15,690 | Westworld | \$105 |

Even with the relative high cost of development in downtown Washington, D.C., developers are still finding new project to build, based on the strong market fundamentals. The good news for the future is that new development is not constrained to just office. There is a balanced mix of residential, hotel, retail and museums that will diversify the commercial uses of the city's core.

More detail regarding the development projects in the downtown business improvement district that are listed in the adjoining table can be found on the website <http://www.dcmarketingcenter.com>.

| COMMERCIAL DEVELOPMENT WITHIN THE DOWNTOWN BID | | |
|---|----------|----------|
| | 12/31/03 | 12/31/04 |
| # Projects | 31 | 27 |
| Total \$ Value | 2.0 B | 1.9 B |
| Total SF | 6.7 MM | 4.6 MM |
| Office SF | 3.1 MM | 1.5 MM |
| Housing Units | 1,673 | 1,326 |
| Hotel Rooms | 383 | 383 |
| Retail SF | 0.5 MM | .17 MM |
| Museums/Arts SF | 0.3 MM | 0.7 MM |

Source: Downtown BID

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WASHINGTON, D.C. DEVELOPMENT PROMINENT CLASS A OFFICE BUILDINGS UNDER CONSTRUCTION

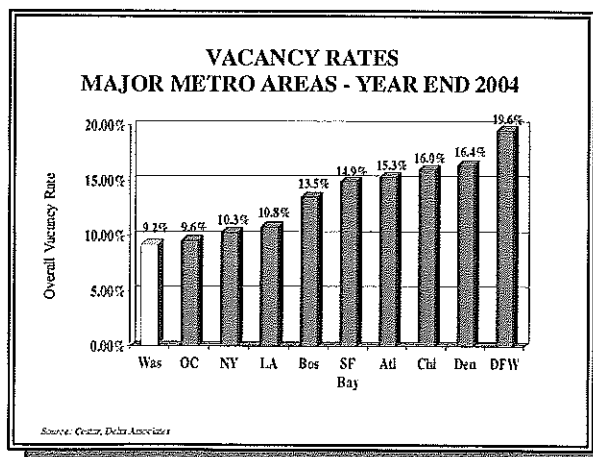
| Projects | Submarkets | Size (Sq. Ft.) | % Preleased | Developer | Projected Completion | Status |
|---|------------|-------------------|----------------|---------------------|-------------------------|--|
| 950 F Street, NW | East End | 280,100 | 64% | Douglas Development | 2005 | 950 F Street, NW is a historic redevelopment. Asking rents are mid \$40's per square foot, full service. Alston & Bird and PharMa have signed leases to date. |
| 1700 K Street, NW | CBD | 380,000 | 70% | Gewirz | 2005 | 1700 K Street, NW and 1730 K Street, NW were demolished to make way for a new Class A building at the southwest corner of 17th and K Streets, NW. Asking rents are in the mid to high \$50 per square foot range, full service. The law firm of Winston & Strawn is the lead tenant. Morrison & Foerster also leased 80,000 square feet. |
| 875 15 th Street, NW Bowen Building | East End | 228,000 | 83% | Kaempfer Company | 2005 | Historic redevelopment on McPherson Square. Will be built to a Trophy standard. Asking rents are anticipated to be in the \$38-42 per square foot, triple net pre-lease signed with law firm of Paul Hastings for 80,000 square feet. |
| 601 Pennsylvania Ave, NW | East End | 349,000 | 97% | Freedom Forum | 2006 | One of the last trophy sites located on Pennsylvania Avenue, NW. Freedom Forum purchased the property for Newseum. Construction. Newseum is relocating from Rosslyn, Virginia. |
| 1875 Pennsylvania Avenue, NW | CBD | 290,000 | 100% | TMW | 2006 | Pre-leased to Wilmer Cutler. Part of strategic relocation plan for 550,000 + sf over a 20 year plus time frame. Occupying space in adjoining buildings. |
| 1601 K Street, NW | CBD | 250,000 | 89% | JBG | 2006 | Will look to achieve low to mid \$50's per square foot, full service. Rehab / new construction. LOI signed with Kirkpatrick & Lockhart for 155,000 square feet. |
| 701 8 th Street Portrait Building | East End | 150,000 | 60% | Trammell Crow | 2006 | Historic redevelopment with Calvary Baptist Church. Asking rents anticipated in the high \$40's per square foot, full service. Thelen, Reid & Priest is the lead tenant. |
| 975 F Street, NW | East End | 160,000 | 52% | Akridge | 2006 | 975 F Street, NW is a historic redevelopment. Property subject to a ground lease with Catholic Archdiocese. Dewey Ballantine is considering location. |

"DOWNTOWN" WASHINGTON, D.C. OFFICE MARKET

For the purposes of this report, the geographic area of Downtown Washington, D.C. is defined by Costar, and encompasses the submarkets of the East End, Central Business District (CBD), and the West End. Together, the East End and the CBD make up the bulk of the office space in Washington, D.C. accounting for approximately 2/3rds of the total office inventory. This section addresses Class A vacancy, rental rates, and leasing activity/absorption within the Downtown area.

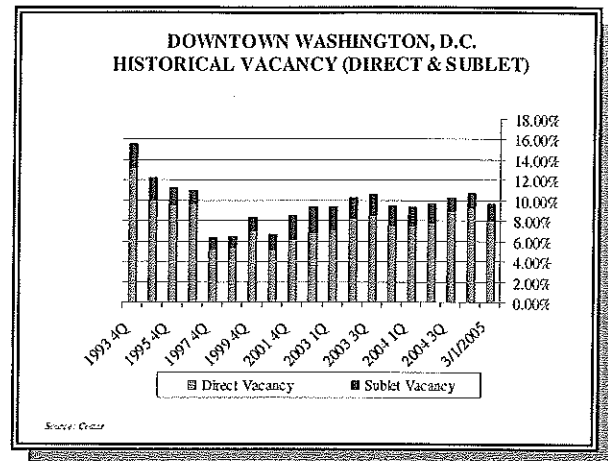
DOWNTOWN WASHINGTON, D.C. - VACANCY

The District's vacancy rate is lower than in other major metropolitan cities. Overall, according to Costar, the vacancy (including sublet space) has hovered just below 10%. Generally, this level of vacancy is considered "healthy" by many real estate experts as the long-term natural vacancy rate. The natural vacancy rate is the rate at which the market is approximately in balance between supply and demand.



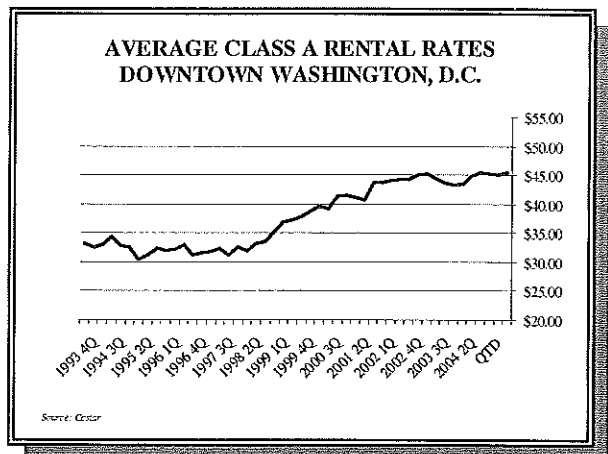


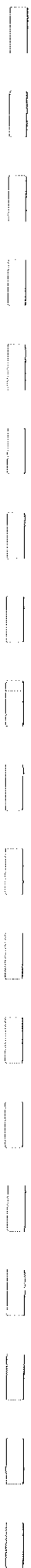
The District of Columbia continues to prove it is one of the strongest, most consistent office markets in the country. For example, during the early 1990's, despite the overbuilding that occurred across the United States and a recession, the District's occupancy did not dip below 89%. This phenomenon illustrates the historic stability for which this market is known. By 1997, the surrounding suburbs of Northern Virginia and suburban Maryland tightened so much that the market reached structural equilibrium - the point at which rental rates justify speculative construction. Between 1998-1999, the downtown vacancy rate hovered in the 5%-7% range. Even with the recent increases in the vacancy rate, largely due to a record number of new deliveries, downtown D.C. continues to absorb new space at a healthy clip, and is expected to remain stable in the near future.



DOWNTOWN WASHINGTON, D.C. - CLASS A RENTAL RATES

Over the past 10 years, the average Class A gross rental rate in Washington, D.C. has increased from approximately \$33 to \$45 per square foot full service, representing an annual compounded growth rate of 3.1%. The scarcity of developable land available for new supply continues to place consistent pressure on rental rates within the Washington, D.C. office market. In the Downtown submarket, average rents have remained stable since 2002, with good prospects for moderate growth. The future prospect for growth is stable, although the impact of increased tax assessments will be an important factor in influencing how much growth will occur. With the prospect of real estate tax expenses escalating for office buildings in the District by significant margins, tenants will likely become savvier in negotiating lease clauses to limit per annum expense pass-throughs. The good news is that Downtown D.C. has always carried a certain *cachet* among those tenants looking for an important business address (i.e., law firms, lobbyists), and that shows no sign of changing.





DOWNTOWN WASHINGTON, D.C. - LEASING ACTIVITY AND ABSORPTION

The below chart illustrates an important leasing dynamic in downtown Washington, D.C. This listing includes leasing activity in the trophy class buildings downtown. Although law firms account for all of the largest leases, there are nearly as many Fortune 500 companies on the list. While the Fortune 500 companies generally account for the mid range lease sizes, they make up an important component of the leasing profile in the District. Since this listing includes trophy buildings only, major government leases (GSA) are not included.

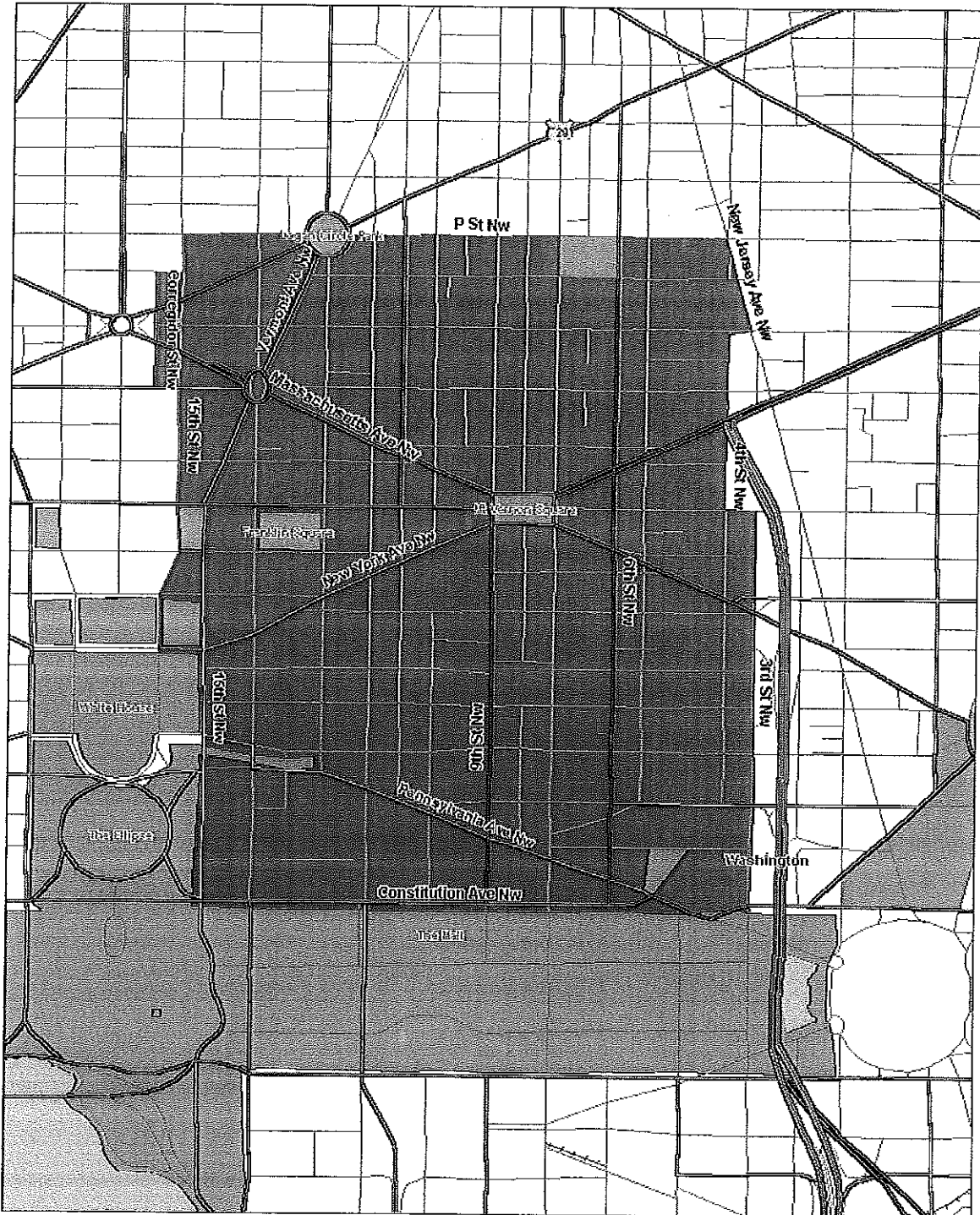
With operating expenses in the District approaching \$15.00, a \$41.00 net rent equates to a gross rent of \$56.00 per square foot. Clearly, the list below shows depth in the mid \$50.00 per square foot range for trophy buildings in the District.

DOWNTOWN WASHINGTON, D.C. RECENT LEASING ACTIVITY FOR CLASS A BUILDINGS

| Tenant | Address | Class | SF | Type | Term | Rent | Execution | TIs | Esc. |
|----------------------|--------------------------|-------|---------|----------------|--------------|---------------|-----------|---------|-------|
| Major Law firm | 950 F Street NW | A | 118,000 | New-Relocation | 15 Yrs | \$41.00 NNN | 01-Jul-03 | \$60.00 | 2.25% |
| Major Law firm | 1001 Pennsylvania Ave NW | A | 105,000 | Renewal | 11 Yrs | \$50.50 Gross | 01-Mar-04 | \$50.00 | 2.50% |
| Major Law firm | 901 New York Ave NW | A | 85,131 | New-Relocation | 15 Yrs | \$49.00 Gross | 01-Jun-03 | \$55.00 | 2.50% |
| Major Law firm | 875 15 St NW | A | 85,000 | New-Relocation | 12 Yrs | \$35.00 NNN | 18-Feb-03 | \$65.00 | 2.00% |
| Major Law firm | 1300 Eye St NW | A | 81,837 | New-Relocation | 15 Yrs | \$36.00 NNN | 01-Nov-04 | \$65.00 | 2.50% |
| National Institute | 701 Pennsylvania Ave NW | A | 80,000 | Renewal | 11 Yrs | \$50.19 Gross | 01-Dec-03 | \$20.00 | 2.25% |
| Finance Board | 1625 Eye St NW | A | 68,598 | New-Relocation | 10 Yrs | \$44.00 NNN | 01-Nov-04 | \$65.00 | 2.00% |
| Fortune 500 Company | 601 13th St NW | A | 25,000 | New-Relocation | 10 Yrs | \$36.00 NNN | 15-Oct-04 | \$65.00 | 2.50% |
| Fortune 500 Company | 701 Pennsylvania Ave NW | A | 21,096 | New-Relocation | 5 Yrs | \$54.00 Gross | 01-Oct-04 | \$50.00 | 2.50% |
| National Corporation | 1399 New York Avenue NW | A | 8,530 | New-Relocation | 10 Yrs | \$37.50 NNN | 01-Dec-03 | \$50.00 | 2.50% |
| Engineering Firm | 1401 Eye St NW | A | 7,904 | New-Relocation | 10 Yrs | \$37.50 NNN | 28-Jun-04 | \$45.00 | 2.50% |
| Energy Company | 1399 New York Avenue NW | A | 3,673 | New-Relocation | 10 Yrs | \$53.00 Gross | 01-Mar-04 | \$40.00 | 2.50% |
| Fortune 500 Company | 1300 Eye St NW | A | 3,671 | Renewal | 5 Yrs | \$37.00 NNN | 01-Dec-04 | \$17.00 | 2.50% |
| Fortune 500 Company | 1101 Pennsylvania Ave NW | A | 1,461 | New-Relocation | 5 Yrs 4 Mths | \$40.00 NNN | 15-Aug-04 | \$6.00 | 2.50% |

Source: Spaulding & Slye

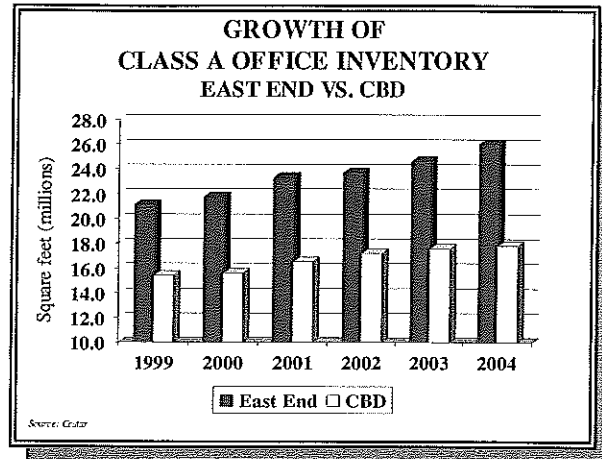
MAP OF THE EAST END SUBMARKET (COSTAR)



THE EAST END SUBMARKET

The East end submarket contains a total of 26 million square feet of Class A office space, which represents about 56% of the Class A office space in Downtown Washington, D.C. The geographic area generally encompasses the commercial district bordered by the Central Business District to the east and Capitol Hill to the west. The adjoining graphic illustrates the trade area, as defined by Costar.

The East End is the largest submarket in terms of inventory, but it is also the submarket that has seen the greatest amount of new construction. This new construction is not limited to office, but is a balance of mixed use, office, residential and arts space. The table below outlines some of the major projects currently under construction near the subject Property. All of the projects listed below (with the exception of the Newseum) are within a few blocks of 505 9th Street, NW.



MAJOR DEVELOPMENTS UNDER CONSTRUCTION WITHIN CLOSE PROXIMITY TO 9TH & E STREETS, NW

| Project | Developer | Type | Investment | Delivery |
|---------------------------------------|---------------------|--|------------|----------|
| Newseum | CarrAmerica | ✧ Museum + Residential ✧ Total 525,000 SF | \$400 MM | 2Q 2007 |
| 601 F Street (Shakespeare Theatre) | CarrAmerica | ✧ Theater + Office ✧ 230,000 SF | \$139 MM | 2Q2007 |
| Nat'l Portrait Gallery | Smithsonian | ✧ Museum | \$216 MM | 7/4/2006 |
| Artisan Condos | JBG | ✧ Residential ✧ 131 units | \$51 MM | 1Q 2006 |
| Ventana Condos | Douglas/Faison | ✧ Residential | \$28 MM | 3Q 2005 |
| Atlantic Building | Douglas/CarrAmerica | ✧ Office ✧ 286,000 SF | \$120 MM | 1Q 2006 |
| Portrait Building (Rehab) | Trammell Crow | ✧ Office ✧ 170,000 SF | \$45 MM | 1 Q 2005 |

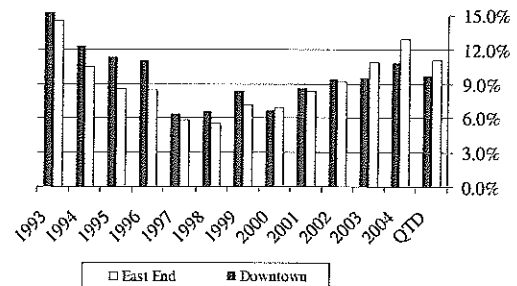
Source: Downtown BID



THE EAST END - VACANCY

The vacancy rate in the East End has generally tracked that of the overall downtown market, however with recent new construction, the vacancy rate has climbed modestly. The vacancy rate for Downtown as of March 2005 was 9.7% (8.0% direct + 1.7% sublet), while the vacancy rate in the East End was 11.1% (9.7% direct + 1.4% sublet). The good news about new development is that there is virtually no speculative office construction; new projects generally have at least 50% preleasing secured.

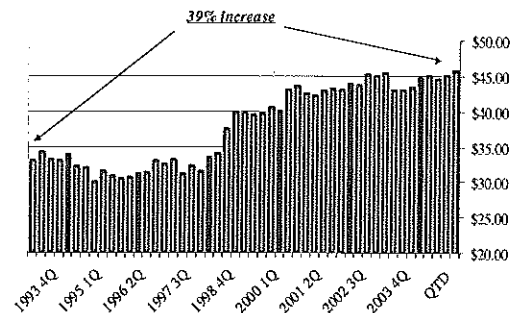
**HISTORICAL VACANCY RATES
EAST END VS. DOWNTOWN SUBMARKETS**



THE EAST END CLASS A RENTAL RATES

There are a finite number of development sites available in prime East End locations. The result is a supply constrained office market with market rent growth. Current rents for Class A properties are approximately \$45.00 per square foot, with the newest "trophy" buildings consistently achieving rents in the mid- \$50's per square foot, full service. Examples of buildings achieving the highest rents include 1700 K Street, NW, 1101 New York Avenue, NW, 950 F Street, NW and 1875 Pennsylvania Avenue, NW. Overall, over the past 10 years, rents in the East End have grown nearly 40%, which equates to 3.3% compounded annual growth.

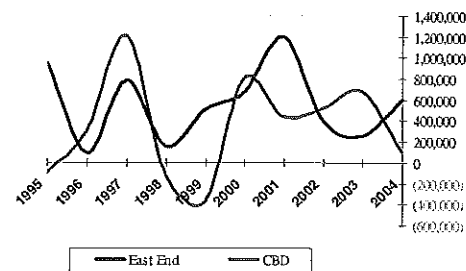
**EAST END SUBMARKET
AVERAGE CLASS A RENTAL RATES**



THE EAST END - ABSORPTION

The East End continues to be one of the most stable submarkets, accounting for the majority of Class A space leased over the last 10 years. Tenants looking for high quality, Class A buildings and Metrorail proximity seek East End locations. Compared to the Central Business District, the East End has historically had a more stable rate of net absorption. In fact, since 1998, the East End has never experienced a year with negative net absorption. This stability is expected to continue, even with the high level of new construction, due to the level of pre-leasing in new projects.

**CLASS A OFFICE ABSORPTION
EAST END SUBMARKET VS. CBD SUBMARKET**





THE EAST END RETAIL MARKET

Since there is a portion of the building that will be leased to retail/arts – related tenants, it is important to briefly review the retail leasing market. While market information is not as readily available for retail as it is for office, through research and contacts in the leasing industry, the following information was obtained.

East End - Retail Leases in “Trophy” Buildings

| SELECTED RETAIL LEASING IN THE EAST END | | | | | | |
|---|------------------|------------------|--------------------------------|----------------------------------|------------------------|---|
| Building | Tenant | Size (SF) | Lease Com. Date | Rental Rate (PSF) | Esc. | Comment |
| Lincoln Square 555 11 th Street, NW | E Street Retail | 4,000 | May 2005 | \$45.00 | 3% annual | |
| | Theater (movie) | 40,000 | Jan 2004 | \$10.00 | +\$50k per 5yrs | Theater |
| Homer Building 601 13 th Street, NW | Coffee Shop | 1,763 | Jan 2004 | \$58.00 | 3.00% annual | High foot traffic location |
| | Camera Shop | 1,000 | Jul 2003 | \$45.00 | +\$5.50 psf every 3yrs | Lease dated to 2003 |
| | Deli | 4,845 | Dec 1994 | \$32.00 | 2.75% annual | Current rent on old lease |
| Warner Building 1299 Penn Ave, NW | Theater | 39,000 | Oct 1992 | \$7.15 | None | Theater |
| The Gallup Building 901 F Street, NW | Restaurant | 8,035 | Jan 2004 | \$39.80 | 2% annual | Corner location |
| Gallery Place 7 th & G Streets, NW | Women's Clothing | 5,720 | Aug 2004 | \$30.00 | +\$2.50 psf every 2yrs | Nat'l chain – fronts 7 th St |
| | Bank | 2,610 | Aug 2004 | \$60.00 | +\$3.00 psf every 4yrs | H Street frontage (office) |
| | Restaurant | 3,375 | Oct 2005 | \$40.00 | +\$5.00 psf every 5yrs | Facing interior courtyard |

Source: For more information regarding sources, contact the author of this report.

Important to note is that this represents a cross-section of tenant types that have leased space in the East End Submarket. Also, the two theater tenants (Warner Building, Lincoln Square) were selected intentionally to highlight leasing terms that apply to a theater/arts tenant, which will be an important component of the subject development.



SOURCES AND USES

| Sources | Amount | PSF GBA | Uses | Amount | PSF GBA |
|--------------------|-------------------|--------------|-----------------------|------------------|-------------|
| Construction Loan | 115,143,960 | 317.24 | Land | 51,530,252 | 141.98 |
| Equity (Developer) | 3,838,132 | 10.57 | Hard Costs | 42,577,936 | 117.31 |
| Equity (Partner) | <u>34,543,188</u> | <u>95.17</u> | Soft Costs | 9,488,428 | 26.14 |
| | | | Tenant Improvements | 21,668,294 | 59.70 |
| | | | Leasing Commissions | 8,725,390 | 24.04 |
| | | | Construction Interest | 15,265,201 | 42.06 |
| | | | Hard Cost Contingency | 2,125,397 | 5.86 |
| | | | Soft Cost Contingency | 474,421 | 1.31 |
| | | | Financing Costs | <u>1,669,961</u> | <u>4.60</u> |
| Total Sources | \$153,525,280 | \$422.99 | Total Uses | \$153,525,280 | \$422.99 |

CONSTRUCTION LOAN TERMS

The loan will be 3 years with two 1-year extensions. Interest on the loan will be 3.5% and there is an origination fee of 85 basis points. The institutional equity partner will provide a \$25 million repayment guaranty, completion guaranty, environmental and certain non-recourse carveouts.

As part of a pre-lease, there will likely be certain provisions requiring the Developer to meet construction deadlines over the construction period. If the Borrower fails to meet these requirements, the Borrower must pay a penalty to the pre-lessee in the amount specified in the pre-lease.

Maximum Loan Amount: Shall be the lesser of (i) \$115.5 MM or (ii) 75% of total development costs based on a final approved development budget currently estimated to be \$153.5 MM, or (iii) 70% of the stabilized appraised value of the project.

Initial Loan Amount: As a contingency to funding, the Developer shall have obtained all necessary zoning, construction contracts, and building permits needed to complete the project. Until such time the amount funded cannot exceed the lesser of (i) \$25 million or (2) \$140/FAR (cost of land).

Interest Rate: LIBOR + 1.60%

Amortization: Interest only

Pre-leasing Requirement: Closing will be subject to the preleasing of at least 50% of the rentable area of the building. Lease shall be fully executed by landlord and tenant.

Collateral: Secured by 1st deed of trust on all land and improvements, and assignment of all related leases, rents, personal property. Subordinate financing or third party guaranty obligations secured by the Property will not be permitted.

Initial Term: 36 months from close.

Extention Options: Two 12 month options for a fee of 0.2% of the then outstanding loan amount. Approval of the extention is in the absolute discretion of the Lender.

Origination Fee: Origination fee of 85 bps on the full commitment. Underwriting fee of \$200,000.

Summary of Construction Loan Terms

| | | |
|------------------------------|---------------|--------------------|
| Total Loan Amount | \$113,797,500 | 75.0% of H/S Costs |
| 30-d LIBOR | 3.00% | |
| Spread | <u>1.50%</u> | |
| Interest Rate* | 4.50% | |
| Term | 3 years | |
| Amortization | interest only | |
| Annual Debt Service | \$1,355,489 | Month (1-12) |
| Annual Debt Service | \$4,330,806 | Month (13-24) |
| Annual Debt Service | \$4,513,371 | Month (25-30) |
| Construction Loan Fee (85bp) | \$967,279 | |
| Lender U/W Fee | \$200,000 | |

* Note to account for potenial increase in LIBOR, the interest rate is adjusted by +25bps every 12 months

FINANCIAL OVERVIEW

505 9TH STREET

SCHEDULE OF CONSTRUCTION COSTS

| GBA | 362,953 | | PROJECTED | | |
|--|-----------------------------|----------|----------------------|-----------------|-----------------|
| NRA | 326,617 | | FINAL COST | \$/GBA | \$/NRA |
| Hard Construction Costs - Base Building | | | | | |
| | | | 90,738 | 0.25 | 0.28 |
| Base Building - Demo (parking lot) | | | | | |
| Base Building (Below Grade - Garage) | see schedule building desc. | | 9,037,500 | 24.90 | 27.67 |
| Base Building (Above Grade) | \$85.00 PSF GBA | | 30,851,005 | 85.00 | 94.46 |
| Gen. Contractor-Pre Const. Fees/Exp. | | | 18,148 | 0.05 | 0.06 |
| Gen. Contractor-Fee | 3.0% Base Building Exp. | | 1,196,655 | 3.30 | 3.66 |
| Testing & Inspection | | | 297,621 | 0.82 | 0.91 |
| PEPCO-Electric Service | | | 326,658 | 0.90 | 1.00 |
| Security Equipment & Wiring | | | 217,772 | 0.60 | 0.67 |
| VAV Boxes | | | 235,919 | 0.65 | 0.72 |
| Fitness Center | | | 235,919 | 0.65 | 0.72 |
| Environmental | \$2.00 per land sf | | 70,000 | 0.19 | 0.21 |
| Contingency @ | 5.0% hard costs | | 2,125,397 | 5.86 | 6.51 |
| | | Subtotal | \$44,703,333 | \$123.17 | \$136.87 |
| Land Acquisition/Delivery Costs | | | | | |
| Land Cost | | | 48,998,655 | 135.00 | 150.02 |
| Preconstruction -carry | | | 272,215 | 0.75 | 0.83 |
| Closing Costs/Transfer Taxes/Legal (3.5%) | | | 1,714,953 | 4.25 | 5.25 |
| Broker Sale Commission | | | 544,430 | 1.50 | 1.67 |
| | | Subtotal | \$51,530,252 | \$141.50 | \$157.77 |
| Tenant/Leasing Costs | | | | | |
| Tenant Allowances | | | 20,688,321 | 57.00 | 63.34 |
| Tenant Test Fit | | | 181,477 | 0.50 | 0.56 |
| Leasing Commission | | | 8,725,390 | 24.04 | 26.71 |
| Legal Fees | | | 362,953 | 1.00 | 1.11 |
| Marketing/Public Relations | | | 435,544 | 1.20 | 1.33 |
| | | Subtotal | \$30,393,684 | \$83.74 | \$93.06 |
| Soft Costs | | | | | |
| Architect | 2.5% Base Building Exp. | | 999,481 | 2.75 | 3.06 |
| MEP, Structure, Civil Eng | 1.5% Base Building Exp. | | 599,689 | 1.65 | 1.84 |
| Geotechnical | | | 21,777 | 0.06 | 0.07 |
| Consultant PEPCO Utilities | | | 25,407 | 0.07 | 0.08 |
| Consultant Environmental | | | 10,889 | 0.03 | 0.03 |
| Accounting Review/Inspection | | | 286,733 | 0.79 | 0.88 |
| Other Consultants and Reimbursables | | | 453,691 | 1.25 | 1.39 |
| | | Subtotal | \$2,397,666 | \$6.61 | \$7.34 |
| Other | | | | | |
| Zoning | | | 119,774 | 0.33 | 0.37 |
| Surveys | | | 58,072 | 0.16 | 0.18 |
| Misc. Printing | | | 65,332 | 0.18 | 0.20 |
| Permit Fees/Deposits | | | 362,953 | 1.00 | 1.11 |
| Insurance | | | 475,468 | 1.31 | 1.46 |
| RE Taxes - Construction (thru 12/07) | | | 4,472,668 | 12.32 | 13.69 |
| Development fee (2% Hard Costs) | | | 894,067 | 2.46 | 2.74 |
| Legal Fees - Construction | | | 214,142 | 0.59 | 0.66 |
| Misc professional fees | | | 141,552 | 0.39 | 0.43 |
| Audit Costs/Tax Studies | | | 286,733 | 0.79 | 0.88 |
| Contingency @ | 5.0% soft costs | | 474,421 | 1.31 | 1.45 |
| | | Subtotal | \$7,565,183 | \$20.84 | \$23.16 |
| Total Hard & Soft Costs | | | \$136,590,119 | \$376.33 | \$418.20 |
| Financing Costs | | | | | |
| Construction Loan Costs + Legal Fees | | | 1,669,961 | 4.60 | 5.11 |
| Construction Interest (thru 7/08) | | | 15,265,201 | 42.06 | 46.74 |
| | | Subtotal | \$16,935,162 | \$46.66 | \$51.85 |
| TOTAL | | | \$153,525,280 | \$422.99 | \$470.05 |



STABILIZED PROFORMA & ASSUMPTIONS***Income***

Base Rent – the rent roll table below outlines the absorption schedule for the new building, along with the rental rates, and tenant improvement allowances. Year 1 of the stabilized proforma is fiscal year 2009. Even though there are new leases executed in this first year, it is assumed that the tenant improvement allowance (over a warm lighted shell) is paid for out of the construction budget. As this is a stabilized proforma, it is assumed the building is fully leased.

RENT ROLL

| Floor | Suite | NRA | Tenant | Lease Comm | Term (yrs) | Rent | Esc. | TT's |
|-----------|-------|---------|----------------|------------|------------|---------|------------------------|---------|
| 10 | 1000 | 31,430 | Spec Tenant 1 | Jul-08 | 10 | \$45.00 | 2.50% | \$60.00 |
| 9 | 900 | 31,430 | Spec Tenant 2 | May-08 | 10 | \$45.00 | 2.50% | \$60.00 |
| 8 | 800 | 31,430 | Spec Tenant 3 | Mar-08 | 10 | \$45.00 | 2.50% | \$60.00 |
| 7 | 700 | 31,430 | Lawfirm (Lead) | Jan-08 | 15 | \$45.00 | 2.5% + \$2.00 Bump | \$60.00 |
| 6 | 600 | 31,430 | Lawfirm (Lead) | Jan-08 | 15 | \$45.00 | 2.5% + \$2.00 Bump | \$60.00 |
| 5 | 500 | 31,430 | Lawfirm (Lead) | Jan-08 | 15 | \$45.00 | 2.5% + \$2.00 Bump | \$60.00 |
| 4 | 400 | 31,430 | Lawfirm (Lead) | Jan-08 | 15 | \$45.00 | 2.5% + \$2.00 Bump | \$60.00 |
| 3 | 300 | 31,430 | Lawfirm (Lead) | Jan-08 | 15 | \$45.00 | 2.5% + \$2.00 Bump | \$60.00 |
| 2 | 200 | 31,430 | Lawfirm (Lead) | Jan-08 | 15 | \$45.00 | 2.5% + \$2.00 Bump | \$60.00 |
| Ground | 100 | 2,500 | Retail | May-08 | 5 | \$45.00 | 2.50% | \$60.00 |
| | 125 | 3,000 | Theater | Mar-08 | 20 | \$15.00 | \$5.00 psf every 5 yrs | \$35.00 |
| | 150 | 15,000 | Theater | Mar-08 | 20 | \$15.00 | \$5.00 psf every 5 yrs | \$35.00 |
| Concourse | C-25 | 10,000 | Theater | Mar-08 | 20 | \$15.00 | 0.00% | \$10.00 |
| | C-35 | 10,000 | Lawfirm (Lead) | Jan-08 | 15 | \$20.00 | 0.00% | \$10.00 |
| | C-50 | 3,250 | Storage | Jun-08 | 5 | \$20.00 | 0.00% | \$10.00 |
| | | 326,617 | | | | | | |

Reimbursements – office tenants pay building expenses on a triple net basis (all building expenses), while retail tenants pay net of taxes and insurance only. Tenants in the concourse space below grade do not pay reimbursements.

Parking Income – it is assumed that the garage will be managed by a third party operator (such as Colonial) under an operating licence agreement. The terms of this agreement will be based on market terms, which is generally 10% of adjusted gross receipts (AGR). AGR is income after expenses, with major expenses being maintenance & repair, payroll, and liability insurance. Landlord is responsible for the structural integrity of the garage. Income will be from monthly permits and daily charges. Monthly permits will be made available ranging in price from \$270 per month for a reserved space, to \$220 for a monthly unreserved space, while daily parkers will be charged \$10-\$14 per day, based on market and availability. Based on preliminary discussions with Colonial, it is expected that the garage will earn an



FINANCIAL OVERVIEW

505 9TH STREET

average of \$215 per month per space, with income in the first year approximately 75% (during stabilization).

PARKING INCOME

| <u>Space Type</u> | <u>% of Garage</u> | <u>Monthly Rate</u> |
|-------------------|--------------------|-----------------------------------|
| Reserved | 10% | \$270 |
| Monthly Permit | 70% | \$220 |
| Transient | 20% | <u>\$170</u> |
| | | \$215 |
| | | \$215 per space |
| | | 252 spaces |
| | | \$650,160 annual income |
| | | \$9.55 psf net income (95,385 sf) |

Expenses

To estimate the stabilized operating expenses for the Property, expenses for comparable buildings in the submarket were reviewed. The table below summarizes the comparable building expenses with the proforma projection for the Project.

Note: Variable expense are those expenses that are dependent on occupancy. For example, the utility expense will be less for a building that is 25% occupied, than for a building that is 100% occupied. To account for variable expense during stabilization of the Project, the following expenses are classified as variable, as noted below.

STABILIZED OPERATING EXPENSES – COMPARABLE OFFICE BUILDINGS

| | Comp1 | Comp2 | Comp3 | Project | |
|---------------------------------|----------------|----------------|----------------|----------------|----------------|
| Size (SF) | 186,347 | 448,246 | 187,624 | 326,617 | |
| Stories | 11 | 12 | 12 | 10 | |
| Yr Built | 2002 | 1990 | 2002 | 2007 | |
| % Leased | 100% | 87% | 100% | Stabilized | |
| Expense Category (\$/SF) | | | | CY 2005 | CY 2008 |
| Cleaning | \$3.47 | \$2.33 | \$1.89 | \$2.57 | \$2.72 |
| Utilities | \$2.60 | \$2.25 | \$2.33 | \$2.39 | \$2.54 |
| Management | \$1.57 | \$1.56 | \$1.34 | \$1.49 | \$1.58 |
| R&M | \$1.80 | \$3.17 | \$2.15 | \$2.37 | \$2.52 |
| Administrative | \$0.89 | \$1.43 | \$1.91 | \$1.41 | \$1.50 |
| Insurance | \$0.35 | \$0.31 | \$0.57 | \$0.41 | \$0.44 |
| Taxes | <u>\$7.45</u> | <u>\$7.44</u> | <u>\$6.74</u> | <u>\$7.21</u> | <u>\$8.21</u> |
| Total Expenses | \$18.13 | \$18.49 | \$16.93 | \$17.85 | \$19.50 |

The current stabilized operating expenses are estimated to be \$19.50 per square foot in 2008. This amount is based on average 2005 expenses for comparable buildings, grown by 2.0% per annum for three years, and continues to grow at this rate through the projection. A detailed description of the operating expense categories is provided below.



Cleaning – this includes janitorial services, which will be run through a contract to third party company. The three comparable buildings all have major law firm tenancy, so the average amount is representative of the level of services that will be required. This expense does not include additional cleaning for the retail/theater component; as such this expense is not passed through as a reimbursable expense to those tenants. It is assumed that retail/theater tenants will have separate contracts for cleaning. This is a 75% variable expense.

Utilities – this includes all utilities for the building. Some of this expense may include overtime HVAC (usage after normal building hours), and in such case, the landlord would be entitled to charge for overtime useage, in accordance with the terms negotiated in the lease. During the design of the building, and in consultation with the lead anchor tenant, it may be economically prudent to conform to some level of LEED standard, which would yield cost savings of 15%-25%. LEED standards are addressed in the Site Description section of this memorandum. This is a 50% variable expense.

Management – as indicated earlier, the property management services will be provided by contract to a third party. The management fee in the D.C. market is usually set as a percentage of Effective Gross Income. In this case, it is assumed to be 2.5%.

Repairs & Maintenance – this includes general maintenance and repair to common areas, façade, roof, and interior tenant spaces. Major line items would be electrical, elevator, plumbing, window cleaning, snow removal and HVAC. In addition, the Property Management company will have a dedicated maintenance staff (generally – 1 Chief Engineer, 2 technicians). The maintenance staff payroll expense will be allocated to this category. This is a 25% variable expense.

Administrative – this includes other costs related to the operations of the building – grounds & security, concierge, office expenses (telephone/computer), audit expenses, advertising, tenant relations functions, and other miscellaneous expenses related to the operation of the Property.

Insurance – the expense for comparable properties include property & liability coverage, with some level of terrorism risk coverage. This expense has escalated significantly in the last three years, from an average of \$0.20 per square foot to nearly \$0.40 per square foot). For this Property, the average of the three insurance expenses for comparable buildings is used to estimate the 2005 expense.

Real Estate Taxes – this expense also has increased significantly in the last three years as property assessments have increased. The taxes for all of the parcels together are currently assessed at \$29,257,750 (2006). The DC assessors office will usually set the first assessment at the amount of the development costs for the property, and then re-assess the following year (2009), based on the leasing of the property. As of 2005, the tax rate for commercial office buildings is \$1.85 per \$100 assessed value, and it is assumed these tax rates will be in effect throughout the investment period.

Upon stabilization, the taxes are based on an assessment of \$150,000,000, which equates to a tax of \$2,775,000 (\$8.49 PSF). In addition, the Property will be subject to a business improvement tax of approximately \$0.145 per square foot. The downtown business improvement district is discussed in the Area Overview section of this memorandum.

The following table provides information regarding the existing RE tax assessment, and the estimated increases as the Project stabilizes.

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FINANCIAL OVERVIEW

505 9TH STREET

PROJECTED REAL ESTATE ASSESSMENT AND TAXES

| Square | Lot | Land Area | Owner Name | Assessment 2005 | Assessment 2006 | Projected 2007 | Projected 2008 | Projected 2009 |
|------------------|-----|-----------|--------------------|---------------------|---------------------|-------------------|-------------------|-------------------|
| 406 | 815 | 4397 | KEG Associates | \$3,094,660 | \$3,616,250 | | | |
| 406 | 812 | 501 | KEG Associates | \$352,610 | \$412,000 | | | |
| 406 | 803 | 4299 | KEG Associates | \$3,025,700 | \$3,535,750 | | | |
| 406 | 800 | 11480 | KEG Associates | \$8,079,810 | \$9,441,750 | | | |
| 406 | 816 | 14897 | Jan Evans Trustees | <u>\$10,484,740</u> | <u>\$12,252,000</u> | | | |
| Total Assessment | | | | \$25,037,520 | \$29,257,750 | \$85,000,000 | \$125,000,000 | \$150,000,000 |
| Property Taxes | | | | \$1.85 per \$100 | \$463,194 | \$541,268 | \$1,572,500 | \$2,312,500 |
| B.I.D. Taxes | | | | \$0.145 per SF | <u>\$0</u> | <u>\$0</u> | <u>\$46,400</u> | <u>\$46,400</u> |
| | | | | | \$463,194 | \$541,268 | \$1,572,500 | \$2,358,900 |
| | | | | | | | \$2,358,900 | \$2,821,400 |

Capital Expenditures

Tenant Improvements and Leasing Commissions: 2008 tenant improvements and leasing commissions are summarized below in the following table. These capital costs are projected to grow at 2% per annum throughout the period (2008 = Year 1).

| TENANT IMPROVEMENTS AND LEASING COMMISSIONS | | | | |
|---|---------------|----------------|----------------|----------------|
| | Retail Bay | Theater | Office 2-7 | Office 8-10 |
| Renewal Probability | 75.0% | 75.0% | 75.0% | 75.0% |
| Tenant Improvements | | | | |
| New | \$15.00 | \$35.00 | \$45.00 | \$45.00 |
| Renew | <u>\$5.00</u> | <u>\$10.00</u> | <u>\$10.00</u> | <u>\$10.00</u> |
| Weighted avg. | \$7.50 | \$16.25 | \$18.75 | \$18.75 |
| Leasing Commissions | | | | |
| New | 5.00% | 5.00% | 5.00% | 5.00% |
| Renew | <u>3.00%</u> | <u>3.00%</u> | <u>3.00%</u> | <u>3.00%</u> |
| Weighted avg. | 3.50% | 3.50% | 3.50% | 3.50% |

Capital Reserves: Capital reserve is \$0.15 per square foot. It is escalated at 2.0% per annum throughout the projection period.



EXIT STRATEGY

After completion of the construction, and stabilization of the project, the construction loan will be paid off in one of two ways: immediate sale of the asset or refinance to a permanent loan and hold. The exit strategy used will depend on market conditions in 2008 when the project stabilizes, with the ultimate goal of maximizing returns to the equity investors. If the leasing market is soft or there is a significant delay in the stabilization of the Project, another option would be to extend the construction loan into a "mini-perm" loan of short term duration (1-2 years).

If the investment sales market remains strong as it is in 2005, where trophy buildings sell for north of \$600-\$650 per square foot (see market section for recent transactions), then the first option would have the best return. However, if market conditions dictate a longer term hold strategy, then option two (refinancing) should be considered.

Sales Assumption

Since the end of 2004, there have been three buildings that have sold for in excess of \$600 per square foot – 1900 K Street, 555 11th Street (Lincoln Square), and 1875 K Street. The capitalization rates in these transactions were all below 6.5%. Stabilized values for this Project listed below, but as a conservative estimate, utilizes a 7.5% capitalization rate. Clearly today's market would support a higher valuation, and this scenario will be explored in the following section.

| | | | |
|-------------------------|---------------|----------------------------|-------|
| Year 4 (Stabilized NOI) | \$13,035,535 | * Note: Sales Expenses are | |
| Terminal Cap Rate | 7.50% | Transfer Tax | 1.10% |
| Gross Residual Value | \$173,807,133 | Broker Fees | 0.50% |
| Less: Sales Expenses* | 1.75% | Closing/Legal Costs | 0.15% |
| Net Residual Value | \$170,765,509 | Total Sales Expenses | 1.75% |
| PSF | \$523 | | |

Refinance with Permanent Loan

Based on estimated loan terms for a 10-year term, 30 year amortization loan with an interest rate of 6.50% (5.00% index + 1.50% spread), 70% loan to value. The interest rate is above the current market of 5.45% (4.25% index 1.20% spread), however for purposes of projecting the loan in 2008, the increased index and spread is used as a conservative estimate.

Summary of Permanent Loan Terms

| | |
|-------------------------|---------------|
| LTV on Stabilized Value | 70.0% |
| Loan Amount | \$121,444,139 |
| Term | 10 |
| Index (US Treasury) | 5.00% |
| Spread | 1.50% |
| Interest Rate | 6.50% |
| Amortization | 30 |
| Monthly Payment | (\$767,610) |
| Annual Payment | (\$9,211,315) |
| Loan Constant | 7.58% |
| Perm Loan Fee (85bps) | 1,032,275 |



SENSITIVITY ANALYSIS

505 9TH STREET

BASE CASE

Three scenarios are considered in addition to the base case: construction hard costs increase by 20%; the investment sales market remains robust (as it is today) with sales capitalization rate of 6.50%; and interest rates increase where the 10-year treasury moves from its current level of 4.30% to 6.00%.

I. BASE CASE

In this scenario, the assumptions are equal to those described in the Financial Overview Section. The construction costs are estimated using current expense levels for comparable developments. The rental rates are also in-line with comparable leases that have recently been executed in the market. Although rental rates of \$45.00 NNN is on the upper end of the range with most of the major law firm leases signed in the lower \$40.00's PSF NNN or mid \$50.00's PSF full service. The capitalization rates for the exit value assumptions are generally conservative compared to today's market with approximately 100 basis point increase. The project equity IRR is leveraged.

Capitalization

| | |
|-------------------|------------|
| Equity | \$38.3 MM |
| Construction Loan | \$115.1 MM |

Construction Costs

| | |
|---------------------------|--------------------------------|
| Hard Costs | \$44.7 MM |
| Land Acquisition/Delivery | \$51.3 MM |
| Soft Costs | \$40.4 MM |
| Financing Costs | <u>\$16.9 MM</u> |
| Total / PSF | \$153.4 MM / \$423 PSF (gross) |

Rental Rates

| | |
|---------|-----------------------------------|
| Office | \$45.00 PSF NNN |
| Retail | \$45.00 PSF NN (taxes, insurance) |
| Theater | \$10.00 PSF |

| | |
|---------------------------------|--------------|
| Stabilized NOI (FY 2009) | \$13,035,535 |
|---------------------------------|--------------|

Sell upon stabilization

| | |
|--------------------------|-----------------------------------|
| Year 4 Exit Cap Rate | 7.50% |
| Net Residual Value / PSF | \$170.8 MM / \$523 PSF (rentable) |

| | |
|--------------------|-------|
| Project Equity IRR | 20.6% |
|--------------------|-------|

Refinance & Hold

| | |
|--------------------------|--------------------------------------|
| Permanent Loan terms | 70% LTV, 10 /30, 6.50% interest rate |
| Permanent Loan Amount | \$121.4 MM |
| Year 10 Exit Cap Rate | 8.0% |
| Net Residual Value / PSF | \$191.9 MM / \$587 PSF |

| | |
|--------------------|-------|
| Project Equity IRR | 25.0% |
|--------------------|-------|

SENSITIVITY ANALYSIS

BASE CASE

505 9th STREET

| Fiscal Year | Construction Period | | | Stabilized Period | | | | | | | |
|----------------------------------|---------------------|--------------|--------------|-------------------|------------|------------|------------|------------|------------|------------|------------|
| | 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 | 11 |
| Begin | Jul-05 | Jul-06 | Jul-07 | Jul-08 | Jul-09 | Jul-10 | Jul-11 | Jul-12 | Jul-13 | Jul-14 | Jul-15 |
| End | Jun-06 | Jun-07 | Jun-08 | Jun-09 | Jun-10 | Jun-11 | Jun-12 | Jun-13 | Jun-14 | Jun-15 | Jun-15 |
| Construction CF (After Debt Svc) | (82,228,260) | (36,129,415) | (35,167,605) | - | - | 13,580,427 | 13,862,020 | 14,349,179 | 15,016,317 | 15,318,127 | 15,623,693 |
| Stabilized CF (Unleveraged) | - | - | (35,167,605) | 13,035,535 | 13,305,026 | 13,580,427 | 13,862,020 | 14,349,179 | 15,016,317 | 15,318,127 | 15,623,693 |

OPTION 1 - SELL UPON STABILIZATION

Assumptions

| | |
|-------------------------|---------------|
| Year 4 (Stabilized NOI) | \$13,035,535 |
| Terminal Cap Rate | 7.50% |
| Gross Residual Value | \$173,807,133 |
| Less: Sales Expenses* | 1.75% |
| Net Residual Value | \$170,765,509 |
| PSF | \$523 |

* Note: Sales Expenses are
Transfer Tax
Broker Fees
Closing/Legal Costs
Total Sales Expenses

1.10%
0.50%
0.15%
1.75%

Project Equity Returns

| Year | 1 | 2 | 3 |
|--------------------------|--------------|---------------|------------|
| Equity Investment | (37,932,500) | - | - |
| New Loan Proceeds | - | - | - |
| Construction Loan Payoff | - | (115,592,780) | - |
| Sale Proceeds | (37,932,500) | - | 55,172,728 |

IRR 20.6%

OPTION 2 - REFINANCE & HOLD THRU YEAR 10

Assumptions

| | |
|------------------------------------|---------------|
| (Stabilized NOI - For Loan Sizing) | \$13,035,535 |
| Terminal Cap Rate | 7.50% |
| Gross Residual Value | \$173,807,133 |
| LTV on Stabilized Value | 70.0% |
| Loan Amount | \$121,444,139 |
| Term | 10 |
| Index (US Treasury) | 5.00% |
| Spread | 1.50% |
| Interest Rate | 6.50% |
| Amortization | 30 |
| Monthly Payment | (767,610) |
| Annual Payment | (9,211,315) |
| Loan Constant | 7.58% |
| Perm Loan Fee (\$5bps) | \$1,032,275 |

Project Equity Returns

| Year | 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 |
|----------------------------------|--------------|---|---------------|-------------|-------------|-------------|-------------|-------------|-------------|---------------|
| Operating Cash Flows Before Debt | - | - | - | 13,035,535 | 13,305,026 | 13,580,427 | 13,862,020 | 14,349,179 | 15,016,317 | 15,318,127 |
| Debt Service | - | - | - | (9,211,315) | (9,211,315) | (9,211,315) | (9,211,315) | (9,211,315) | (9,211,315) | (9,211,315) |
| Equity Investment | (37,932,500) | - | - | - | - | - | - | - | - | - |
| New Loan Net Proceeds | - | - | 120,411,863 | - | - | - | - | - | - | - |
| Construction Loan Payoff | - | - | (115,592,780) | - | - | - | - | - | - | - |
| Sale Proceeds | (37,932,500) | - | - | 3,824,220 | 4,093,711 | 4,369,112 | 4,650,705 | 5,137,864 | 5,805,002 | \$191,878,480 |
| | | | | | | | | | | 197,985,292 |

IRR 25.0%

% OF IRR FROM

| | |
|-----------|-----|
| Cash Flow | 24% |
| Refinance | 8% |
| Residual | 68% |

* Note: Sales Expenses are
Transfer Tax
Broker Fees
Closing/Legal Costs
Total Sales Expenses





| 505 9th STREET | | | | | | | | | | | | |
|----------------------------------|---------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|
| Stabilized Proforma - BASE CASE | | | | | | | | | | | | |
| Rentable Square Footage: 326,617 | | 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 | 11 |
| PSF | | Jun-09 | Jun-10 | Jun-11 | Jun-12 | Jun-13 | Jun-14 | Jun-15 | Jun-16 | Jun-17 | Jun-18 | Jun-19 |
| INCOME | | | | | | | | | | | | |
| Base Rent | \$41.68 | \$13,614,766 | \$13,896,151 | \$14,183,721 | \$14,477,603 | \$14,711,939 | \$14,973,876 | \$15,285,602 | \$15,604,738 | \$15,930,931 | \$16,311,810 | \$16,895,690 |
| Absorption & Turnover Vacancy | 0.00 | - | - | - | - | (27,200) | (17,147) | - | - | - | (615,136) | (354,593) |
| Recoveries | 17.11 | 5,587,872 | 5,699,825 | 5,814,007 | 5,930,638 | 6,049,532 | 6,179,083 | 6,307,107 | 6,433,124 | 6,562,233 | 6,644,102 | 6,660,142 |
| Parking | 2.07 | 675,960 | 689,479 | 703,269 | 717,334 | 731,681 | 746,314 | 761,241 | 776,466 | 791,995 | 807,835 | 823,991 |
| General Vacancy | (1.83) | (596,338) | (608,564) | (621,030) | (633,767) | (645,845) | (658,046) | (669,834) | (705,645) | (719,860) | (1,101,913) | (390,945) |
| Effective Gross Income | \$59.04 | \$19,282,240 | \$19,676,891 | \$20,079,967 | \$20,491,808 | \$20,840,107 | \$21,221,080 | \$21,662,116 | \$22,108,683 | \$22,568,299 | \$22,807,698 | \$23,634,285 |
| OPERATING EXPENSES | | | | | | | | | | | | |
| Cleaning | \$2.57 | \$840,974 | \$857,794 | \$874,950 | \$892,449 | \$909,378 | \$928,034 | \$947,074 | \$966,015 | \$985,335 | \$979,500 | \$1,010,562 |
| Utilities | 2.45 | 800,083 | 816,085 | 832,407 | 849,055 | 865,463 | 883,065 | 901,024 | 919,044 | 937,425 | 940,273 | 966,220 |
| Maint & Repair | 2.48 | 808,429 | 824,598 | 841,090 | 857,912 | 874,786 | 892,426 | 910,423 | 928,631 | 947,204 | 958,260 | 980,968 |
| Management | 1.48 | 482,056 | 491,922 | 501,999 | 512,295 | 527,878 | 548,206 | 559,232 | 570,396 | 581,887 | 586,890 | 602,643 |
| RE Taxes | 8.21 | 2,681,526 | 2,735,156 | 2,789,859 | 2,845,656 | 2,902,570 | 2,960,621 | 3,019,833 | 3,080,230 | 3,141,835 | 3,204,671 | 3,268,765 |
| Insurance | 0.44 | 143,711 | 146,586 | 149,517 | 152,508 | 155,558 | 158,669 | 161,842 | 165,079 | 168,381 | 171,749 | 175,183 |
| Admin | 1.50 | 489,926 | 499,724 | 509,718 | 519,913 | 530,311 | 540,917 | 551,736 | 562,770 | 574,026 | 585,506 | 597,216 |
| Total Expenses | \$19.13 | \$6,246,705 | \$6,371,865 | \$6,499,540 | \$6,629,788 | \$6,765,944 | \$6,911,938 | \$7,051,164 | \$7,192,165 | \$7,336,093 | \$7,426,849 | \$7,601,557 |
| NET OPERATING INCOME | \$39.91 | \$13,035,535 | \$13,305,026 | \$13,580,427 | \$13,862,020 | \$14,074,163 | \$14,309,142 | \$14,610,952 | \$14,916,518 | \$15,232,206 | \$15,380,849 | \$16,032,728 |
| CAPITAL EXPENDITURES | | | | | | | | | | | | |
| Tenant Improvements | \$0.00 | - | - | - | - | - | 28,982 | - | - | - | 768,919 | 1,617,572 |
| Leasing Commissions | 0.00 | - | - | - | - | - | 27,696 | - | - | - | 714,249 | 1,503,460 |
| Capex Reserve | 0.15 | 48,993 | 50,462 | 51,976 | 53,535 | 55,142 | 56,796 | 58,500 | 60,255 | 62,062 | 63,924 | 65,842 |
| Total Capital Costs | \$0.15 | \$48,993 | \$50,462 | \$51,976 | \$53,535 | \$55,142 | \$56,796 | \$58,500 | \$60,255 | \$62,062 | \$63,924 | \$65,842 |
| CASH FLOW BEFORE DEBT SERVICE | \$39.76 | \$12,986,542 | \$13,254,564 | \$13,528,451 | \$13,808,485 | \$14,019,021 | \$14,195,668 | \$14,552,452 | \$14,856,263 | \$15,170,144 | \$13,833,757 | \$12,845,854 |

SENSITIVITY ANALYSIS

505 9TH STREET

CONSTRUCTION COSTS INCREASE

II. CONSTRUCTION HARD COSTS INCREASE BY 20%

In this scenario, the construction hard costs are increased by 20% over the Base Case Scenario. As result, the total cost of the development increases from \$153.5 MM (\$423 PSF) to \$165.2 MM (\$455 PSF). Both the construction loan and the equity required increases to cover the increase in construction costs. While the stabilized NOI does not change, and the exit value assumption in Year 4 remains the same, the outstanding balance on the construction loan is significantly greater. Under the immediate sale option, the IRR drops from 20% to 7%. Under the refinance and hold option, the permanent loan has to be increased from 70% to 75% LTV to cover the larger balance of the construction loan. To account for the higher leverage, the interest rate spread was increased from 150 to 175 basis points over the comparable term treasury. The impact to the IRR under the refinance and hold scenario declines to 23% from 25% in the Base Case scenario. The decline is not as pronounced in the refinance and hold option because approximately 20% of the IRR is coming from seven years of stabilized cash flow.

Capitalization

| | |
|-------------------|------------|
| Equity | \$41.3 MM |
| Construction Loan | \$123.9 MM |

Construction Costs

| | |
|-----------------|--------------------------------|
| Hard Costs | \$54.2 MM |
| Land Costs | \$51.5 MM |
| Soft Costs | \$40.9 MM |
| Financing Costs | <u>\$18.6 MM</u> |
| Total / PSF | \$165.2 MM / \$455 PSF (gross) |

Rental Rates

| | |
|---------|-----------------------------------|
| Office | \$45.00 PSF NNN |
| Retail | \$45.00 PSF NN (taxes, insurance) |
| Theater | \$10.00 PSF |

| | |
|---------------------------------|--------------|
| Stabilized NOI (FY 2009) | \$13,035,535 |
|---------------------------------|--------------|

Sell upon stabilization

| | |
|--------------------------|-----------------------------------|
| Year 4 Exit Cap Rate | 7.50% |
| Net Residual Value / PSF | \$170.8 MM / \$523 PSF (rentable) |

| | |
|--------------------|------|
| Project Equity IRR | 7.1% |
|--------------------|------|

Refinance & Hold

| | |
|--------------------------|--------------------------------------|
| Permanent Loan terms | 75% LTV, 10 /30, 6.50% interest rate |
| Permanent Loan Amount | \$130.1 MM |
| Year 10 Exit Cap Rate | 8.0% |
| Net Residual Value / PSF | \$191.8 MM / \$587 PSF |

| | |
|--------------------|-------|
| Project Equity IRR | 23.4% |
|--------------------|-------|



*SENSITIVITY ANALYSIS**CONSTRUCTION HARD COSTS INCREASE BY 20%*

| Sources | Amount | PSF GBA | Uses | Amount | PSF GBA |
|--------------------|-------------------|---------------|-----------------------|------------------|-------------|
| Construction Loan | 123,909,134 | 341.39 | Land | 51,530,252 | 141.98 |
| Equity (Developer) | 4,130,304 | 11.38 | Hard Costs | 51,093,523 | 140.77 |
| Equity (Partner) | <u>37,172,740</u> | <u>102.42</u> | Soft Costs | 9,997,277 | 27.54 |
| | | | Tenant Improvements | 21,668,294 | 59.70 |
| | | | Leasing Commissions | 8,725,390 | 24.04 |
| | | | Construction Interest | 16,967,046 | 46.75 |
| | | | Hard Cost Contingency | 3,060,571 | 8.43 |
| | | | Soft Cost Contingency | 499,864 | 1.38 |
| | | | Financing Costs | <u>1,669,961</u> | <u>4.60</u> |
| Total Sources | \$165,212,179 | \$455.19 | Total Uses | \$165,212,179 | \$455.19 |



SCHEDULE OF CONSTRUCTION COSTS

SENSITIVITY ANALYSIS - HARD COSTS INCREASE 20%

| GBA | 362,953 | | PROJECTED | | |
|--|-----------------------------|----------|----------------------|-----------------|-----------------|
| NRA | 326,617 | | FINAL COST | \$/GBA | \$/NRA |
| Hard Construction Costs - Base Building | | | | | |
| Base Building - Demo (parking lot) | | | 108,886 | 0.30 | 0.33 |
| Base Building (Below Grade - Garage) | see schedule building desc. | | 10,845,000 | 29.88 | 33.20 |
| Base Building (Above Grade) | \$85.00 PSF GBA | | 37,021,206 | 102.00 | 113.35 |
| Gen. Contractor-Pre Const. Fees/Exp. | | | 21,777 | 0.06 | 0.07 |
| Gen. Contractor-Fee | 3.0% Base Building Exp. | | 1,435,986 | 3.96 | 4.40 |
| Testing & Inspection | | | 357,146 | 0.98 | 1.09 |
| PEPCO-Electric Service | | | 391,989 | 1.08 | 1.20 |
| Security Equipment & Wiring | | | 261,326 | 0.72 | 0.80 |
| VAV Boxes | | | 283,103 | 0.78 | 0.87 |
| Fitness Center | | | 283,103 | 0.78 | 0.87 |
| Environmental | \$2.00 per land sf | | 84,000 | 0.23 | 0.26 |
| Contingency @ | 5.0% hard costs | | 3,060,571 | 7.03 | 9.37 |
| | | Subtotal | \$54,154,094 | \$147.80 | \$165.80 |
| Land Acquisition/Delivery Costs | | | | | |
| Land Cost | | | 48,998,655 | 135.00 | 150.02 |
| Preconstruction -carry | | | 272,215 | 0.75 | 0.83 |
| Closing Costs/Transfer Taxes/Legal (3.5%) | | | 1,714,953 | 4.25 | 5.25 |
| Broker Sale Commission | | | 544,430 | 1.50 | 1.67 |
| | | Subtotal | \$51,530,252 | \$141.50 | \$157.77 |
| Tenant/Leasing Costs | | | | | |
| Tenant Allowances | | | 20,688,321 | 57.00 | 63.34 |
| Tenant Test Fit | | | 181,477 | 0.50 | 0.56 |
| Leasing Commission | | | 8,725,390 | 24.04 | 26.71 |
| Legal Fees | | | 362,953 | 1.00 | 1.11 |
| Marketing/Public Relations | | | 435,544 | 1.20 | 1.33 |
| | | Subtotal | \$30,393,684 | \$83.74 | \$93.06 |
| Soft Costs | | | | | |
| Architect | 2.5% Base Building Exp. | | 1,199,377 | 3.30 | 3.67 |
| MEP, Strucutre, Civil Eng | 1.5% Base Building Exp. | | 719,626 | 1.98 | 2.20 |
| Geotechnical | | | 21,777 | 0.06 | 0.07 |
| Consultant PEPCO Utilities | | | 25,407 | 0.07 | 0.08 |
| Consultant Environmental | | | 10,889 | 0.03 | 0.03 |
| Accounting Review/Inspection | | | 286,733 | 0.79 | 0.88 |
| Other Consultants and Reimbursables | | | 453,691 | 1.25 | 1.39 |
| | | Subtotal | \$2,717,500 | \$7.49 | \$8.32 |
| Other | | | | | |
| Zoning | | | 119,774 | 0.33 | 0.37 |
| Surveys | | | 58,072 | 0.16 | 0.18 |
| Misc. Printing | | | 65,332 | 0.18 | 0.20 |
| Permit Fees/Deposits | | | 362,953 | 1.00 | 1.11 |
| Insurance | | | 475,468 | 1.31 | 1.46 |
| RE Taxes - Construction (thru 12/07) | | | 4,472,668 | 12.32 | 13.69 |
| Development fee (2% Hard Costs) | | | 1,083,082 | 2.98 | 3.32 |
| Legal Fees - Construction | | | 214,142 | 0.59 | 0.66 |
| Misc professional fees | | | 141,552 | 0.39 | 0.43 |
| Audit Costs/Tax Studies | | | 286,733 | 0.79 | 0.88 |
| Contingency @ | 5.0% soft costs | | 499,864 | 1.38 | 1.53 |
| | | Subtotal | \$7,779,641 | \$21.43 | \$23.82 |
| Total Hard & Soft Costs | | | \$146,575,172 | \$403.84 | \$448.77 |
| Financing Costs | | | | | |
| Construction Loan Costs + Legal Fees | | | 1,669,961 | 4.60 | 5.11 |
| Construction Interest (thru 7/08) | | | 16,967,046 | 46.75 | 51.95 |
| | | Subtotal | \$18,637,007 | \$51.35 | \$57.06 |
| TOTAL | | | \$165,212,179 | \$455.19 | \$505.83 |



SENSITIVITY ANALYSIS

CONSTRUCTION HARD COSTS INCREASE BY 20%

| Fiscal Year | Construction Period | | Stabilized Period | | | | | | | | | |
|----------------------------------|---------------------|--------------|-------------------|------------|------------|------------|------------|------------|------------|------------|------------|--|
| | 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 | 11 | |
| Begin | Jul-05 | Jul-06 | Jul-07 | Jul-08 | Jul-09 | Jul-10 | Jul-11 | Jul-12 | Jul-13 | Jul-14 | Jul-14 | |
| End | Jun-06 | Jun-07 | Jun-08 | Jun-09 | Jun-10 | Jun-11 | Jun-12 | Jun-13 | Jun-14 | Jun-15 | Jun-15 | |
| Construction CF (After Debt Svc) | (87,027,680) | (41,578,491) | (36,606,008) | | | | | | | | | |
| Stabilized CF (Unleveraged) | (87,027,680) | (41,578,491) | (36,606,008) | 13,035,535 | 13,305,026 | 13,580,427 | 13,862,020 | 14,349,179 | 15,016,317 | 15,318,127 | 15,623,693 | |
| | | | | 13,035,535 | 13,305,026 | 13,580,427 | 13,862,020 | 14,349,179 | 15,016,317 | 15,318,127 | 15,623,693 | |

OPTION 1 - SELL UPON STABILIZATION

Assumptions

| | |
|-------------------------|---------------|
| Year 4 (Stabilized NOI) | \$13,035,535 |
| Terminal Cap Rate | 7.50% |
| Gross Residual Value | \$173,807,133 |
| Less: Sales Expenses* | 1.75% |
| Net Residual Value | \$170,765,509 |
| PSF | \$523 |

* Note: Sales Expenses are
Transfer Tax
Broker Fees
Closing/Legal Costs
Total Sales Expenses

1.10%
0.50%
0.15%
1.75%

Project Equity Returns

| Year | 1 | 2 | 3 |
|--------------------------|--------------|---------------|-------------|
| Equity Investment | (37,932,500) | - | - |
| New Loan Proceeds | - | - | - |
| Construction Loan Payoff | - | (127,279,679) | - |
| Sale Proceeds | - | - | 170,765,509 |
| | (37,932,500) | - | 43,485,829 |

IRR 7.1%

% OF IRR FROM RESIDUAL 100%

OPTION 2 - REFINANCE & HOLD THRU YEAR 10

Assumptions

| | |
|------------------------------------|---------------|
| (Stabilized NOI - For loan Sizing) | \$13,035,535 |
| Terminal Cap Rate | 7.50% |
| Gross Residual Value | \$173,807,133 |
| LTV on Stabilized Value | 75.0% |
| Loan Amount | \$130,118,720 |
| Term | 10 |

| | |
|-----------------------|--------------|
| Index (US Treasury) | 5.00% |
| Spread | 1.75% |
| Interest Rate | 6.75% |
| Amortization | 30 |
| Monthly Payment | (843,948) |
| Annual Payment | (10,127,370) |
| Loan Constant | 7.78% |
| Perm Loan Fee (85bps) | \$1,106,009 |

Year 11 (Stabilized NOI)
Terminal Cap Rate
Gross Residual Value
Less: Sales Expenses*
Net Residual Value
PSF

* Note: Sales Expenses are
Transfer Tax
Broker Fees
Closing/Legal Costs
Total Sales Expenses

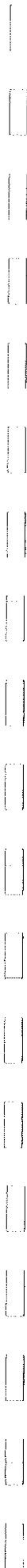
\$15,623,693
8.00%
\$195,296,163
1.75%
\$191,878,480
\$587

Project Equity Returns

| Year | 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 |
|----------------------------------|--------------|---|---|--------------|--------------|--------------|--------------|--------------|--------------|---------------|
| Operating Cash Flows Before Debt | - | - | - | 13,035,535 | 13,305,026 | 13,580,427 | 13,862,020 | 14,349,179 | 15,016,317 | 15,318,127 |
| Debt Service | - | - | - | (10,127,370) | (10,127,370) | (10,127,370) | (10,127,370) | (10,127,370) | (10,127,370) | (10,127,370) |
| Equity Investment | (37,932,500) | - | - | - | - | - | - | - | - | - |
| New Loan Net Proceeds | - | - | - | - | - | - | - | - | - | - |
| Construction Loan Payoff | - | - | - | - | - | - | - | - | - | - |
| Sale Proceeds | - | - | - | - | - | - | - | - | - | - |
| | (37,932,500) | - | - | 2,908,165 | 3,177,656 | 3,453,057 | 3,734,650 | 4,221,809 | 4,888,947 | \$191,878,480 |
| | | | | | | | | | | 197,069,236 |

IRR 23.4%

% OF IRR FROM
Cash Flow 21%
Refinance 3%
Residual 76%



INTEREST RATES INCREASE

III. INTEREST RATES INCREASE

In this scenario interest rates rise, which increases the cost of borrowing – both for the construction loan and for the permanent loan. Also, as a related effect to a rise in interest rates, capitalization rates will likely increase as well as capital seeks higher returns in alternative investment classes (such as bonds). This scenario includes a 100 basis point increase in LIBOR (from 3.0% to 4.0%), along with a 100 basis point increase in the 10 year treasury (from 5.00% to 6.00%). The exit capitalization rates were also revised upwards – the year 4 exit cap rate increased from 7.5% to 8.0%, which in turn lowered the stabilized value, and subsequently lowered the permanent loan amount (based on a 70% LTV, unchanged from the Base Case). The increase in the construction loan balance, due solely to increase in interest costs, combined with a reduced permanent loan, due to higher cap rate valuations, caused the construction loan balance to exceed the size of the permanent loan. A loan re-sizing would be required, however for the purposes of isolating the impact of the increase in interest rates, it was left alone. The result to the IRRs is predictable: the immediate sale option declined significantly to 6.2%, while the refinance and hold option declined to approximately 21%.

Capitalization

| | |
|-------------------|------------|
| Equity | \$38.8 MM |
| Construction Loan | \$116.3 MM |

Construction Costs

| | |
|-----------------|--------------------------------|
| Hard Costs | \$44.7 MM |
| Land | \$51.5 MM |
| Soft Costs | \$40.4 MM |
| Financing Costs | <u>\$18.5 MM</u> |
| Total / PSF | \$155.1 MM / \$427 PSF (gross) |

Rental Rates

| | |
|---------|-----------------------------------|
| Office | \$45.00 PSF NNN |
| Retail | \$45.00 PSF NN (taxes, insurance) |
| Theater | \$10.00 PSF |

| | |
|---------------------------------|--------------|
| Stabilized NOI (FY 2009) | \$13,035,535 |
|---------------------------------|--------------|

Sell upon stabilization

| | |
|--------------------------|-----------------------------------|
| Year 4 Exit Cap Rate | 8.00% |
| Net Residual Value / PSF | \$160.1 MM / \$490 PSF (rentable) |

| | |
|--------------------|------|
| Project Equity IRR | 6.2% |
|--------------------|------|

Refinance & Hold

| | |
|--------------------------|-------------------------------------|
| Permanent Loan terms | 70% LTV, 10/30, 7.50% interest rate |
| Permanent Loan Amount | \$113.8 MM |
| Year 10 Exit Cap Rate | 9.0% |
| Net Residual Value / PSF | \$170.6 MM / \$522 PSF |

| | |
|--------------------|-------|
| Project Equity IRR | 20.9% |
|--------------------|-------|

1

2

3

4

5

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SENSITIVITY ANALYSIS

505 9TH STREET

INTEREST RATES INCREASE

Summary of Construction Loan Terms

| | | |
|------------------------------|---------------|--------------------|
| Total Loan Amount | \$116,250,000 | 75.0% of H/S Costs |
| 30-d LIBOR | 4.00% | |
| Spread | <u>1.50%</u> | |
| Interest Rate* | 5.50% | |
| Term | 3 years | |
| Amortization | interest only | |
| Annual Debt Service | \$1,611,746 | Month (1-12) |
| Annual Debt Service | \$4,838,759 | Month (13-24) |
| Annual Debt Service | \$4,896,210 | Month (25-30) |
| Construction Loan Fee (85bp) | \$988,125 | |
| Lender U/W Fee | \$200,000 | |

* Note to account for potential increase in LIBOR, the interest rate is adjusted by +25bps every 12 months

Summary of Permanent Loan Terms

| | |
|-------------------------|---------------|
| LTV on Stabilized Value | 70.0% |
| Loan Amount | \$113,853,880 |
| Term | 10 years |
| Index (US Treasury) | 6.00% |
| Spread | 1.50% |
| Interest Rate | 7.50% |
| Amortization | 30 |
| Monthly Payment | (\$796,083) |
| Annual Payment | (\$9,552,994) |
| Loan Constant | 8.39% |
| Perm Loan Fee (85bps) | 967,758 |

*SENSITIVITY ANALYSIS**INTEREST RATES INCREASE*

| Sources | Amount | PSF GBA | Uses | Amount | PSF GBA |
|--------------------|-------------------|--------------|-----------------------|------------------|-------------|
| Construction Loan | 116,330,816 | 320.51 | Land | 51,530,252 | 141.98 |
| Equity (Developer) | 3,877,694 | 10.68 | Hard Costs | 42,577,936 | 117.31 |
| Equity (Partner) | <u>34,899,245</u> | <u>96.15</u> | Soft Costs | 9,488,428 | 26.14 |
| | | | Tenant Improvements | 21,668,294 | 59.70 |
| | | | Leasing Commissions | 8,725,390 | 24.04 |
| | | | Construction Interest | 16,847,676 | 46.42 |
| | | | Hard Cost Contingency | 2,125,397 | 5.86 |
| | | | Soft Cost Contingency | 474,421 | 1.31 |
| | | | Financing Costs | <u>1,669,961</u> | <u>4.60</u> |
| Total Sources | \$155,107,755 | \$427.35 | Total Uses | \$155,107,755 | \$427.35 |



**SENSITIVITY ANALYSIS
INTEREST RATES INCREASE**

| Fiscal Year Begin End | Construction Period | | Stabilized Period | | | | | | | | |
|----------------------------------|---------------------|------------------|-------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|
| | 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 | 11 |
| | Jul-05 Jun-06 | Jul-06 Jun-07 | Jul-07 Jun-08 | Jul-08 Jun-09 | Jul-09 Jun-10 | Jul-10 Jun-11 | Jul-11 Jun-12 | Jul-12 Jun-13 | Jul-13 Jun-14 | Jul-14 Jun-15 | Jul-14 Jun-15 |
| Construction CF (After Debt Svc) | (82,484,518) | (36,637,369) | (35,983,869) | - | 13,305,026 | 13,580,427 | 13,862,020 | 14,349,179 | 15,016,317 | 15,318,127 | 15,623,693 |
| Stabilized CF (Unleveraged) | (82,484,518) | (36,637,369) | (35,983,869) | 13,035,535 | 13,305,026 | 13,580,427 | 13,862,020 | 14,349,179 | 15,016,317 | 15,318,127 | 15,623,693 |

OPTION 1 - SELL UPON STABILIZATION

Assumptions

| | | |
|-------------------------|---------------|--|
| Year 4 (Stabilized NOI) | \$13,035,535 | * Note: Sales Expenses are Transfer Tax Broker Fees Closing/Legal Costs Total Sales Expenses |
| Terminal Cap Rate | 8.00% | |
| Gross Residual Value | \$162,944,188 | |
| Less: Sales Expenses* | 1.75% | |
| Net Residual Value | \$160,092,664 | |
| PSF | \$490 | |

Project Equity Returns

| Year | 1 | 2 | 3 |
|--------------------------|--------------|---------------|-------------|
| Equity Investment | (38,750,000) | - | - |
| New Loan Proceeds | - | - | - |
| Construction Loan Payoff | - | (116,357,755) | - |
| Sale Proceeds | - | - | 160,092,664 |
| | (38,750,000) | - | 43,734,909 |

IRR 6.2%

% OF IRR FROM RESIDUAL

100%

OPTION 2 - REFINANCE & HOLD THRU YEAR 10

Assumptions

| | | | |
|------------------------------------|---------------|------------------------|-------------|
| (Stabilized NOI - For loan Sizing) | \$13,035,535 | Index (US Treasury) | 6.00% |
| Terminal Cap Rate | 8.00% | Spread | 1.50% |
| Gross Residual Value | \$162,944,188 | Interest Rate | 7.50% |
| LTV on Stabilized Value | 70.0% | Amortization | 30 |
| Loan Amount | \$113,853,880 | Monthly Payment | (796,083) |
| Term | 10 | Annual Payment | (9,552,994) |
| | | Loan Constant | 8.39% |
| | | Perm Loan Fee (\$5bps) | \$967,758 |

Project Equity Returns

| Year | 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 |
|----------------------------------|--------------|---|-------------|-------------|-------------|-------------|-------------|-------------|-------------|---------------|
| Operating Cash Flows Before Debt | - | - | - | 13,035,535 | 13,305,026 | 13,580,427 | 13,862,020 | 14,349,179 | 15,016,317 | 15,318,127 |
| Debt Service | - | - | - | (9,552,994) | (9,552,994) | (9,552,994) | (9,552,994) | (9,552,994) | (9,552,994) | (9,552,994) |
| Equity Investment | (38,750,000) | - | - | - | - | - | - | - | - | - |
| New Loan Net Proceeds | - | - | - | - | - | - | - | - | - | - |
| Construction Loan Payoff | - | - | - | - | - | - | - | - | - | - |
| Sale Proceeds | - | - | - | - | - | - | - | - | - | - |
| | (38,750,000) | - | (3,471,633) | 3,482,541 | 3,752,032 | 4,027,433 | 4,309,026 | 4,796,185 | 5,463,323 | \$170,558,649 |
| | | | | | | | | | | 176,323,781 |

IRR 20.9%

% OF IRR FROM

| | |
|-----------|-----|
| Cash Flow | 26% |
| Refinance | -6% |
| Residual | 80% |

1. The first step in the process of creating a new product is to identify a market need.

2. The second step is to develop a prototype of the product.

3. The third step is to conduct market research to determine if there is a demand for the product.

4. The fourth step is to create a business plan for the product.

5. The fifth step is to secure funding for the product.

6. The sixth step is to manufacture the product.

7. The seventh step is to distribute the product.

8. The eighth step is to promote the product.

9. The ninth step is to monitor the product's performance.

10. The tenth step is to make improvements to the product.

11. The eleventh step is to expand the product's reach.

12. The twelfth step is to maintain the product.

13. The thirteenth step is to evaluate the product's success.

14. The fourteenth step is to plan for the future.

15. The fifteenth step is to implement the plan.

16. The sixteenth step is to monitor the plan's progress.

17. The seventeenth step is to make adjustments to the plan.

18. The eighteenth step is to evaluate the plan's effectiveness.

19. The nineteenth step is to plan for the future.

20. The twentieth step is to implement the plan.

IV. SALES MARKET REMAINS STRONG

In this scenario, the demand for institutional grade real estate remains strong, which is not an unreasonable assumption. Within the capital markets, some hold the belief that there has been a fundamental change in the way that investors view real estate. Today, especially in primary markets such as Washinton, D.C., real estate is viewed as a separate asset class, and has received increased allocations by portfolio managers to serve as a hedge against stocks and bonds. Within downtown Washington, D.C. capitalization rates, are consistently below 7.00% for the past twelve months for well located Class A properties. In this scenario, it is assumed that capitalization rates and values remain unchanged from current levels. Year 4 cap rate is assumed to be 6.5%, which results in a building value of \$625 per square foot – not unreasonable given comparable sales. The Year 10 cap rate is assumed to be 7.0%, 50 basis points lower than the Base Case. This results in a residual value in 2018 of only \$627 per square foot. The residual represents 50% of the IRR, which is reasonable by today's standards. The stabilized values in this scenario push the IRR to exceptional levels.

Capitalization

| | |
|-------------------|------------|
| Equity | \$37.9 MM |
| Construction Loan | \$113.8 MM |

Construction Costs

| | |
|-----------------|--------------------------------|
| Hard Costs | \$44.7 MM |
| Land | \$51.5 MM |
| Soft Costs | \$40.4 MM |
| Financing Costs | <u>\$15.1 MM</u> |
| Total / PSF | \$151.7 MM / \$418 PSF (gross) |

Rental Rates

| | |
|---------|-----------------------------------|
| Office | \$45.00 PSF NNN |
| Retail | \$45.00 PSF NN (taxes, insurance) |
| Theater | \$10.00 PSF |

| | |
|---------------------------------|---------------------|
| Stabilized NOI (FY 2009) | \$13,035,535 |
|---------------------------------|---------------------|

Sell upon stabilization

| | |
|--------------------------|-----------------------------------|
| Year 4 Exit Cap Rate | 6.50% |
| Net Residual Value / PSF | \$197.0 MM / \$603 PSF (rentable) |

| | |
|--------------------|-------|
| Project Equity IRR | 48.1% |
|--------------------|-------|

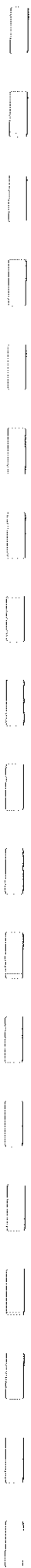
Refinance & Hold

| | |
|--------------------------|-------------------------------------|
| Permanent Loan terms | 70% LTV, 10/30, 7.00% interest rate |
| Permanent Loan Amount | \$140.1 MM |
| Year 10 Exit Cap Rate | 7.5% |
| Net Residual Value / PSF | \$204.7 MM / \$627 PSF |

| | |
|--------------------|-------|
| Project Equity IRR | 30.2% |
|--------------------|-------|

*SENSITIVITY ANALYSIS**SALES MARKET REMAINS STRONG*

| Sources | Amount | PSF GBA | Uses | Amount | PSF GBA |
|--------------------|-------------------|--------------|-----------------------|------------------|-------------|
| Construction Loan | 113,800,757 | 313.54 | Land | 51,530,252 | 141.98 |
| Equity (Developer) | 3,793,359 | 10.45 | Hard Costs | 42,577,936 | 117.31 |
| Equity (Partner) | <u>34,140,227</u> | <u>94.06</u> | Soft Costs | 9,488,428 | 26.14 |
| | | | Tenant Improvements | 21,668,294 | 59.70 |
| | | | Leasing Commissions | 8,725,390 | 24.04 |
| | | | Construction Interest | 13,474,263 | 37.12 |
| | | | Hard Cost Contingency | 2,125,397 | 5.86 |
| | | | Soft Cost Contingency | 474,421 | 1.31 |
| | | | Financing Costs | <u>1,669,961</u> | <u>4.60</u> |
| Total Sources | \$151,734,343 | \$418.06 | Total Uses | \$151,734,343 | \$418.06 |



SENSITIVITY ANALYSIS
SALES MARKET REMAINS STRONG

| Fiscal Year | Construction Period | | Stabilized Period | | | | | | | | |
|----------------------------------|---------------------|--------------|-------------------|------------|------------|------------|------------|------------|------------|------------|------------|
| | 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 | 11 |
| Begin | Jul-05 | Jul-06 | Jul-07 | Jul-08 | Jul-09 | Jul-10 | Jul-11 | Jul-12 | Jul-13 | Jul-14 | Jul-15 |
| End | Jun-06 | Jun-07 | Jun-08 | Jun-09 | Jun-10 | Jun-11 | Jun-12 | Jun-13 | Jun-14 | Jun-15 | Jun-15 |
| Construction CF (After Debt Svc) | (81,927,041) | (35,551,975) | (34,255,328) | - | - | - | - | - | - | - | - |
| Stabilized CF (Unleveraged) | (81,927,041) | (35,551,975) | (34,255,328) | 13,035,535 | 13,305,026 | 13,580,427 | 13,862,020 | 14,349,179 | 15,016,317 | 15,318,127 | 15,623,693 |
| | | | | 13,035,535 | 13,305,026 | 13,580,427 | 13,862,020 | 14,349,179 | 15,016,317 | 15,318,127 | 15,623,693 |

OPTION 1 - SELL UPON STABILIZATION

| | | | | | |
|--------------------|--|-------------------------|---------------|--|----------------------------|
| Assumptions | | Year 4 (Stabilized NOI) | \$13,035,535 | | * Note: Sales Expenses are |
| | | Terminal Cap Rate | 6.50% | | Transfer Tax |
| | | Gross Residual Value | \$200,546,692 | | Broker Fees |
| | | Less: Sales Expenses* | 1.75% | | Closing/Legal Costs |
| | | Net Residual Value | \$197,037,125 | | Total Sales Expenses |
| | | PSF | \$603 | | |

Project Equity Returns

| | | | |
|--------------------------|--------------|---------------|------------|
| Year | 1 | 2 | 3 |
| Equity Investment | (37,932,500) | - | - |
| New Loan Proceeds | - | - | - |
| Construction Loan Payoff | - | (113,801,843) | - |
| Sale Proceeds | (37,932,500) | 197,037,125 | 83,235,282 |

IRR 48.1%

OPTION 2 - REFINANCE & HOLD THRU YEAR 10

| | | | | | |
|--------------------|--|-----------------------|--------------|--|----------------------------|
| Assumptions | | Index (US Treasury) | 5.50% | | * Note: Sales Expenses are |
| | | Spread | 1.50% | | Transfer Tax |
| | | Interest Rate | 7.00% | | Broker Fees |
| | | Amortization | 30 | | Closing/Legal Costs |
| | | Monthly Payment | (932,274) | | Total Sales Expenses |
| | | Annual Payment | (11,187,289) | | |
| | | Loan Constant | 7.98% | | |
| | | Perm Loan Fee (85bps) | \$1,191,087 | | |

Project Equity Returns

| | | | | | | | | | | |
|----------------------------------|--------------|---|------------|--------------|--------------|--------------|--------------|--------------|--------------|---------------|
| Year | 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 |
| Operating Cash Flows Before Debt | - | - | - | 13,035,535 | 13,305,026 | 13,580,427 | 13,862,020 | 14,349,179 | 15,016,317 | 15,318,127 |
| Debt Service | - | - | - | (11,187,289) | (11,187,289) | (11,187,289) | (11,187,289) | (11,187,289) | (11,187,289) | (11,187,289) |
| Equity Investment | (37,932,500) | - | - | - | - | - | - | - | - | - |
| New Loan Net Proceeds | - | - | - | - | - | - | - | - | - | - |
| Construction Loan Payoff | - | - | - | - | - | - | - | - | - | - |
| Sale Proceeds | (37,932,500) | - | 25,134,923 | 1,848,246 | 2,117,737 | 2,393,138 | 2,674,731 | 3,161,890 | 3,829,028 | \$204,670,378 |
| | | | | | | | | | | 208,801,216 |

IRR 30.2%

% OF IRR FROM
Cash Flow 11%
Refinance 39%
Residual 50%

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Research of the market and the development process indicates that the proposed Project is not only feasible, it has the potential of providing investors with excellent returns. It is recommended that the Project move forward, based on the following reasons:

- The site at 505 9th Street, NW is one of the last remaining prime developable sites in the East End submarket. The immediate area, already a well established commercial location, has seen remarkable growth over the last five years, including major projects such as the MCI Center, Spy Museum, Gallery Place, and the Smithsonian Museum of American Art. The old convention center site (approximately 10 acres) is three blocks to the north and is currently being redeveloped into a mixed-use property by a partnership lead by Hines and Charles E. Smith.
- The site is proximate to several Metrorail stations. In fact, it is within four blocks of three stations, allowing access to all lines in the system. Office buildings near metro stations are valued at a premium in today's market.
- The site occupies a full ½ block, which allows for street frontage on three sides. This is unusual in the submarket, and adds to the appeal of the building.
- Zoning allows construction of office by right, which will help to accelerate the site plan and permitting process.
- Washington, D.C. is a stable investment market for commercial real estate.
- Current market rents justify new construction. There are a few buildings currently under construction in the submarket, however there is a significant level of pre-leasing in each project. The current velocity (and terms) of the pre-leasing in competitive buildings are an indicator of a healthy market. In addition, historic market rents in the East End submarket have experienced relative stability and modest growth, and the general consensus for the future is optimistic.
- Upon completion of the Project, there are two exit options – sell the asset upon completion, or refinance and hold. These two options offer flexibility for 505 NINTH LLC, which increases the chances of maximizing returns. For example, in case of rising interest rates where the 10-year treasury moves to 6.0% and there is a corresponding rise in cap rates, the immediate sale IRR drops to 6%, but for the refinance and hold option, the Project IRR is still above 20%.
- While there are risks associated with this development proposal, there are ways to mitigate those risks. For example, to protect against escalating construction costs, the construction contract can be subject to a guaranteed maximum price (GMP). In addition, it is possible to hedge the risk of rising interest rates by purchasing a LIBOR cap. While there are other risks that cannot be mitigated, the potential investment returns justify moving forward with the development.

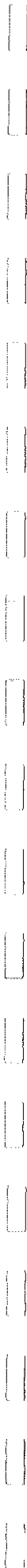


EXHIBIT I

**RECENT INVESTMENT SALES TRANSACTIONS
WASHINGTON, D.C.**

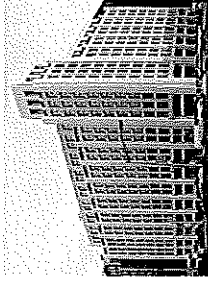


D.C. REPRESENTATIVE TRANSACTIONS

RECENT SALES

PROPERTY

1875 K Street, NW



186,000 Square Feet

TRANSACTION

Date: March 2005

\$113,000,000 / \$607 PSF

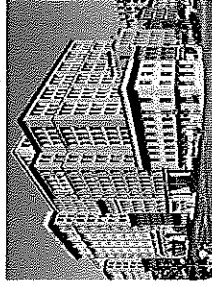
Buyer: Shorenstein

Seller: NCP II (Quadrangle/Gewirz)

HIGHLIGHTS

- ♦ Class A
- ♦ CBD Submarket
- ♦ 100% leased
- ♦ Est. 5.7% going in yield

555 11th Street, NW



404,000 Square Feet

Date: March 2005

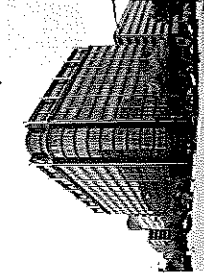
\$265,000,000 / \$656 PSF

Buyer: Dweck Properties

Seller: Ruben Companies

- ♦ Trophy
- ♦ East End Submarket
- ♦ In Place Debt
- ♦ Sub 6% going in yield

1900 K Street, NW



342,844 Square Feet

Date: December 2004

\$216,900,000 / \$633 PSF

Buyer: TIAA

Seller: NOP/HINES

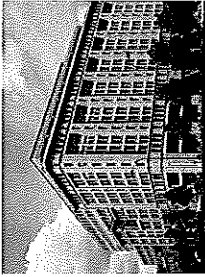
- ♦ Trophy
- ♦ CBD Submarket
- ♦ 100% leased
- ♦ Est. 6.2% going in yield

D.C. REPRESENTATIVE TRANSACTIONS

RECENT SALES

PROPERTY

1001 Pennsylvania Ave, NW



802,390 Square Feet

TRANSACTION

Date: December 2004

\$461,300,000 / \$575 PSF

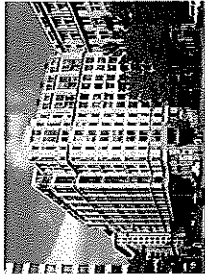
Buyer: TLAA

Seller: NOP/HINES

HIGHLIGHTS

- ◆ Trophy
- ◆ East End Submarket
- ◆ 100% leased
- ◆ Est. 6.2% going in yield

1111 Pennsylvania Ave, NW



331,000 Square Feet

Date: August 2004

\$158,000,000 / \$477 PSF

Buyer: Werner/Shorenstein

Seller: Tauber Estate

- ◆ Trophy
- ◆ East End Submarket
- ◆ Single tenant
- ◆ MLB lease through 2017
- ◆ Sub 5.0% going in yield

1. The first part of the document is a list of the names of the people who were present at the meeting.

2. The second part of the document is a list of the topics that were discussed during the meeting.

3. The third part of the document is a list of the actions that were taken during the meeting.

4. The fourth part of the document is a list of the decisions that were made during the meeting.

5. The fifth part of the document is a list of the conclusions that were reached during the meeting.

6. The sixth part of the document is a list of the recommendations that were made during the meeting.

7. The seventh part of the document is a list of the next steps that need to be taken.

8. The eighth part of the document is a list of the people who are responsible for implementing the next steps.

9. The ninth part of the document is a list of the dates when the next steps are to be completed.

10. The tenth part of the document is a list of the people who are responsible for monitoring the progress of the next steps.

11. The eleventh part of the document is a list of the people who are responsible for reporting on the progress of the next steps.

12. The twelfth part of the document is a list of the people who are responsible for evaluating the results of the next steps.

13. The thirteenth part of the document is a list of the people who are responsible for implementing the recommendations.

14. The fourteenth part of the document is a list of the people who are responsible for monitoring the progress of the recommendations.

15. The fifteenth part of the document is a list of the people who are responsible for reporting on the progress of the recommendations.

16. The sixteenth part of the document is a list of the people who are responsible for evaluating the results of the recommendations.

17. The seventeenth part of the document is a list of the people who are responsible for implementing the conclusions.

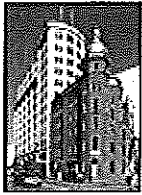
18. The eighteenth part of the document is a list of the people who are responsible for monitoring the progress of the conclusions.

19. The nineteenth part of the document is a list of the people who are responsible for reporting on the progress of the conclusions.

EXHIBIT II

**THE COMPETITIVE SET
CLASS A OFFICE BUILDINGS
WITHIN 3 BLOCKS OF THE SITE**

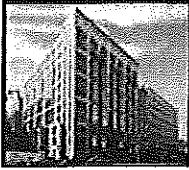
(SOURCE: COSTAR)



325 7th St NW
Liberty Place
Washington, DC 20004
District of Columbia

Building Type: **Class A Office**
Status: **Built Jan 1991**
Building Size: **157,550 SF**
Typical Floor Size: **12,591 SF**
Stories: **12**

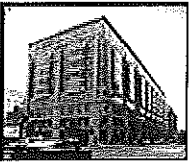
Space Avail: **8,731 SF**
Max Contig: **8,731 SF**
Smallest Space: **8,731 SF**
Rent/SF/Yr: **\$47.00-\$48.50**
% Leased: **94.5%**



575 7th St NW
Terrell Place
Washington, DC 20004
District of Columbia

Building Type: **Class A Office**
Status: **Built Sep 2003**
Building Size: **476,634 SF**
Typical Floor Size: **47,000 SF**
Stories: **11**

Space Avail: **103,079 SF**
Max Contig: **67,969 SF**
Smallest Space: **860 SF**
Rent/SF/Yr: **\$25.00-\$50.00**
% Leased: **78.4%**



401 9th St NW
Market Square North
Washington, DC 20004
District of Columbia

Building Type: **Class A Office**
Status: **Built Nov 1999**
Building Size: **404,695 SF**
Typical Floor Size: **37,722 SF**
Stories: **11**

Space Avail: **19,029 SF**
Max Contig: **12,577 SF**
Smallest Space: **6,452 SF**
Rent/SF/Yr: **\$48.00**
% Leased: **100%**



701 9th St NW
Edison Place
Washington, DC 20001
District of Columbia

Building Type: **Class A Office**
Status: **Built Jul 2001**
Building Size: **364,000 SF**
Typical Floor Size: **34,900 SF**
Stories: **10**

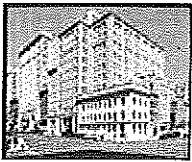
Space Avail: **0 SF**
Max Contig: **0 SF**
Smallest Space: **-**
Rent/SF/Yr: **-**
% Leased: **100%**



750 9th St NW
The Victor Bldg
Washington, DC 20001
District of Columbia

Building Type: **Class A Office**
Status: **Built Jan 2000**
Building Size: **310,604 SF**
Typical Floor Size: **35,574 SF**
Stories: **9**

Space Avail: **0 SF**
Max Contig: **0 SF**
Smallest Space: **-**
Rent/SF/Yr: **-**
% Leased: **100%**



555 11th St NW
Lincoln Square
Washington, DC 20004
District of Columbia

Building Type: **Class A Office**
Status: **Built Feb 2001**
Building Size: **368,880 SF**
Typical Floor Size: **30,500 SF**
Stories: **14**
Expenses: **2001 Combined Est Tax/Ops @ \$14.00/sf**

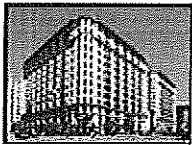
Space Avail: **30,900 SF**
Max Contig: **23,490 SF**
Smallest Space: **3,450 SF**
Rent/SF/Yr: **\$42.00-\$60.00**
% Leased: **98.0%**



700 11th St NW
Edward Bennett Williams
Bldg
Washington, DC 20001
District of Columbia

Building Type: **Class A Office**
Status: **Built Jun 1991**
Building Size: **310,684 SF**
Typical Floor Size: **25,382 SF**
Stories: **12**

Space Avail: **0 SF**
Max Contig: **0 SF**
Smallest Space: **-**
Rent/SF/Yr: **-**
% Leased: **100%**



555 12th St NW
The Thurman Arnold Bldg
Washington, DC 20004
District of Columbia

Building Type: **Class A Office**
Status: **Built Jan 1995**
Building Size: **769,631 SF**
Typical Floor Size: **53,000 SF**
Stories: **12**

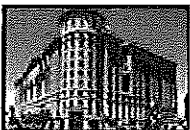
Space Avail: **3,711 SF**
Max Contig: **3,711 SF**
Smallest Space: **3,711 SF**
Rent/SF/Yr: **\$43.00**
% Leased: **100%**



601 D St NW
Patrick Henry Bldg
Washington, DC 20004
District of Columbia

Building Type: **Class A Office**
Status: **Built 1973, Renov Sep 1997**
Building Size: **471,808 SF**
Typical Floor Size: **48,000 SF**
Stories: **10**

Space Avail: **0 SF**
Max Contig: **0 SF**
Smallest Space: **-**
Rent/SF/Yr: **-**
% Leased: **100%**



601-611 E St NW
AARP Headquarters Bldg Ph
1
Washington, DC 20004
District of Columbia

Building Type: **Class A Office**
Status: **Built May 1991**
Building Size: **558,904 SF**
Typical Floor Size: **55,890 SF**
Stories: **10**

Space Avail: **0 SF**
Max Contig: **0 SF**
Smallest Space: **-**
Rent/SF/Yr: **-**
% Leased: **100%**

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901 E St NW
Washington, DC 20004
District of Columbia

Building Type: **Class A Office**
Status: **Built Oct 1989**
Building Size: **249,000 SF**
Typical Floor Size: **23,000 SF**
Stories: **10**
Expenses: **2003 Est Ops @ \$45.00/sf**

Space Avail: **207,571 SF**
Max Contig: **113,354 SF**
Smallest Space: **3,712 SF**
Rent/SF/Yr: **\$48.00-\$49.00**
% Leased: **98.5%**



800 F St NW
Historic Row
Washington, DC 20004
District of Columbia

Building Type: **Class A Office**
Status: **Built 1875, Renov Jun 2002**
Building Size: **110,424 SF**
Typical Floor Size: **13,803 SF**
Stories: **8**

Space Avail: **0 SF**
Max Contig: **0 SF**
Smallest Space: **-**
Rent/SF/Yr: **-**
% Leased: **100%**



901 F St NW
The Gallup Bldg at 901 F
Street, N.W.
Washington, DC 20004
District of Columbia

Building Type: **Class A Office**
Status: **Built Nov 2000**
Building Size: **113,000 SF**
Typical Floor Size: **11,200 SF**
Stories: **8**

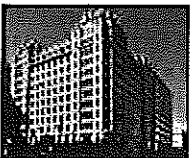
Space Avail: **5,342 SF**
Max Contig: **4,235 SF**
Smallest Space: **1,107 SF**
Rent/SF/Yr: **\$55.00**
% Leased: **95.3%**



1025 F St NW
The Woodles Bldg
Washington, DC 20004
District of Columbia

Building Type: **Class A Office**
Status: **Built 1902, Renov Mar 2004**
Building Size: **498,920 SF**
Typical Floor Size: **46,000 SF**
Stories: **10**

Space Avail: **309,473 SF**
Max Contig: **184,024 SF**
Smallest Space: **6,889 SF**
Rent/SF/Yr: **\$25.00-\$60.00**
% Leased: **38.0%**



1201 F St NW
Washington, DC 20004
District of Columbia

Building Type: **Class A Office**
Status: **Built Apr 2000**
Building Size: **225,365 SF**
Typical Floor Size: **18,300 SF**
Stories: **12**

Space Avail: **0 SF**
Max Contig: **0 SF**
Smallest Space: **-**
Rent/SF/Yr: **-**
% Leased: **100%**

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801 G St NW
Faith, Family, Freedom Bldg
Washington, DC 20001
District of Columbia

Building Type: **Class A Office**
Status: **Built Nov 1996**
Building Size: **45,072 SF**
Typical Floor Size: **7,512 SF**
Stories: **6**

Space Avail: **0 SF**
Max Contig: **0 SF**
Smallest Space: **-**
Rent/SF/Yr: **-**
% Leased: **100%**



1001 G St NW
Washington Center West
Washington, DC 20001
District of Columbia

Building Type: **Class A Office**
Status: **Built Sep 1989**
Building Size: **324,000 SF**
Typical Floor Size: **28,000 SF**
Stories: **12**

Space Avail: **76,958 SF**
Max Contig: **27,620 SF**
Smallest Space: **1,582 SF**
Rent/SF/Yr: **\$35.00-\$48.00**
% Leased: **97.5%**



1001 G St NW
Washington Center East
Washington, DC 20001
District of Columbia

Building Type: **Class A Office**
Status: **Built 1911, Renov Sep 1989**
Building Size: **48,000 SF**
Typical Floor Size: **4,042 SF**
Stories: **9**

Space Avail: **4,042 SF**
Max Contig: **4,042 SF**
Smallest Space: **4,042 SF**
Rent/SF/Yr: **\$42.50**
% Leased: **100%**



1120 G St NW
Washington, DC 20005
District of Columbia

Building Type: **Class A Office**
Status: **Built Mar 1982, Renov 1990**
Building Size: **125,933 SF**
Typical Floor Size: **12,207 SF**
Stories: **10**

Space Avail: **11,237 SF**
Max Contig: **4,564 SF**
Smallest Space: **1,500 SF**
Rent/SF/Yr: **\$31.00-\$40.00**
% Leased: **94.7%**

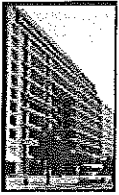


616 H St NW
The Offices at Gallery Place
Washington, DC 20001
District of Columbia

Building Type: **Class A Office**
Status: **Built Nov 2004**
Building Size: **220,102 SF**
Typical Floor Size: **27,512 SF**
Stories: **8**

Space Avail: **90,412 SF**
Max Contig: **90,412 SF**
Smallest Space: **4,500 SF**
Rent/SF/Yr: **\$43.00-\$48.00**
% Leased: **58.9%**





625 Indiana Ave NW
Indiana Plaza
Washington, DC 20004
District of Columbia

Building Type: **Class A Office**
Status: **Built Jan 1989**
Building Size: **158,340 SF**
Typical Floor Size: **14,094 SF**
Stories: **11**

Space Avail: **0 SF**
Max Contig: **0 SF**
Smallest Space: **-**
Rent/SF/Yr: **-**
% Leased: **100%**



701 Pennsylvania Ave NW
East Tower
Washington, DC 20004
District of Columbia

Building Type: **Class A Office**
Status: **Built Jun 1990**
Building Size: **349,450 SF**
Typical Floor Size: **37,000 SF**
Stories: **13**
Expenses: **2002 Est Tax @ \$5.48/sf; 2002 Est Ops @ \$10.20/sf**

Space Avail: **98,534 SF**
Max Contig: **69,097 SF**
Smallest Space: **1,142 SF**
Rent/SF/Yr: **\$38.00-\$55.00**
% Leased: **91.0%**



801 Pennsylvania Ave NW
West Tower
Washington, DC 20004
District of Columbia

Building Type: **Class A Office**
Status: **Built Jun 1990**
Building Size: **344,200 SF**
Typical Floor Size: **37,000 SF**
Stories: **13**
Expenses: **2002 Est Tax @ \$5.48/sf; 2002 Est Ops @ \$10.20/sf**

Space Avail: **19,193 SF**
Max Contig: **13,028 SF**
Smallest Space: **1,207 SF**
Rent/SF/Yr: **\$36.00-\$46.00**
% Leased: **99.6%**



1001 Pennsylvania Ave NW
Washington, DC 20004
District of Columbia

Building Type: **Class A Office**
Status: **Built Oct 1986**
Building Size: **758,796 SF**
Typical Floor Size: **60,000 SF**
Stories: **14**

Space Avail: **140,819 SF**
Max Contig: **90,243 SF**
Smallest Space: **6,000 SF**
Rent/SF/Yr: **\$40.00-\$54.00**
% Leased: **99.0%**

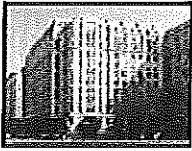


1101 Pennsylvania Ave NW
Evening Star Bldg
Washington, DC 20004
District of Columbia

Building Type: **Class A Office**
Status: **Built 1898, Renov Nov 1989**
Building Size: **218,672 SF**
Typical Floor Size: **19,730 SF**
Stories: **13**

Space Avail: **31,612 SF**
Max Contig: **19,730 SF**
Smallest Space: **150 SF**
Rent/SF/Yr: **\$37.00-\$40.00**
% Leased: **90.1%**

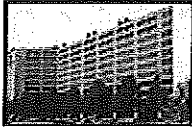




1111 Pennsylvania Ave NW
Presidential Bldg
Washington, DC 20004
District of Columbia

Building Type: **Class A Office**
Status: **Built Jan 1966**
Building Size: **355,855 SF**
Typical Floor Size: **24,552 SF**
Stories: **14**

Space Avail: **19,901 SF**
Max Contig: **18,217 SF**
Smallest Space: **1,684 SF**
Rent/SF/Yr: **\$45.00-\$48.00**
% Leased: **94.4%**



1201 Pennsylvania Ave NW
Heurich Bldg
Washington, DC 20004
District of Columbia

Building Type: **Class A Office**
Status: **Built 1980**
Building Size: **422,200 SF**
Typical Floor Size: **35,000 SF**
Stories: **11**

Space Avail: **29,286 SF**
Max Contig: **13,756 SF**
Smallest Space: **100 SF**
Rent/SF/Yr: **\$32.00**
% Leased: **97.9%**

1. The first part of the document is a list of the names of the people who were present at the meeting. The names are listed in alphabetical order.

2. The second part of the document is a list of the topics that were discussed during the meeting. The topics are listed in alphabetical order.

3. The third part of the document is a list of the actions that were taken during the meeting. The actions are listed in alphabetical order.

4. The fourth part of the document is a list of the decisions that were made during the meeting. The decisions are listed in alphabetical order.

5. The fifth part of the document is a list of the recommendations that were made during the meeting. The recommendations are listed in alphabetical order.

6. The sixth part of the document is a list of the conclusions that were reached during the meeting. The conclusions are listed in alphabetical order.

7. The seventh part of the document is a list of the next steps that will be taken. The next steps are listed in alphabetical order.

8. The eighth part of the document is a list of the people who were responsible for the actions that were taken. The people are listed in alphabetical order.

9. The ninth part of the document is a list of the people who were responsible for the decisions that were made. The people are listed in alphabetical order.

10. The tenth part of the document is a list of the people who were responsible for the recommendations that were made. The people are listed in alphabetical order.

11. The eleventh part of the document is a list of the people who were responsible for the conclusions that were reached. The people are listed in alphabetical order.

12. The twelfth part of the document is a list of the people who were responsible for the next steps that will be taken. The people are listed in alphabetical order.

13. The thirteenth part of the document is a list of the people who were responsible for the actions that were taken. The people are listed in alphabetical order.

14. The fourteenth part of the document is a list of the people who were responsible for the decisions that were made. The people are listed in alphabetical order.

15. The fifteenth part of the document is a list of the people who were responsible for the recommendations that were made. The people are listed in alphabetical order.

16. The sixteenth part of the document is a list of the people who were responsible for the conclusions that were reached. The people are listed in alphabetical order.

17. The seventeenth part of the document is a list of the people who were responsible for the next steps that will be taken. The people are listed in alphabetical order.

18. The eighteenth part of the document is a list of the people who were responsible for the actions that were taken. The people are listed in alphabetical order.

19. The nineteenth part of the document is a list of the people who were responsible for the decisions that were made. The people are listed in alphabetical order.