



CAPITAL MARKETS

INVESTMENT SALES

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PROCESS EXECUTION RESULTS

The Edge Capital Markets platform is the leading investment sales practice in the Washington, D.C. – Baltimore region, executing 115 transactions valued in excess of \$1.20 billion over the past 17 years.

Specializing in the Sale of:

- Suburban office
- Flex-office
- Industrial
- Flex/warehouse
- Suburban retail
- Mixed-use assets

Our Team Offers:

- Comprehensive database of qualified investors & active 1031 exchange buyers
- Institutional-quality execution of the marketing & sale process
- Access to diverse range of capital sources, both equity and debt

Our Services Include:

- Exclusive mass-marketing disposition campaigns
- “Short list” disposition campaigns
- 1031 exchange matching & representation
- JV equity sourcing
- REO & receivership asset valuation & dispositions
- Asset valuations & disposition strategy advisory

115 CLOSINGS
OVER
\$1.20 BILLION

17 YEAR
TRACK RECORD
OF EXECUTION

\$400 MILLION
OF COMPLETED 1031
TRANSACTIONS

STREAMLINED PROCESS



Meticulous & Data-Driven

Opinion-of-Value
Underwriting Analysis
Sale and Lease Comp Analysis
Market Trend Analysis
Disposition Strategy Advisory
Target Buyer Pool Analysis

Accurate Market Analysis

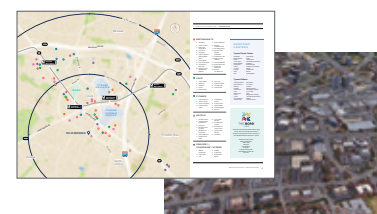
REAL CAPITAL ANALYTICS



First Class Presentation

Due Diligence Doc Review
Building & Aerial Photography
Offering Memorandum (OM)
& Teaser Production
Lease Abstracting
Argus File Creation
Virtual Due Diligence Deal
Room Set-up

Professionally Designed & Photographed



Methodical Process

Mass-Marketing Email Teaser
Distribution to Proprietary
Investor Database
NDA & OM Distribution to
Qualified Prospects
Targeted Buyer Solicitation
Property Tours
Weekly Activity Reports

Personalized Property Website



Driving Pricing Through Competition

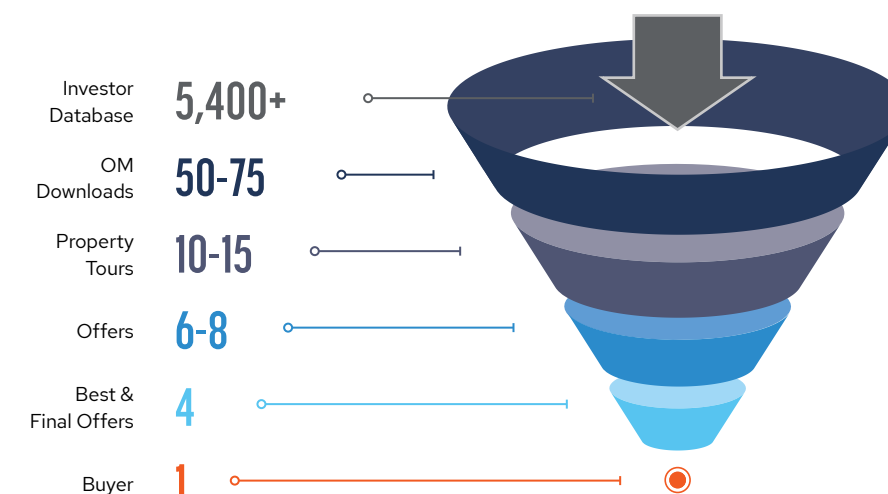
1st Round Call for Offers
Best & Final Call For Offers
Short-List Buyer Interviews
& Vetting Process

TARGETING
BUYERS

Time is of the Essence

Dedicated In-House
Transaction Associate
Due Diligence Exhibit Preparation
3rd Party Inspection Logistics
Fielding of Buyer & 3rd Party
Information Inquiries

Respond to Lender
Document Requests
Estoppel & SNDA logistics
3rd Party Closing Logistics



SKILLFUL EXECUTION

“

You were a calm voice throughout the process. A total pro.

Private Ownership Client

&

Their level of professionalism is second to none – I would vouch for their sales shop against any of the larger players in the market.

Asset Manager of Institutional Client

”

RECENT TRANSACTIONS

01



12006 PLUM ORCHARD DR

Silver Spring, MD
Flex-Industrial
30,744 SF
April 2020

\$7,350,000

02



2301 RESEARCH BLVD

Rockville, MD
Medical Office
93,746 SF
February 2020

\$9,250,000

03



MANEKIN PLAZA

Sterling, VA
Professional Office Park
112,457 SF
August 2019

\$11,800,000

CAPITAL MARKETS SELECT CLIENTS



ACCESS TO QUALIFIED BUYERS

CONNECTED TO QUALIFIED BUYERS

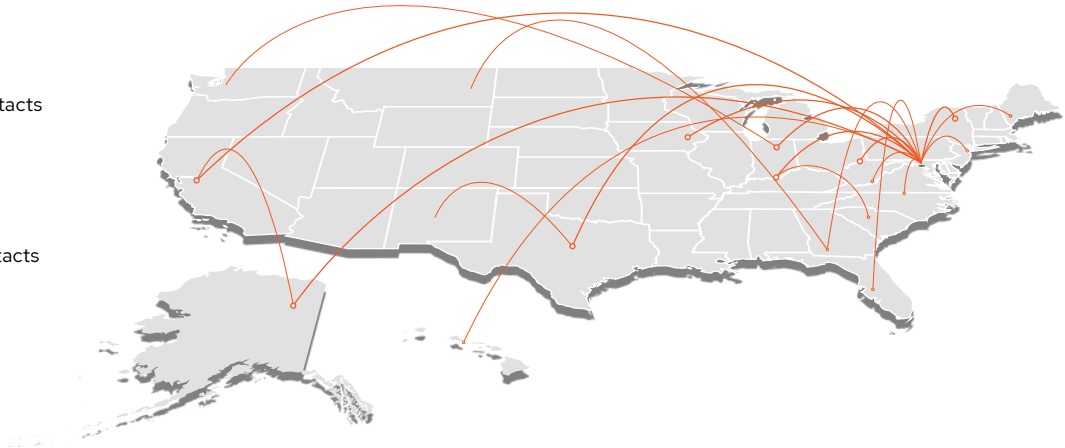
Our relationships with qualified investors and access to an exhaustive pool of investors is our greatest strength. Over the last 17 years of marketing investment property in the Washington, D.C./Baltimore region, we have developed a comprehensive database of active buyers and we meticulously track their investment criteria and 1031 exchange requirements. Our high volume of transaction experience with investors allows us to offer our clients insightful and invaluable reviews of prospective buyers based on first-hand experience. Armed with this insight, our clients can then make informed decisions when selecting a purchaser that offers premium pricing and the highest certainty of close.

3,500⁺

Regional Investor Contacts

2,000⁺

National Investor Contacts



WEEKLY INVESTMENT SALE TRACKING

We meticulously track all investment property sales transactions each week to ensure that our database has the most current list of buyers, as well as tracking cap rate and price per square foot trends.

SAMPLE WEEKLY INVESTMENT SALES REPORT

Sale Date	Property Address	City	County	Property Type	Bldg SF	Year Built	Sale Price	Price Per SF	Cap Rate	% Leased at Sale	Buyer (True) Company	Seller (True) Company
05/10/19	7401 Fullerton Rd (4 Properties)	Springfield	Fairfax	Warehouse	241,407	1982	\$30,100,000	\$125	6.27%	85%	MRP Realty, Inc.	Ares Management, Adler Realty
04/31/19	6555 Rock Spring Dr	Bethesda	Montgomery	Office	235,417	1969	\$66,300,000	\$282	6.90%	86%	Meritage Properties, LLC	Goldentree Insite Partners Oppenheimer Funds, Inc.
04/28/19	9160 Rumsey Rd (4 Properties)	Columbia	Howard	Flex	135,000	1980	\$15,750,000	\$117	8.00%	95%	Finmarc	First Potomac
04/27/19	1550 Westbranch Dr	McLean	Fairfax	Office	152,242	2001	\$27,750,000	\$182	14.50%	100%	Rubenstein Partners L.P & Griffith Properties	Corporate Office Properties
03/20/19	8424-8462 Terminal Rd	Lorton	Fairfax	Industrial	106,945	1971	\$16,650,000	\$156	6.50%	100%	Stockbridge Capital Group, LLC	Bristol Capital

1031 EXCHANGE MATCHING

On a weekly basis, we receive calls from investors seeking 1031 exchange replacement properties. We have an extensive track record of successfully matching 1031 exchange buyers to our listings and off-market opportunities.

SAMPLE WEEKLY 1031 TRACKING REPORT

1031 Investor	Company	Date Added	ID Period	Price Range	Property Type	Need	Location	Notes
Mark Douglas	Douglas & Associates	05/02/19	2 weeks	\$20M	Industrial/Retail	Closes in 30 days	Suburban Maryland	Has \$12M in equity, \$15 to \$20M in exchange
James Carroll	Corporate Retail Properties	04/27/19	45 Days	\$6M	NNN	Nov-19	DC Metro	Sale closes in October
Charlie Norris	Suburban Property Company	04/15/19	ID Period starts in August	\$50-120M	Multi-Tenant Retail	Dec-19	North Bethesda	\$50-120M
Doug Goldman	Gold Homes, LLC	04/07/19	45 Days	\$8M	Office/Industrial	Closes in 60 days	Baltimore Metro	\$2M in equity
Ryan Whitmore	Potomac Realty Investment	03/30/19	ID period starts in September	\$10-45M	Multi-Family Office; Multi-Family Residential	Closes early fall	Northern Virginia	Has to spend up to \$40M

RECENT 1031 EXCHANGE CLOSINGS



\$7,350,000

12006 PLUM ORCHARD DR

Silver Spring, MD
Flex-Industrial | 30,744 SF
April 2020



\$15,900,000

PATRICK CENTER

30 W. Patrick St. Silver Spring, MD
Office | 57,053 SF
March 2019

OUR TEAM



**JOE
FRIEDMAN**

Partner

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**PARTIAL CLIENT
LIST INCLUDES:**

- Berkeley Partners
- Broad Street Realty
- Brookfield
- Clark Enterprises
- Curtis Properties
- Douglas Development
- Duke Realty
- Finmarc
- First Potomac Realty Trust
- Harvey Companies
- Kenwood Management
- Korth Companies
- Lee Development Group
- Marva Properties
- Velsor Properties
- Site Realty
- Stanford Properties
- Polinger Company
- West End Capital
- Willco Companies

BACKGROUND

Joe Friedman is a Partner in Edge’s Capital Markets Group, the investment sales platform for the company. He has 17 years of experience in the field of investment sales brokerage in the Washington/Baltimore region. Joe has directed the marketing and sale of over 100 transactions and successfully sold over \$1 billion of industrial, flex, neighborhood retail, and suburban office property in the Washington DC/Baltimore Metro region. He has represented a broad range of prominent high-net worth private owners, private equity groups and REITs.

Joe has previously served as Managing Director of investment sales at Metcap Advisors and Transwestern, Director of investment sales at McShea & Company and a research associate at CBRE and CoStar Group.

He is currently co-chair of the NAIOP MD/DC Capital Markets Committee and served four years as a committee chair for NAIOP Real Estate Emerging Leaders (REEL). He is an honorary member of the exclusive DC Real Estate Group for Washington’s top real estate professionals under 40.

CAREER RECOGNITIONS

- 2018 Member of the Year Nominee - NAIOP DC/MD CHAPTER
- 2018 Chairperson, Capital Markets Committee – NAIOP DC/MD Chapter
- 2013 Top Producer award at McShea & Company
- 2008 Member, DC Real Estate Group, Top Washington, D.C. Real Estate Professionals under 40
- 2007 “Top 35 Real Estate Professionals Under 35” in Bisnow on Business in Washington, D.C.
- 2005 Transwestern’s Mid Atlantic “Rookie Agent of the Year”

EDUCATION & LICENSES

- 2000 B.A., Industrial and Organizational Psychology, University of Michigan – Ann Arbor
- 2010 Masters, Commercial Real Estate with Finance concentration, Georgetown University
- Joe is licensed as a real estate salesperson in Maryland, Virginia and Washington, D.C.



**CRISTINE
KLEINE**

Senior Director

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202.921.9892

BACKGROUND

Cristine has 15 years of experience in the commercial real estate industry with a multifaceted background in investment sales, leasing, finance, and settlements. As Senior Director of Edge’s Capital Markets team, Cristine’s specialty is in investment sales transactions of office, industrial, and neighborhood retail properties with a focus in Loudoun County and the Northern Virginia market.

Prior to joining Edge, Ms. Kleine was Director of leasing and investment sales with Metcap Advisors, a boutique firm in Washington, D.C. Where she focused on representing owners of office, industrial, and land for both sales and leasing transactions. Cristine also previously worked on investment sales and leasing at Rosenthal Properties in Vienna, Virginia and was the National Sales Manager of WorkReady Suites at Carr in Washington, D.C. Cristine also was previously responsible for commercial settlements and business development for Stewart Title and Escrow, a leading national title insurance company and a commercial lender with PNC and Bank of America overseeing national accounts.

Cristine is an active member of NAIOP Northern Virginia, and Loudoun County Chamber of Commerce.

EDUCATION & LICENSES

- 2005 – Bachelor of Arts, Marketing. Cleveland State University.
- Licensed Real Estate Salesperson in the State of Maryland and Commonwealth of Virginia



**JOSHUA
NORWITZ**

Transaction Associate

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202.587.9613

BACKGROUND

Josh joined Edge in 2020 as a transaction associate with the Capital Markets division in the Washington D.C. office. The platform specializes in the sale of industrial, flex, suburban office, and neighborhood retail property in the greater Washington, DC-Baltimore metropolitan region. His current role is to provide transaction and pipeline support as well as perform market research and analysis and execute business development initiatives. Josh also plays an integral role in supporting the team’s 1031 exchange transaction specialty, helping to identify and source potential replacement properties for clients.

During his sophomore and junior years in college, Josh interned with Edge’s capital markets division and prior to interning at Edge, Josh worked at The Scott Group in Rockville, Maryland which owned and managed a diverse commercial real estate portfolio of office and industrial properties in the Washington, D.C. area During his time at the Scott Group, Josh worked directly with the property management and leasing departments and was responsible for rent collection and oversight of property management activities for the office, flex, and industrial properties.

EDUCATION & LICENSES

- Bachelor’s degree in Political Science with a minor in Business, Miami University



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