



 **BALLSTON  
ONE**

4601 NORTH FAIRFAX DRIVE  
ARLINGTON, VA



# THE OFFERING

Jones Lang LaSalle Americas, Inc. ("JLL"), as exclusive representative for Owner, is pleased to present this opportunity to purchase Ballston One (the "Property"), a 241,571 RSF Class A office building overlooking I-66 and directly adjacent to the amenity-rich Ballston core. The Property is 81% leased to 20 tenants with 3.0 years of WALT, offering investors a substantial value-add investment opportunity in a true "live-work-play," amenity-rich Northern Virginia submarket.

Ballston's ongoing transformation of both Wilson Boulevard and Glebe Road, as well as its robust multifamily development, has furthered its reputation as an ideal submarket to live and work. The submarket boasts approximately \$1.4 billion of ongoing placemaking, including Ballston Quarter and Ballston Exchange. These two diverse and contemporary retail and entertainment hubs, coupled with an immense residential pipeline boasting nearly 2,000 new units, continue this submarket's evolution into one of Washington, DC's premier, 24/7 neighborhoods.

Ballston's office fundamentals remain resilient, anchored by the headquarters for two prominent federal government tenants: the Defense Advanced Research Projects Agency ("DARPA") and the Office of Naval Research ("ONR"). These long-standing occupants of Ballston are significant demand drivers for government contractor tenancy. Ballston, like markets such as Austin, TX and Cambridge, MA, has long been at the cutting edge of developing the most advanced defense technologies and is a renowned global S.T.E.M. node.

Capitalizing on continued defense and cybersecurity contract growth, in addition to a robust development pipeline, Ballston One represents a compelling value-add play at a significant discount to replacement cost. Investors will create immediate value through the further amenitization and lease-up of the asset, while leveraging the durability of its GSA-anchored, in-place cash flow over the majority of the hold period.

# PROPERTY OVERVIEW

Address	4601 North Fairfax Drive Arlington, VA 22203
Property Type	Class A Office
Submarket	Ballston
Rentable Area	241,571 RSF
% Leased	81%
WALT (from 1/1/2022)	3.0 years
Stories	12
Year Built / Renovated	1986 / 2018
Typical Floor Plate	± 21,250 BRSF
Parking Ratio	Two-level, below-grade parking with 450 spaces, approximately 1.9 x 1,000 SF. Building also has 5 surface parking spaces along Wakefield Drive.
Site Area	Approx. 2.29 Acres 99,588 SF
Zoning	C-O-2.5, Mixed Use District



# INVESTMENT HIGHLIGHTS



241,571 RSF Institutional-Quality Class A Office Building



Ideal Value-Add Profile Priced at Significant Discount to Replacement Cost; 81% Leased to 20 Tenants With 3.0 Years of WALT



Anchored by the Department of Homeland Security (32% of RBA); Recently Renewed Through September 2025 in Their Newly Renovated Space



57.9% of In-Place Tenants are Federal Agencies or Contract Directly with the US Federal Government



Transit-Oriented Location with Metro Accessibility & Direct Access to Major Commuter Thoroughfares, Including I-66 & State Route 120



Prominent Exterior Signage Opportunities Offer Tenants Fantastic Visibility from I-66



Amenity-Rich, 24/7 Location – Less Than a Half Mile from Ballston Quarter and Ballston Exchange Placemaking Projects



Government Contractors and Professional Services Have Accounted for Over Half of Leases Since Q2 2020



Being Offered Free and Clear of Existing Debt

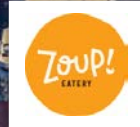


# AT THE INTERSECTION OF INNOVA

BALLSTON REMAINS ONE OF THE MOST SOUGHT-AFTER RESIDENTIAL AND COMMERCIAL LOCATIONS IN THE WASHINGTON METROPOLITAN AREA

**GEORGE MASON UNIVERSITY**  
ARLINGTON CAMPUS

**\$250MM PUBLIC-PRIVATE PARTNERSHIP**  
**1.1 MILES / 5 MINUTES**



# ATION AND AMENITIZATION



sweetgreen



CAVA



**BALLSTON QUARTER**

PUNCH BOWL SOCIAL | TED'S BULLETIN | bartaco | COMPASS COFFEE

True Food kitchen | ice cream jubilee | UNION KITCHEN

Cookology | Chick-fil-A | SLAPFISH

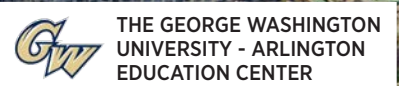
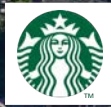


**BALLSTON EXCHANGE**

Philz Coffee | cava | SHAKE SHACK | corepower YOGA | Orangetheory | DUNKIN' DONUTS



PF. CHANG'S



VIRGINIA TECH

**VT INNOVATION CAMPUS**

\$1 BILLION, 2.5 MM SF, MULTI-PHASE MIXED-USE DEVELOPMENT

6.2 MILES / 16 MINUTES

**AMAZON HQ2**

MULTIPLIER EFFECT **2X-5X**

NUMBER OF INCOMING AMAZON JOBS

AMAZON HQ2 CREATES **75,600-189,000+ ADDITIONAL INDIRECT JOBS**

5.3 MILES / 14 MINUTES



# THE RESURGENCE OF BALLSTON

- Renowned placemaking developers Brookfield (formerly Forest City) and Jamestown have collectively invested \$700 million to reposition Ballston Quarter and Ballston Exchange, which both delivered in 2019. The two malls, both featuring popular experimental retail, are connected by a pedestrian bridge.
- Ballston Quarter and Ballston Exchange have cumulatively delivered more than 500,000 RSF of new and refurbished retail and entertainment options roughly a ten-minute walk from Ballston One.

## OVER 500,000 SF OF NEW RETAIL & ENTERTAINMENT OP

BALLSTON QUARTER



### BALLSTON QUARTER AMENITIES



- Recent and ongoing residential developments will add nearly 2,000 new units (to total over 10,000 multi-family residential units) enhancing the already strong embedded workforce in Ballston and continuing the submarket's evolution into one of Washington, DC's premier, Metro-served live-work-play environments.
- These new mixed-use projects will continue to draw new lifestyle amenities to the submarket, driving new tenant demand and future rent growth.



BALLSTON EXCHANGE

### BALLSTON EXCHANGE AMENITIES





# BALLSTON: ONE OF THE MOST INNOVATIVE SUBMARKETS IN THE WORLD

**Sea Hunter**

**Ground Renewable Expeditionary Energy System**

**Navy's Floating Instrument Platform (FLIP)**

**OFFICE OF NAVAL RESEARCH & AIRFORCE OFFICE OF SCIENTIFIC RESEARCH (ONR)**  
875 NORTH RANDOLPH STREET



**BALLSTON ONE**

**MARYMOUNT UNIVERSITY**  
BALLSTON CENTER  
1000 NORTH GLEBE ROAD

**GEORGE MASON UNIVERSITY**  
3351 NORTH FAIRFAX DRIVE

**GEORGE WASHINGTON UNIVERSITY**  
ARLINGTON EDUCATION CENTER  
950 NORTH GLEBE ROAD

**VIRGINIA TECH RESEARCH CENTER**  
900 NORTH GLEBE ROAD

**BALLSTON EXCHANGE**

**BALLSTON QUARTER**

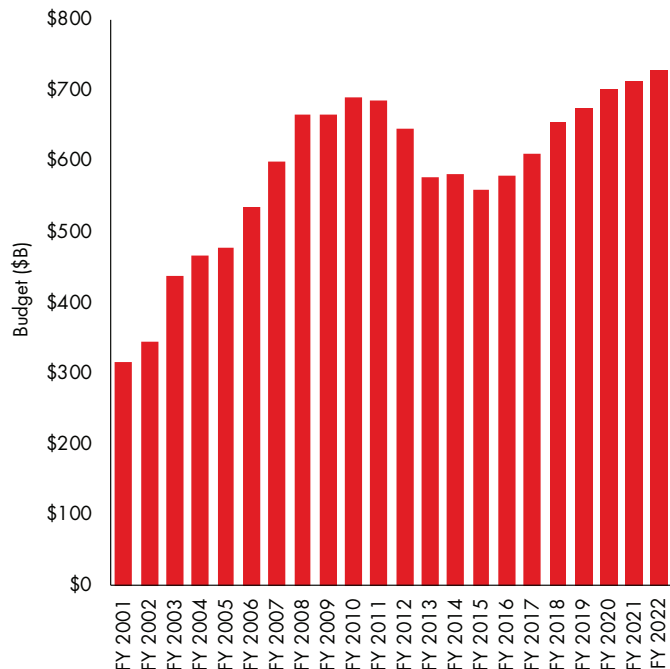
**DARPA**



## BALLSTON IS AT THE FOREFRONT OF CUTTING EDGE RESEARCH & ROBUST REAL ESTATE GROWTH

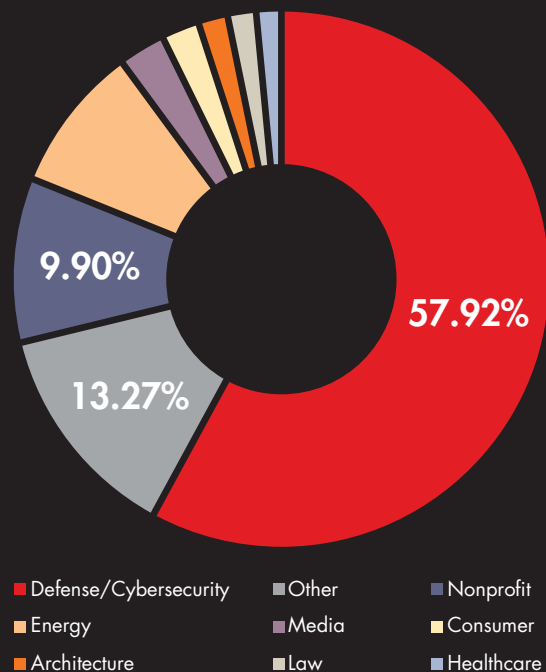
- Since Sequestration ended, the U.S. defense budget has steadily increased year-over-year, averaging 3.6% growth since 2015. In addition, there has been explosive growth in cloud contract volumes, rising from \$1.1 BN in 2011 to \$6.4B in 2020.
- DARPA and ONR – who develop the world’s most advanced defense technologies – sit less than 0.8 miles from the Property and ensure Ballston’s continued status as one of the most innovative submarkets on the planet.
- The DARPA budget (FY2022: \$3.53 BN) has increased an average of 4.7% annually since 2017; continued contract awards from DARPA will produce significant demand in the submarket for government contractors, research institutions, and technology-focused tenants.

## CONSISTENT DEFENSE BUDGET YEAR-OVER-YEAR GAINS

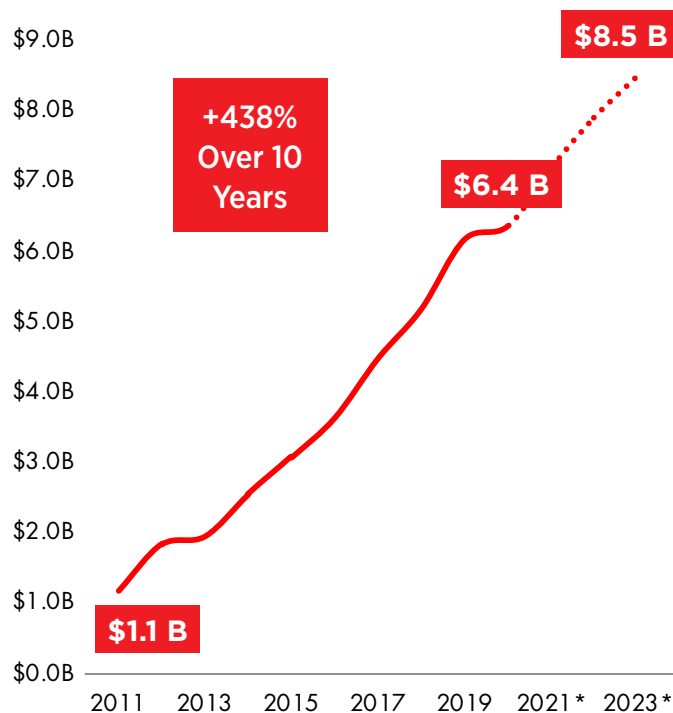


## DIVERSE, MISSION-CRITICAL RENT ROLL

Ballston One Office SF Breakdown by Industry



## CLOUD CONTRACT VOLUMES: FORECASTED TO GROW 9-10% ANNUALLY OVER THE NEXT THREE YEARS

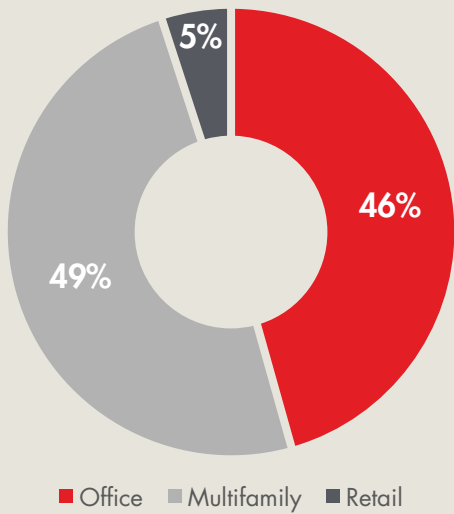




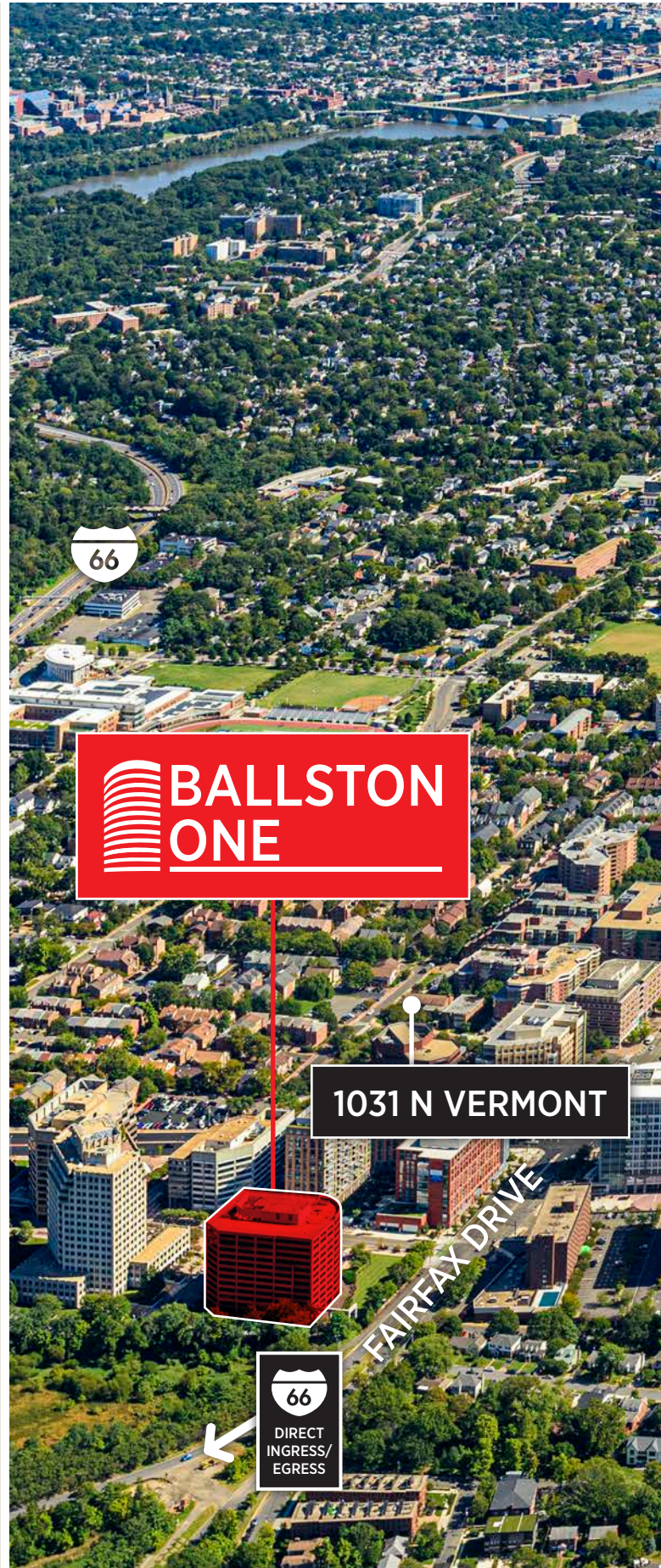
# A ROBUST MULTIFAMILY PIPELINE WILL C

## WELL-EDUCATED RESIDENT LABOR POOL OFFERS IDEAL BALANCE OF LIVE-WORK-PLAY FOR OFFICE EMPLOYERS

### Attractive Locational Dynamic for Millennial Recruiting



GEOGRAPHIC SCOPE	BALLSTON ONE (1-MILE RADIUS)	ARLINGTON, VA
<b>POPULATION:</b>		
2010 Census	36,523	207,627
2021 Population	43,192	232,576
2026 Projection	45,783	244,401
<b>POPULATION GROWTH:</b>		
Percent Change: 2010 to 2021	18.3%	12.0%
Percent Change: 2021 to 2026	6.0%	5.1%
<b>% OF POPULATION BETWEEN AGES 25-44:</b>		
Percentage	46.6%	41.7%
<b>EDUCATIONAL ATTAINMENT:</b>		
Bachelor's Degree or Higher	79.5%	76.8%
<b>HOUSEHOLD INCOME:</b>		
Average Household Income	\$168,303	\$165,024



# CONTINUE TO SPUR BALLSTON'S RESURGENCE

## BALLSTON MULTIFAMILY SUPPLY PIPELINE

NAME	UNITS	DELIVERY	STATUS	DEVELOPER
J Sol	326	2020	Delivered	JAG / Mitsui
The Waycroft	491	2020	Delivered	BF Saul
4040 Wilson	250	2020	Delivered	The Shooshan Company/Brandywine Realty Trust
600 N Glebe (Harris Teeter Site)	505	2023	Application Approved	Southeastern Real Estate Group
The Fairmont	367	2023	Application Pending	Washington Capitol Partners/Kettler
Central United Methodist Church Apartments	144	2023	Proposed	Arlington Partnership for Affordable Housing
1031 N Vermont	98	2023	Proposed	JAG/STARS REI
685 N Glebe - Ph. 1 (Ballston Macy's Site)	555	2025	Proposed	Insight Property Group, LLC / PGIM Real Estate
600 N Glebe - Ph. 3	227	2025	Application Approved	Southeastern Real Estate Group
<b>TOTAL</b>	<b>2,963</b>			



# INVESTORS WILL LEVERAGE OWNER'S RECENT CAPITAL SPEND

## MAJOR PROJECTS (PAST 5 YEARS)

TENANT BUILD-OUTS

**\$3.6M**

SPEC SUITES

**\$1.3M**

BASE BUILDING

**\$2.9M**

ELEVATOR LOBBY AND CORRIDOR RENOVATIONS



CONFERENCE CENTER



FLUENCE



BLUEHALO



## FIRST-CLASS TENANT FINISHES

Significant tenant dollars have been spent on existing improvements, headlined by approximately \$10 MM in GSA spend.

METRO OFFICES



GSA/DHS





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\*\*The outbreak of the COVID-19 virus (novel coronavirus) since the end of January 2020 has resulted in market uncertainty and volatility. While the economic impact of a contagion disease generally arises from the uncertainty and loss of consumer confidence, its impact on real estate values is unknown at this stage. Given the prevailing domestic and global uncertainty arising from the Coronavirus, we recommend that the intended recipients of this information regularly seek our guidance.