



 **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

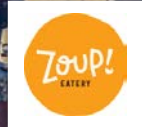
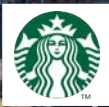


AT THE INTERSECTION OF INNOVA

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



VT ALEXANDRIA CAMPUS

GW THE GEORGE WASHINGTON UNIVERSITY - ARLINGTON EDUCATION CENTER

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

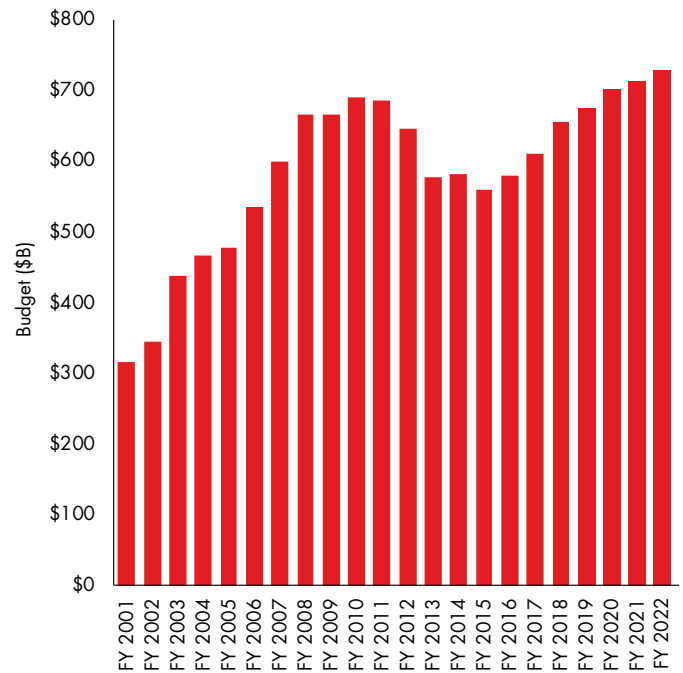
BALLSTON QUARTER

DARPA

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

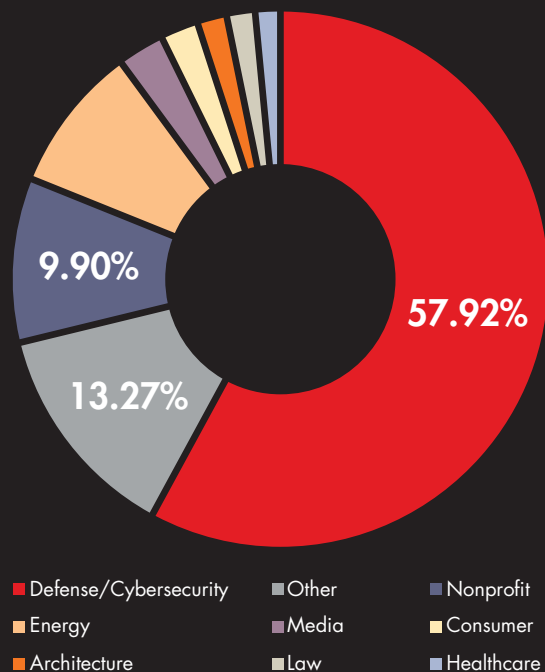
- Since Sequestration ended, the U.S. defense budget has steadily increased year-over-year, averaging 3.6% growth since 2015. In addition, there has been explosive growth in cloud contract volumes, rising from \$1.1 BN in 2011 to \$6.4B in 2020.
- DARPA and ONR – who develop the world’s most advanced 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

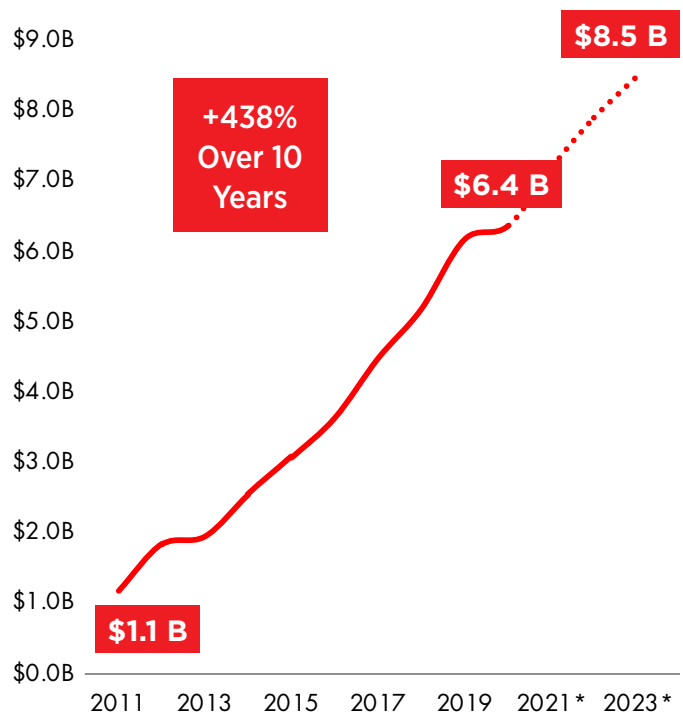


DIVERSE, MISSION-CRITICAL RENT ROLL

Ballston One Office SF Breakdown by Industry



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

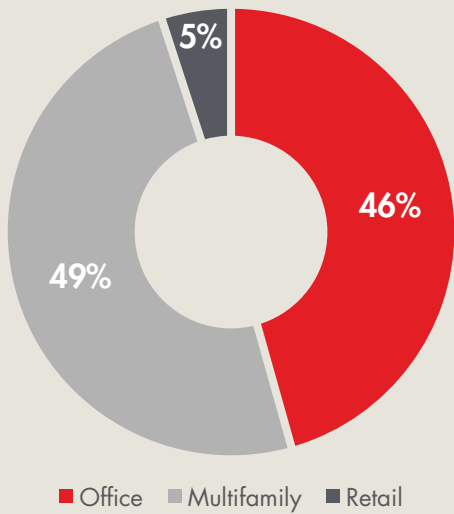




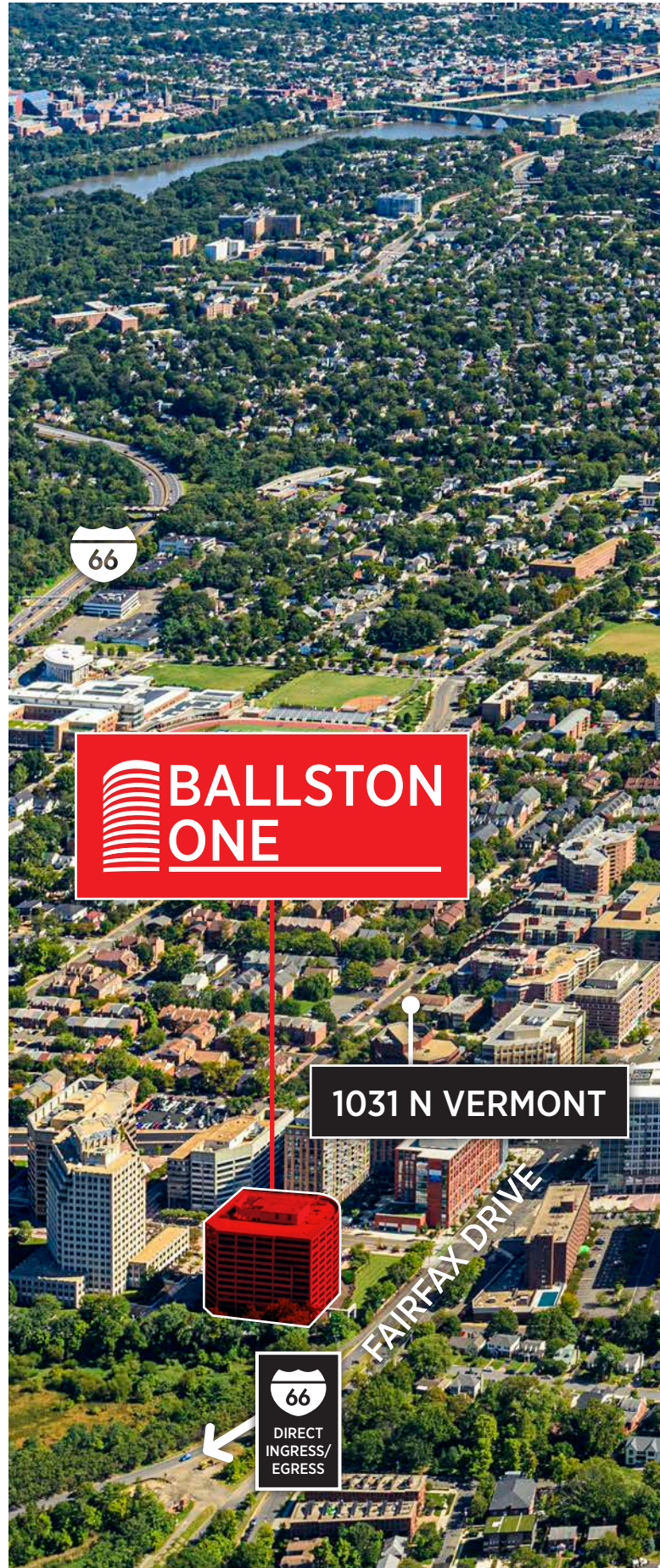
A ROBUST MULTIFAMILY PIPELINE WILL C

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 |
|--|------------------------------|---------------|
| POPULATION: | | |
| 2010 Census | 36,523 | 207,627 |
| 2021 Population | 43,192 | 232,576 |
| 2026 Projection | 45,783 | 244,401 |
| POPULATION GROWTH: | | |
| Percent Change: 2010 to 2021 | 18.3% | 12.0% |
| Percent Change: 2021 to 2026 | 6.0% | 5.1% |
| % OF POPULATION BETWEEN AGES 25-44: | | |
| Percentage | 46.6% | 41.7% |
| EDUCATIONAL ATTAINMENT: | | |
| Bachelor's Degree or Higher | 79.5% | 76.8% |
| HOUSEHOLD INCOME: | | |
| 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 |
| TOTAL | 2,963 | | | |



**CENTRAL
UNITED
METHODIST
CHURCH
APARTMENTS**

J SOL

4040 WILSON

**600 N GLEBE
(HARRIS
TEETER SITE)**

685 N GLEBE

THE FAIRMONT

THE WAYCROFT



INVESTORS WILL LEVERAGE OWNER'S RECENT CAPITAL SPEND

MAJOR PROJECTS (PAST 5 YEARS)

TENANT BUILD-OUTS
\$3.6M

SPEC SUITES
\$0.9M

BASE BUILDING
\$3.2M

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 \$9.2M in GSA spend.

METRO OFFICES



GSA/DHS





INVESTMENT ADVISORY

JIM MEISEL

Senior Managing Director
202 533 2505
jim.meisel@am.jll.com

MATT NICHOLSON

Managing Director
202 533 2502
matt.nicholson@am.jll.com

ANDREW WEIR

Senior Managing Director
202 533 2504
andrew.weir@am.jll.com

DAVE BAKER

Director
202 777 2301
d.baker@am.jll.com

FINANCING

DANIEL MCINTYRE

Senior Director
202 533 2506
daniel.mcintyre@am.jll.com

PAUL SPELLMAN

Senior Director
202 719 6900
paul.spellman@am.jll.com

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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.