



410

N FAIRFAX

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ARLINGTON, VA

# THE OFFERING

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Jones Lang LaSalle Americas, Inc. ("JLL"), as exclusive representative for Owner, is pleased to present this opportunity to purchase 4100 N Fairfax Dr ("4100 N Fairfax" or "the Property"), a 271,407 BRSF office building situated prominently on Fairfax Drive in the amenity-rich Ballston core, just a 3-minute walk to the Ballston-MU Metro Stop (Orange & Silver Lines). The Property is 32% leased to 9 tenants with 1.7 years of WALT, offering investors a substantial value-add investment opportunity with significant long-term optionality in a premier Northern Virginia submarket.

Ballston's combination of elite demographics, incredible transit access and walkability and premier employers has cemented it as an ideal submarket to live and work. The submarket boasts approximately \$1.4 billion in placemaking developments, including Ballston Quarter and Ballston Exchange, located just two blocks from the Property. These two diverse and contemporary retail and entertainment hubs, coupled with a robust residential market boasting over 14% rent growth since 2020 and projected rent growth that outpaces the national average, guarantee 4100 N Fairfax's long-term success in the heart of 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 longstanding 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. hub. The current administration's focus on continued defense innovation is driving real-time leasing, with over 39% of all leasing activity in Northern Virginia in 2025 going to Technology or Aerospace & Defense tenants.

Capitalizing on continued defense and cybersecurity contract growth, in addition to a robust multifamily market, 4100 N Fairfax represents a compelling value-add play at a significant discount to replacement cost. The short-duration WALT, limited tenancy, and premier submarket demographics guarantee investors upside optionality to pursue alternative business plans in a dynamic market.

*4100 N Fairfax is one of multiple assets being marketed concurrently by Seller. Offers will be accepted on a portfolio and/or single asset basis.*



# PROPERTY OVERVIEW

## ADDRESS

4100 N Fairfax Dr  
Arlington, VA 22203

## PROPERTY TYPE

Class A Office

## SUBMARKET

Ballston

## RENTABLE AREA

271,407 BRSF

## % LEASED

32%

## WALT (FROM 5/1/2026)

1.7 Years

## STORIES

13

## YEAR BUILT

2000

## TYPICAL FLOOR PLATE

+- 21,000 BRSF

## PARKING RATIO

437 Spaces  
1.61 per 1,000 SF

## ZONING

C-O-A Mixed Use  
District

# INVESTMENT HIGHLIGHTS



271,407 BRSF Institutional-Quality Class A Office Building



Ideal Value-Add Profile Priced at Significant Discount to Replacement Cost; 32% Leased to 9 Tenants with 1.7 Years of WALT Provides Investors Significant Upside Optionality



Boutique Floor Plates, Strong Submarket Demographics, and Short WALT Provide Long-Term Conversion Optionality



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



Amenity-Rich, 24/7 Location – Two Blocks from Ballston Quarter and Ballston Exchange Placemaking Projects



# AT THE INTERSECTION OF INNOVATION & AMENITIZATION

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



#### BALLSTON EXCHANGE

corepower  
YOGA

DUNKIN'

Orangetheory

CHOPT CREATIVE SALAD CO.

SHAKE SHACK

CAVA

sweetgreen

DARPA

#### BALLSTON QUARTER

Chick-fil-A

CVS mezeh  
MEDITERRANEAN GRILL

OneLife  
FITNESS

REGAL

Nando's  
PERI-PERI CHICKEN

Starbucks

WESTIN  
HOTELS & RESORTS

P.F. CHANG'S

TARGET

Total Wine  
& MORE

VT ALEXANDRIA  
CAMPUS

THE GEORGE WASHINGTON  
UNIVERSITY - ARLINGTON  
EDUCATION CENTER

Starbucks  
Marymount  
UNIVERSITY

# AMAZON HQ2

25,000+  
DIRECT JOB CREATION

2.4 MM SF  
DELIVERED 2024

4.0 MILES / 10 MINUTES



DIRECT  
INGRESS/  
EGRESS

# BALLSTON'S PLACEMAKING EPICENTER: BALLSTON QUARTER

Ballston Quarter provides over 500,000 SF of dynamic retail and entertainment options and has become the hub of Ballston since its delivery in 2019, driving growth in both the office and multifamily sectors. Brookfield Properties spent over \$330 million dollars to deliver 400 multifamily units, four levels of office space, and a pedestrian bridge across Wilson Boulevard leading to the Ballston-MU Metrorail stop (Orange and Silver Lines). The Property's location less than a 5-minute walk away provides the amenity base required for both office and multifamily tenants.



ice cream  
**jubilee**



**REGAL**



True Food  
kitchen

**mezeh**  
MEDITERRANEAN GRILL

**CHOPT**  
Creative Salad Company

**cava**



**DUNKIN'**  
**DONUTS**



**Chick-fil-A**

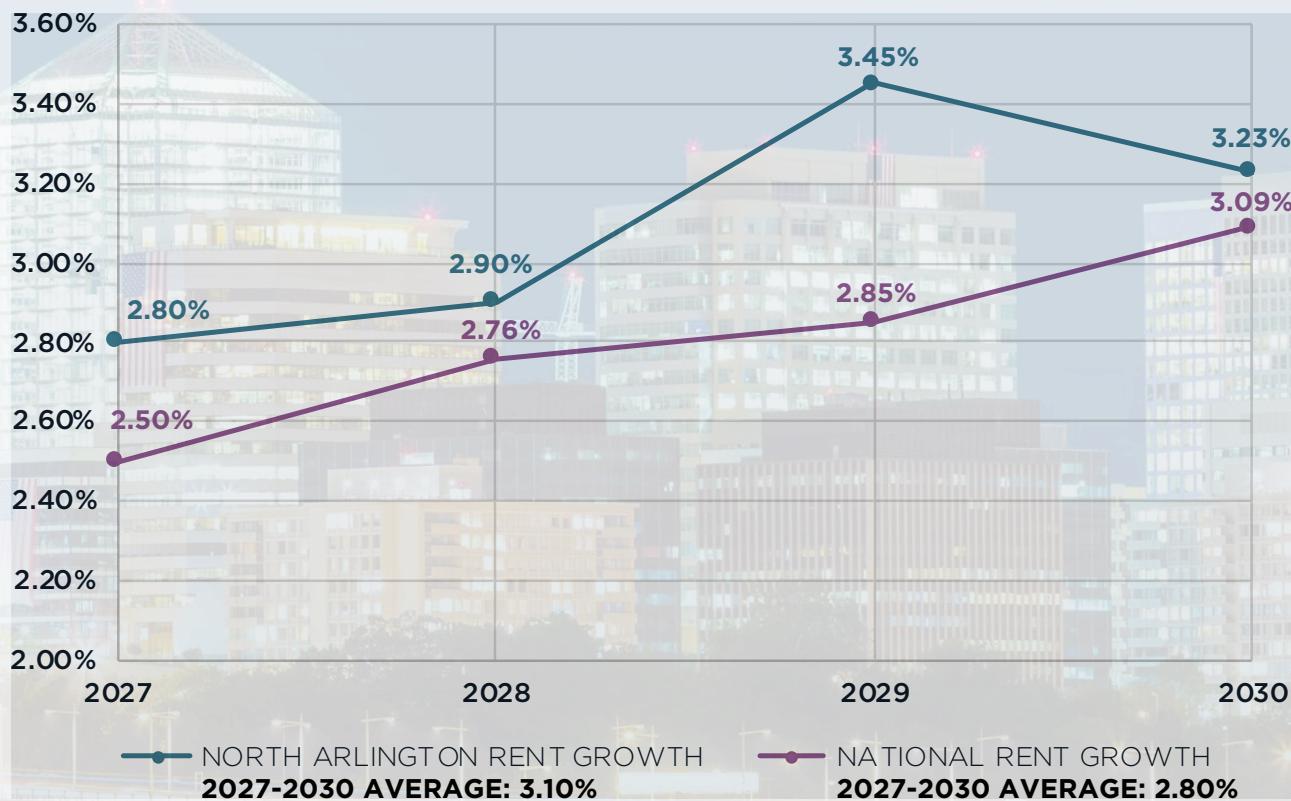
**Orangetheory**





# COMPELLING MULTIFAMILY FUNDAMENTALS SUPPORT BALLSTON GROWTH STORY

## NORTH ARLINGTON PROJECTED RENT GROWTH OUTPACES THE NATIONAL AVERAGE



Source: Axios

## BALLSTON DEMOGRAPHIC SNAPSHOT

WITHIN A 1-MILE RADIUS



**\$215,052**  
AVERAGE  
HOUSEHOLD  
INCOME  
*+8% ESTIMATED 5  
YEAR HHI GROWTH*



**\$1,037,217**  
AVERAGE HOME  
VALUE



**89.8% WHITE  
COLLAR  
WORKFORCE**



**1.5%**  
UNEMPLOYMENT  
RATE

# DWINDLING SUPPLY & INSATIABLE DEMAND CREATE AN APPEALING LONG-TERM DEVELOPMENT OPPORTUNITY



## BALLSTON MULTIFAMILY PIPELINE: ONLY FOUR PROJECTS PLANNED, NONE PAST 2028

NAME	UNITS	DELIVERY	STATUS	DEVELOPER
UrbA II & III	424	2027	Under Construction	Southeastern
Macy's Ballston	553	2028	Under Construction	Insight Property Group
420 Fairfax	302	2028	Planned	Aria Development Group
4600 Fairfax Drive	462	2028	Planned	Hoffman & Associates/Snell Properties
<b>TOTAL</b>	<b>1,741</b>			

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

**DARPA**

675 NORTH RANDOLPH STREET

NGMM

Pulling Guard

**VIRGINIA TECH RESEARCH CENTER**

900 N Glebe Rd

**GEORGE WASHINGTON UNIVERSITY ARLINGTON EDUCATION CENTER**

950 N Glebe Rd

**4100 N FAIRFAX**

**BALLSTON QUARTER**

Chick-fil-A

CVS mezeh

OneLife FITNESS

REGAL

**BALLSTON EXCHANGE**

corepower YOGA

DUNKIN'

SHAKE SHACK

orangetheory

CHOPT CREATIVE SALAD CO.

CAVA

**OFFICE OF NAVAL RESEARCH & AIRFORCE OFFICE OF SCIENTIFIC RESEARCH (ONR)**

875 NORTH RANDOLPH STREET

Office of Naval Research (ONR) Science & Technology

AFOSR AIR FORCE OFFICE OF SCIENTIFIC RESEARCH

Sea Hunter

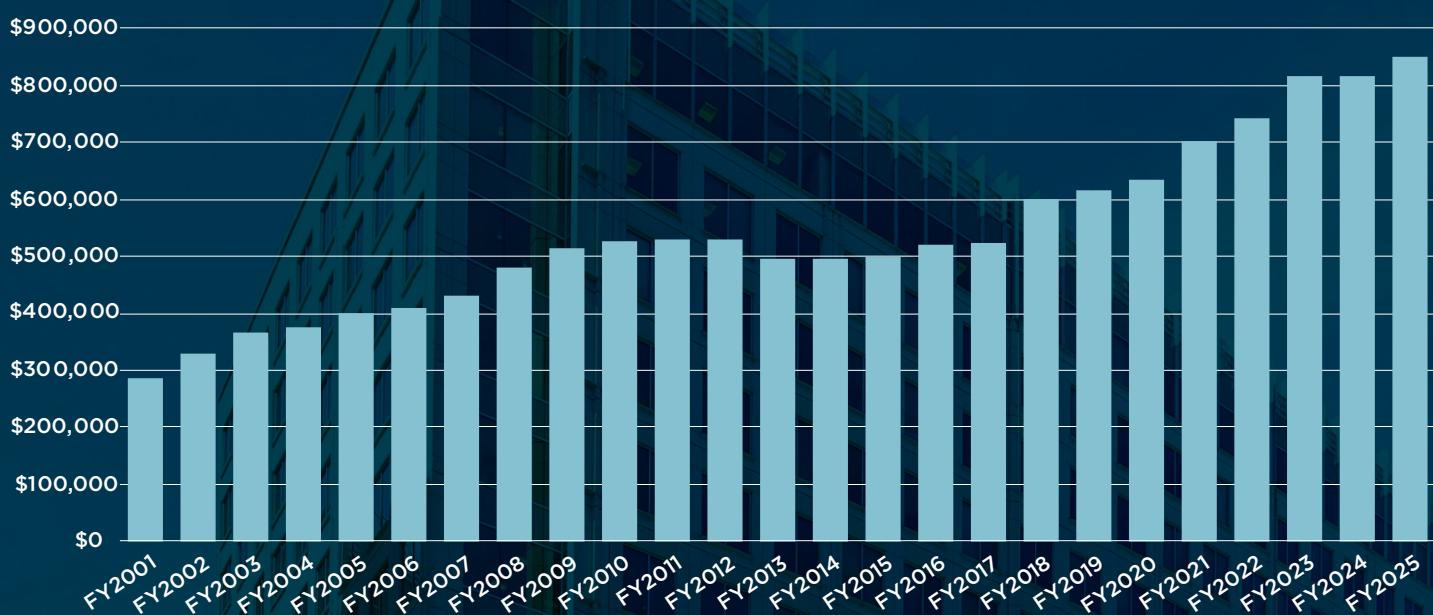
Ground Renewable Expeditionary Energy System

Navy's Floating Instrument Platform (FLIP)

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

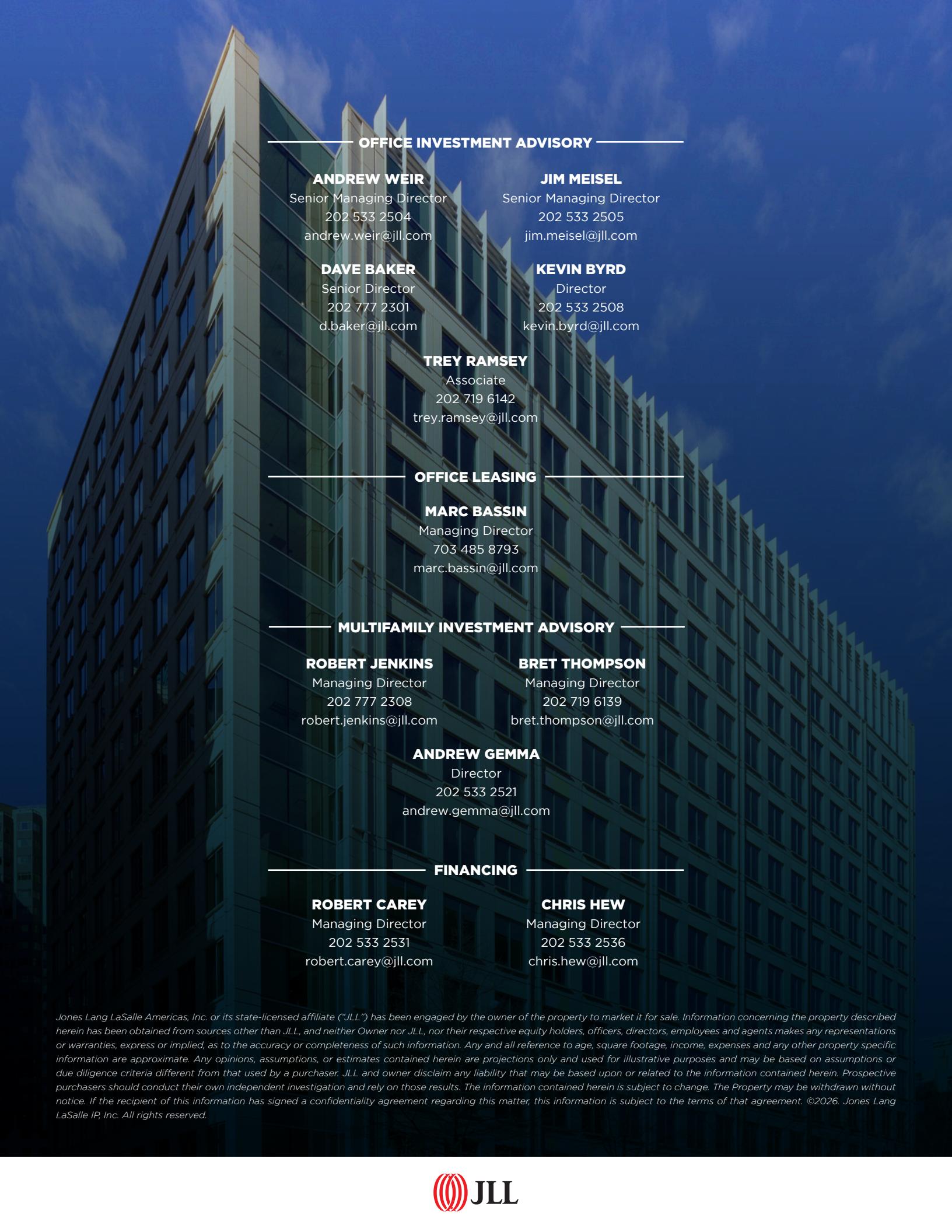
- Since Sequestration ended, the U.S. defense budget has steadily increased year-over-year, averaging 4.0% growth since 2015. In addition, there has been explosive growth in cloud contract volumes, rising from \$2.4 BN in 2011 to nearly \$11 BN in 2025.
- DARPA and ONR – who develop the world's most advanced defense technologies – sit less than a quarter of a mile from the Property and ensure Ballston's continued status as one of the most innovative submarkets on the planet.
- The DARPA budget (FY2025 Request: \$4.4 BN) has increased an average of 5.4% 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



SINCE THE LAUNCH OF A FEDERAL CLOUD STRATEGY IN 2011, GOVERNMENT CONTRACTING FOR CLOUD COMPUTING HAS SKYROCKETED





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