



4100

N FAIRFAX

...

ARLINGTON, VA

THE OFFERING

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



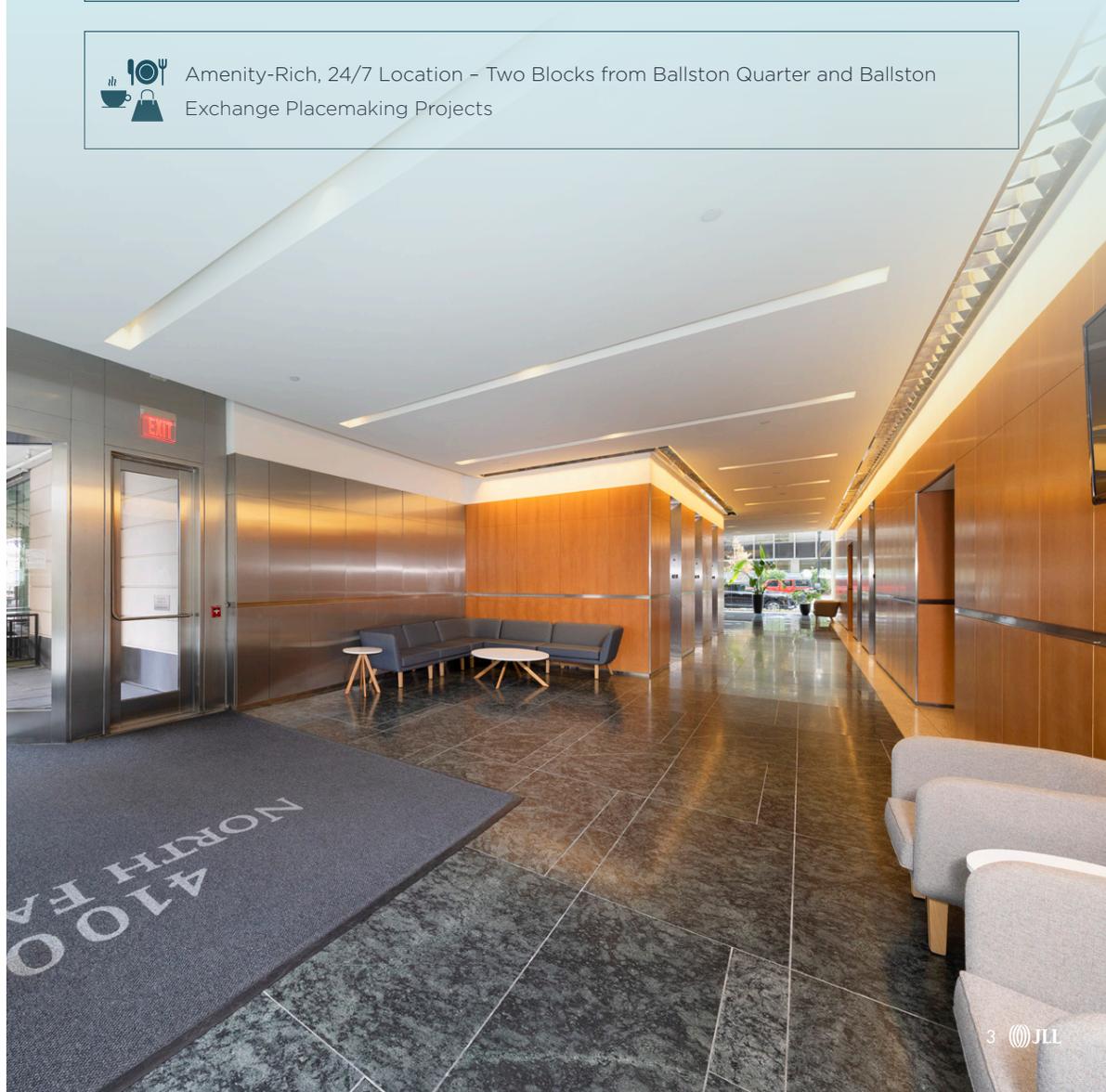
Fully Approved for Residential Conversion via Arlington County Administration Regulation 4.1



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



GEORGE MASON UNIVERSITY
ARLINGTON CAMPUS

\$250MM PUBLIC-PRIVATE PARTNERSHIP DELIVERED 2025

0.7 MILES / 3 MINUTES



VIRGINIA TECH
INNOVATION CAMPUS

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

5.2 MILES / 14 MINUTES

BALLSTON EXCHANGE

corepower
YOGA

DUNKIN'

Orangetheory

CHOPT CREATIVE SALAD CO.

SHAKE SHACK

CAVA

DARPA

BALLSTON QUARTER

Chick-fil-A

CVS mezeh
MEDITERRANEAN GRILL

Onelife
FITNESS

REGAL

AMAZON HQ2

25,000+
DIRECT JOB CREATION

2.4 MM SF
DELIVERED 2024

4.0 MILES / 10 MINUTES

sweetgreen

Harris Teeter
Neighborhood Food & Pharmacy

Nando's
PERI-PERI CHICKEN

TARGET

WESTIN
HOTELS & RESORTS

Total Wine
& MORE

P.F. CHANG'S

VT ALEXANDRIA
CAMPUS

66

DIRECT
INGRESS/
EGRESS

THE GEORGE WASHINGTON
UNIVERSITY - ARLINGTON
EDUCATION CENTER

MARYMOUNT
UNIVERSITY

BALLSTON'S PLACEMAKING EPICENTER: BALLSTON QUARTER

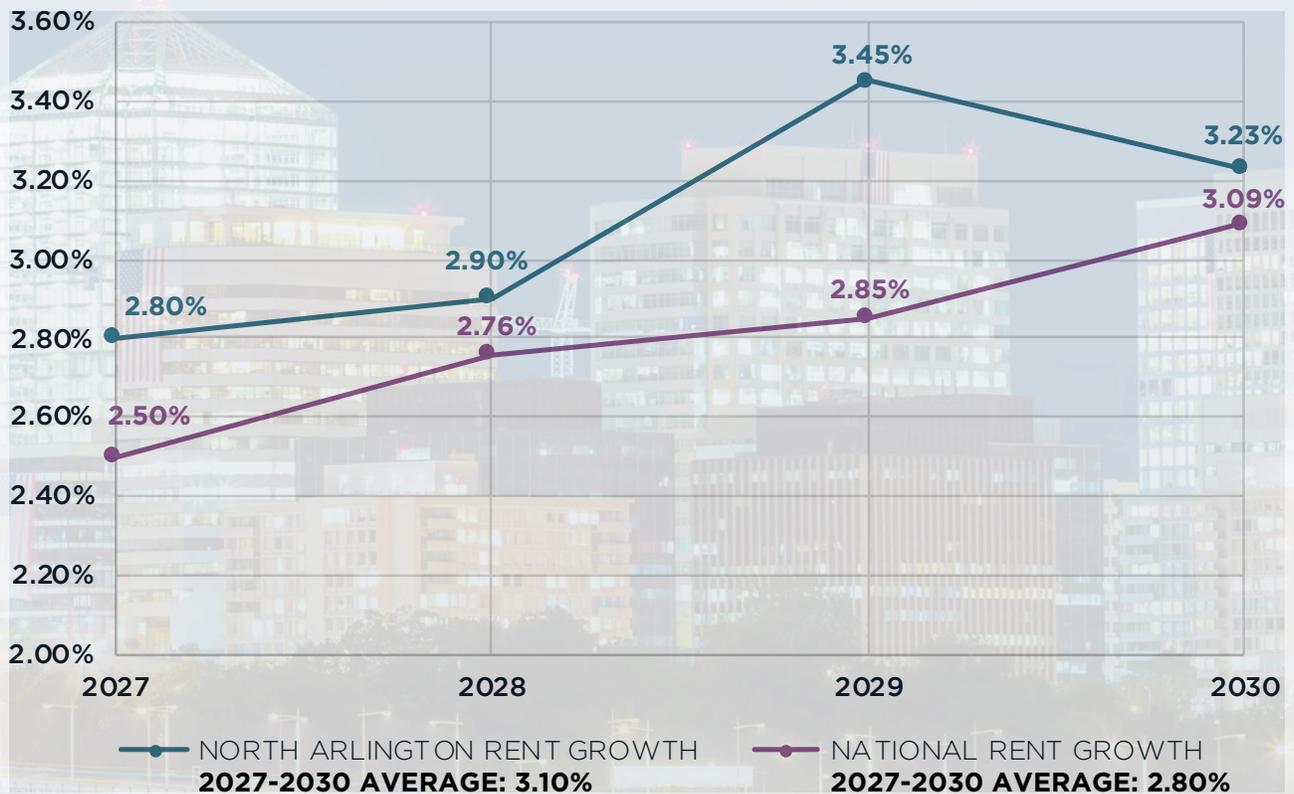
Ballston Quarter provides over 500,000 SF of dynamic retail and entertainment options and has become the hub of Ballston since its delivery in 2019, driving growth in both the office and multifamily sectors. Brookfield Properties spent over \$330 million dollars to deliver 400 multifamily units, four 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.





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
TOTAL	1,741			

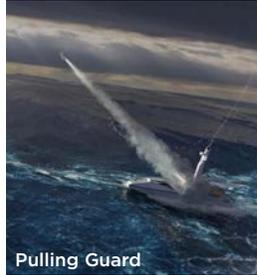
BALLSTON: ONE OF THE MOST INNOVATIVE SUBMARKETS IN THE WORLD

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

BALLSTON QUARTER



BALLSTON EXCHANGE



MARYMOUNT UNIVERSITY BALLSTON CENTER

1000 N Glebe Rd

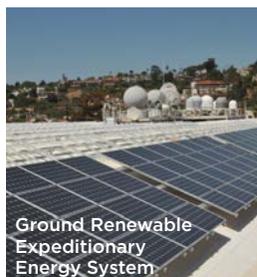
4100
N FAIRFAX

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

875 NORTH RANDOLPH STREET



Sea Hunter



Ground Renewable Expeditionary Energy System

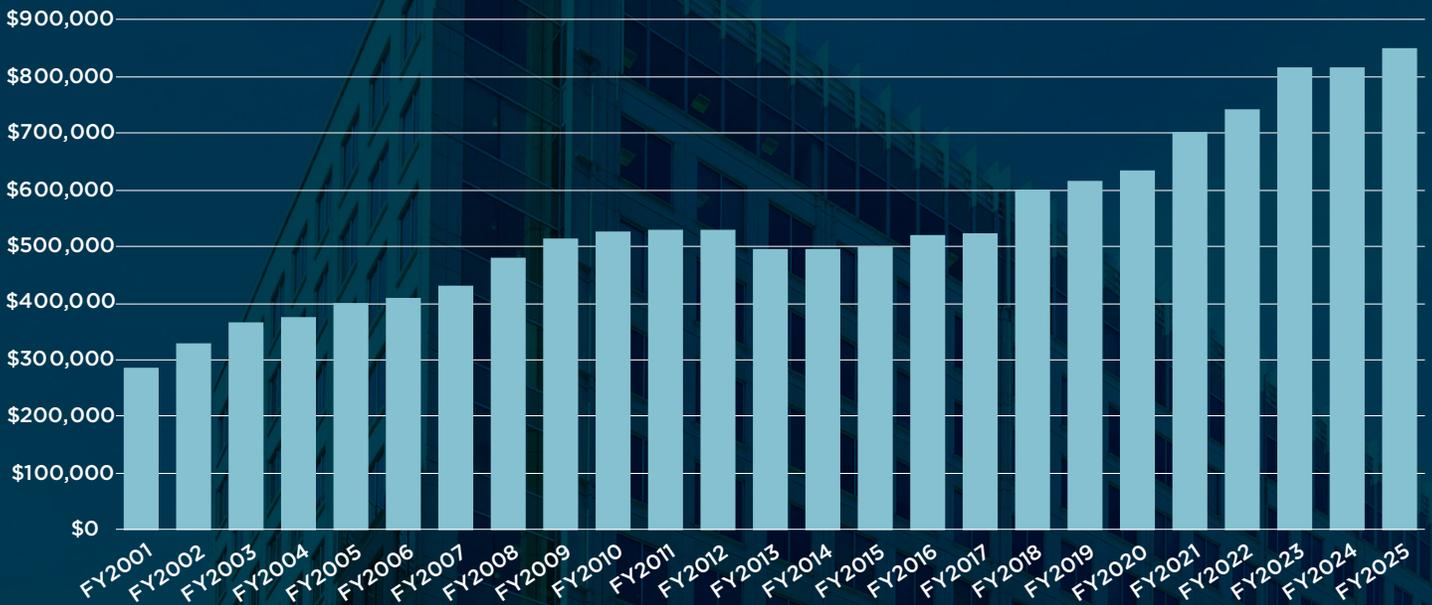


Navy's Floating Instrument Platform (FLIP)

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

FEDERAL CLOUD CONTRACT VOLUME IN THE U.S.



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