

# THE REGENT

950 N. GLEBE



# Executive Summary

Jones Lang LaSalle Americas, Inc. (“JLL”), as exclusive representative for Owner, is pleased to present this opportunity to purchase The Regent (“950 N Glebe” or “the Property”), a 262,361 SF Class A office building situated prominently on the corner of Fairfax Drive and North Glebe Road in the amenity-rich Ballston core. The Property, built in 2007, sits 79% leased to 10 tenants with 8.7 years WALT and recently underwent a transformative, \$7 MM amenity upgrade, driving 174,000 SF of leasing since 2023. The Property offers investors a substantial investment opportunity with remaining vacancy consisting of spec suites and two contiguous upper stack floors.

Ballston’s office fundamentals remain resilient, anchored by the headquarters of 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 comprised of Technology or Aerospace & Defense tenants.

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 \$1.4B in placemaking developments, including Ballston Quarter and Exchange, located less than a 10-minute walk from the Property. With direct access to Interstate 66 and a short walk to the Ballston-MU Metro Stop (Orange & Silver Lines), The Regent sits in the heart of one of Washington Metro’s premier, 24/7 neighborhoods.

With the recent delivery of top of market amenities in a scarcely competitive landscape, the Property stands to succeed in the flight-to-quality trend. Accordingly, investors have the opportunity to capitalize on strong in-place cash flow and leasing tailwinds to achieve further occupancy.



# STUDENT HOUSE



# Investment Highlights



262,361 SF LEED Gold, Well Health Safety Rated, Class A Office Building Built in 2007 with Four Sides of Glass



79% Leased to 10 Tenants with 8.7 Years of WALT – Remaining Vacancy is Consolidated to Spec Suites and Two Contiguous Upper Stack Floors



Best-In-Class Amenity Upgrade: \$7 MM Spent to Deliver Regent House (Coffee Bar, Lounge, Conference Center), Outdoor Patio, and Reimagined Fitness Center



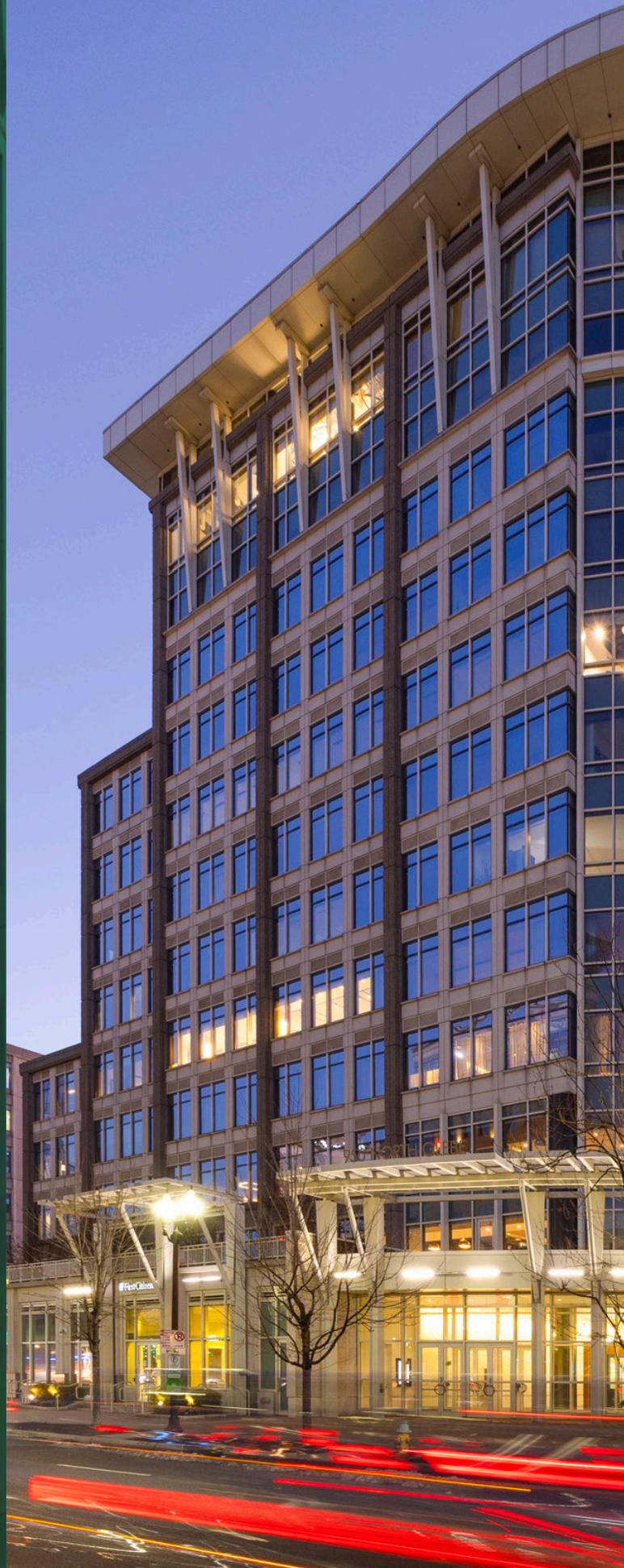
174,000 SF of New Leases & Renewals Since 2023, Driven by Amenitization & Flight-to-Quality Trend in Northern Virginia



Irreplaceable, Transit-Oriented Location with Direct Metro Accessibility & Immediate Proximity to I-66



Prominently Situated on North Glebe Road – Less than a 10-Minute Walk from Amenity-Rich Ballston Quarter and Ballston Exchange Placemaking Projects





# Property Description

## ADDRESS

950 North Glebe Road  
Arlington, VA 22203

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## BUILT/RENOVATED

2007/2024  
*(Original Construction by The JBG Companies)*

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## RBA

262,361 BRSF

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## % LEASED

79%

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## WALT (AS OF 8/1/2026)

8.7 years

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## # TENANTS

10

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## STORIES

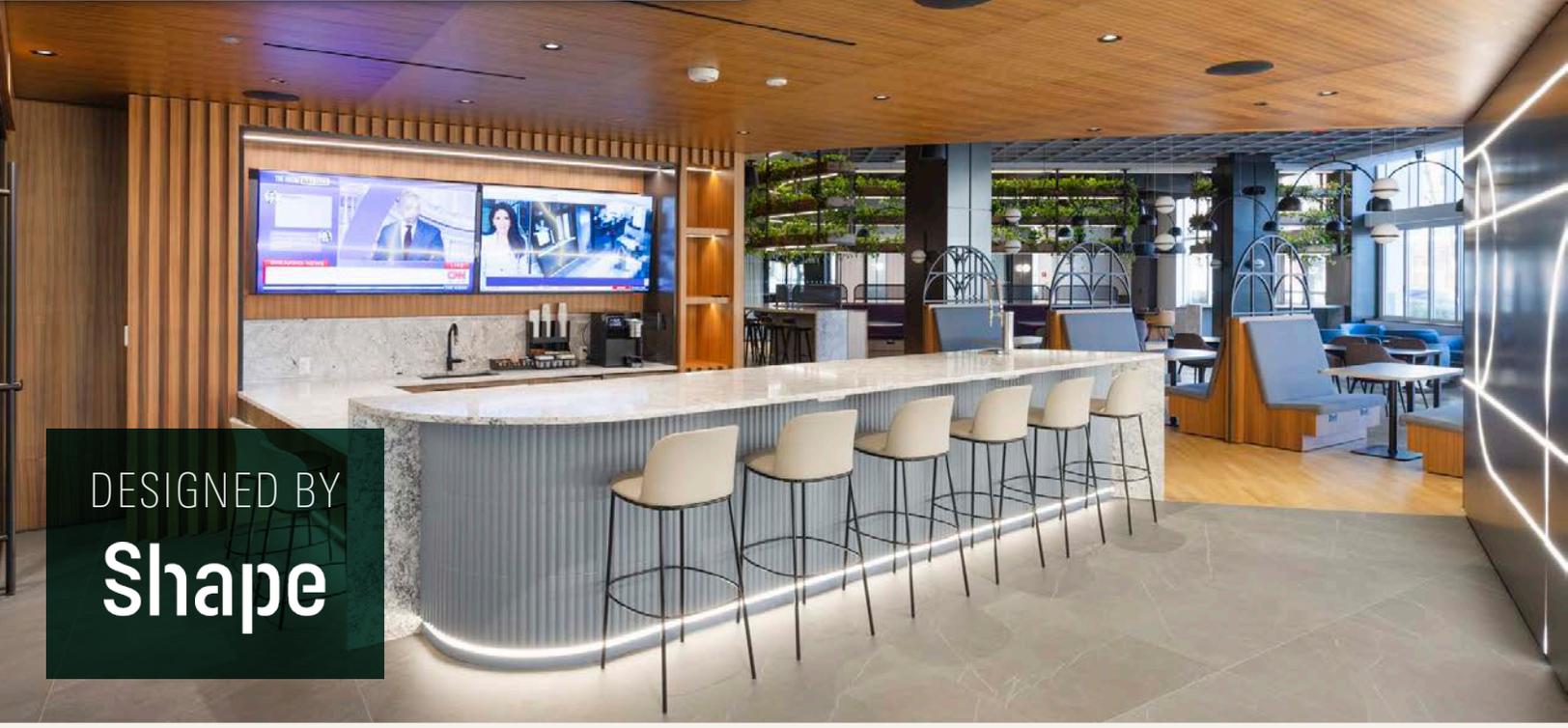
12 Above-Grade Levels  
3 Level Below-Grade Parking Garage  
420 Parking Space (1.6 per 1,000 SF)

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## TYPICAL FLOOR PLATE

Floor 2: +/- 29,000 SF  
Floors 3-5: +/- 26,350 SF  
Floors 6-9: +/- 22,500 SF  
Floors 10-12: +/- 18,500 SF

Regent House Tenant Lounge & Coffee Bar



DESIGNED BY  
**Shape**

**\$7**

RENOVATION IN 2024 DELIVERED

Revitalized Lobby

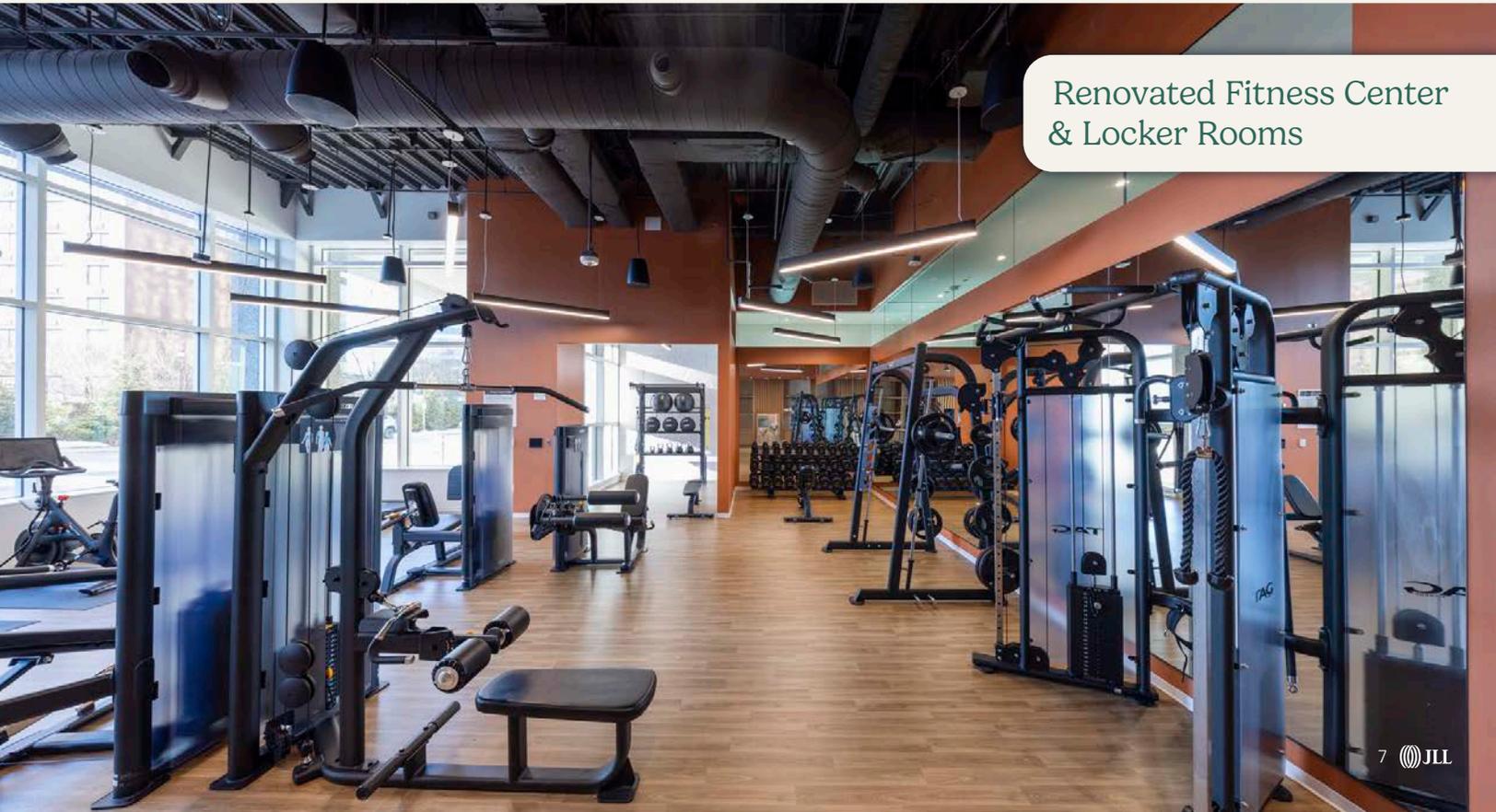


AVERAGE IN-PLACE RENTS INCREASED  
**\$9 PSF (23%)** POST-RENOVATION



Regent House 250-Person  
Conference Center

**MM**  
TOP-OF-THE-MARKET AMENITIES



Renovated Fitness Center  
& Locker Rooms

7

NEW DEALS

174,000 SF (68% OF RBA)





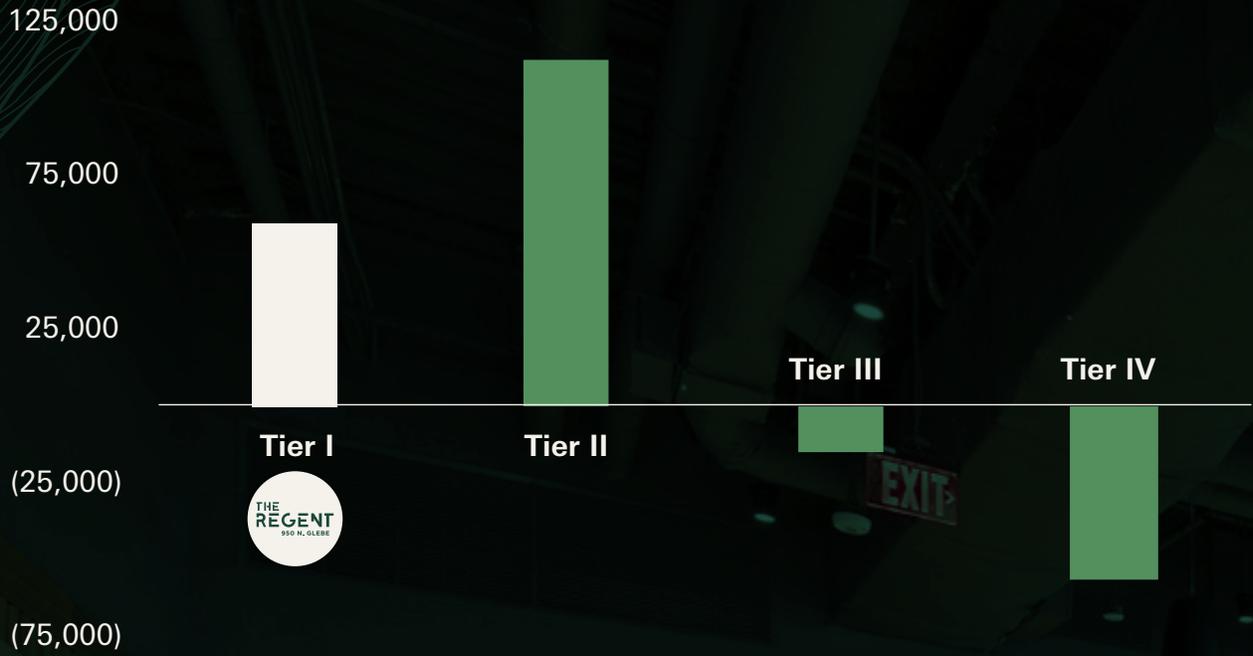
**3**  
Renewals/  
Expansions

# OF LEASING SINCE 2023



# Higher Quality Buildings are Dominating Ballston Leasing Activity Post-Covid

BALLSTON NET ABSORPTION BY TIER, 2021-2025

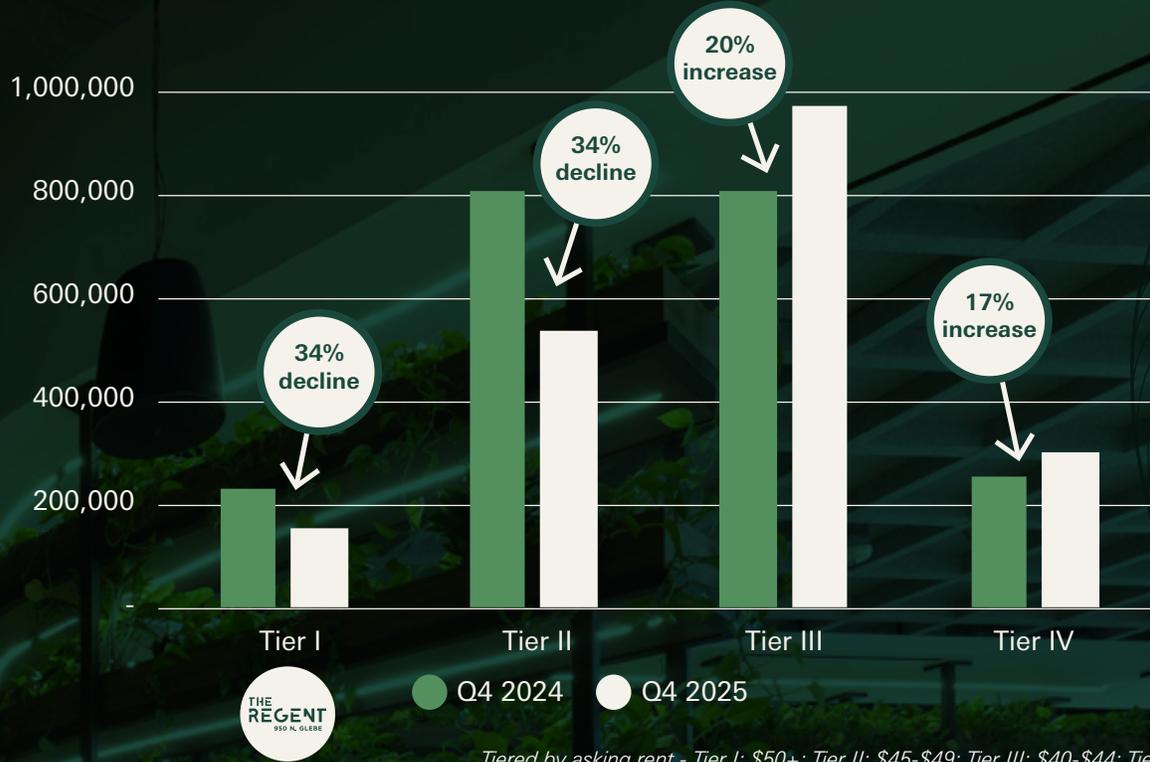


Tiered by asking rent - Tier I: \$50+; Tier II: \$45-\$49; Tier III: \$40-\$44; Tier IV: Sub \$40



# Vacancy Is Rapidly Shrinking for Top-Tier Buildings In Ballston

## BALLSTON DIRECT VACANCY BY TIER



Highly  
Amenitized  
Location  
Walkable  
to Ballston's  
Placemaking  
Epicenter



## Ballston Quarter

Built in 1951 as one of Washington Metro's first suburban shopping centers

Reimagined by Brookfield in 2019 as a modern entertainment hub with dozens of vendors





- |                            |                                      |
|----------------------------|--------------------------------------|
| <b>1</b> P.F. Chang's      | <b>15</b> Chipotle                   |
| <b>2</b> Starbucks         | <b>16</b> Gyu San Japanese BBQ & Bar |
| <b>3</b> Poke It Up        | <b>17</b> Ballston Local             |
| <b>4</b> Nando's PERI-PERi | <b>18</b> The Commentary             |
| <b>5</b> Potbelly          | <b>19</b> Mike's Café                |
| <b>6</b> Panera Bread      | <b>20</b> Sushi2Go                   |
| <b>7</b> Gute Leute        | <b>21</b> IHOP                       |
| <b>8</b> Starbucks         | <b>22</b> Bronson Bierhall           |
| <b>9</b> Kanji Izakaya     | <b>23</b> Immigrant Food Ballston    |
| <b>10</b> Uncle Julio's    | <b>24</b> Himalayan Wild Yak         |
| <b>11</b> Subway           | <b>25</b> SER Restaurant             |
| <b>12</b> Silver Diner     | <b>26</b> Melting Pot                |
| <b>13</b> Big Buns         | <b>27</b> Total Wine & More          |
| <b>14</b> Roggenart Bakery |                                      |



# Ballston Exchange

Built in 1992 & 1997 as single-tenant office buildings  
 Redeveloped by Jamestown as a mixed-use project with over 750k SF of retail and office space and 15+ dynamic retailers



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