

# DERWOOD

INDUSTRIAL PARK  
ROCKVILLE, MD



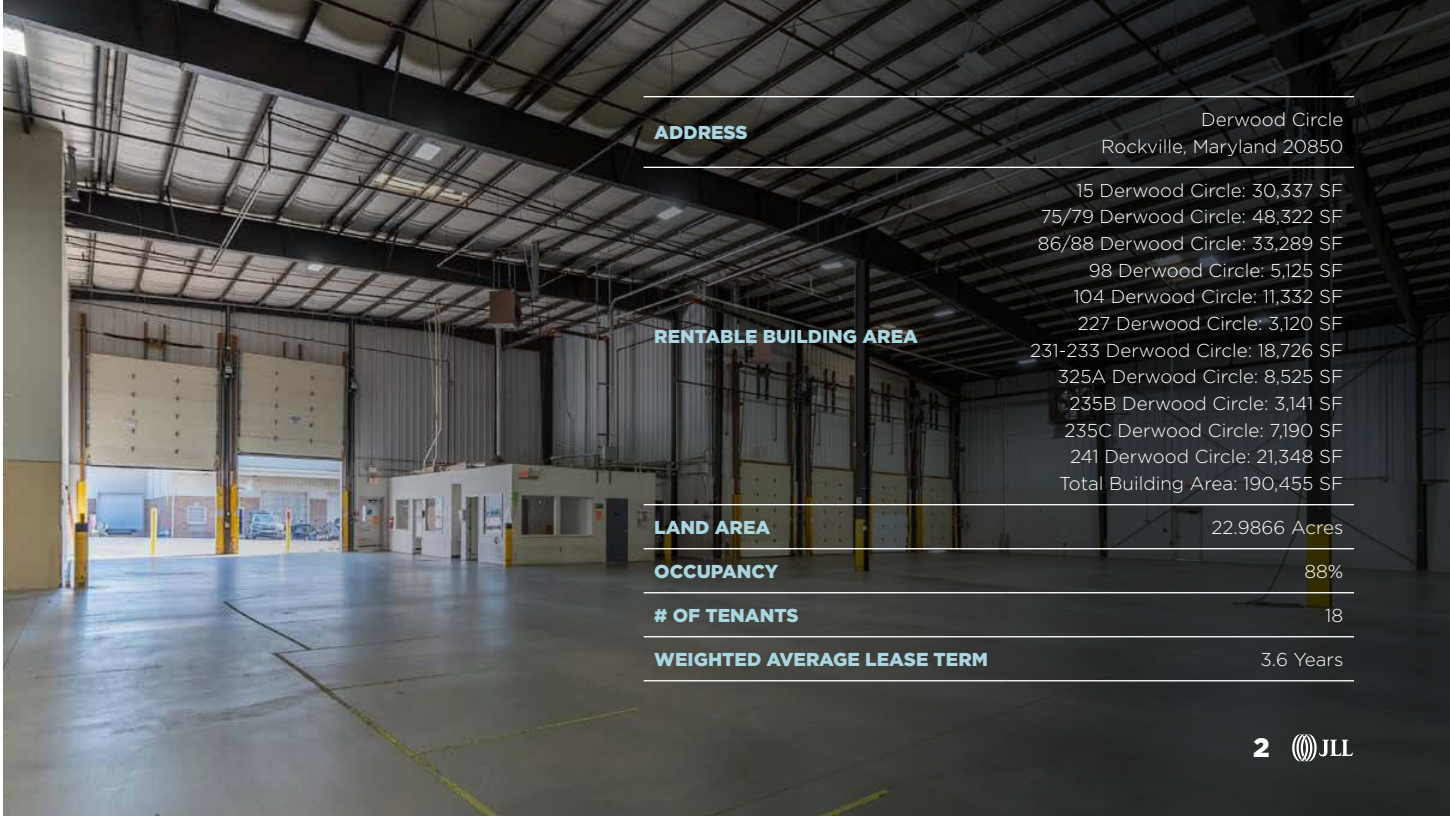
**RARE INFILL METRO D.C. SHALLOW-BAY AND IOS PORTFOLIO**  
CONFIDENTIAL EXECUTIVE SUMMARY



# THE OFFERING

Jones Lang LaSalle (“JLL”), as exclusive representative of the Owner, is pleased to offer for sale Derwood Industrial Park (or the “Park”), a rare, multi-parcel portfolio of eleven [11] industrial buildings and multiple lots designated for industrial outdoor storage (“IOS”) in Montgomery County. With a diversified rent roll of 18 tenants, Derwood Industrial Park offers investors a sought-after combination of both “under-roof” industrial and outdoor storage rental revenue in one of the most land constrained submarkets in the Mid-Atlantic. With multiple fair market value renewal options and significant historical capital investment made throughout the Park, Derwood Industrial Park offers strong tenancy in addition to an opportunistic mark-to-market strategy.

Located in Rockville, Maryland, the Park is conveniently positioned right outside of the Washington, D.C. Metropolitan Area. Just off Maryland Route 355 and only 2 miles from Interstate 270, the Park provides access to over 6.5 million people within an hour’s drive. With strong market fundamentals and limited industrial supply in Montgomery County, this opportunity offers a one-of-one industrial asset in a premier infill location.



## ADDRESS

Derwood Circle  
Rockville, Maryland 20850

## RENTABLE BUILDING AREA

15 Derwood Circle: 30,337 SF  
75/79 Derwood Circle: 48,322 SF  
86/88 Derwood Circle: 33,289 SF  
98 Derwood Circle: 5,125 SF  
104 Derwood Circle: 11,332 SF  
227 Derwood Circle: 3,120 SF  
231-233 Derwood Circle: 18,726 SF  
325A Derwood Circle: 8,525 SF  
235B Derwood Circle: 3,141 SF  
235C Derwood Circle: 7,190 SF  
241 Derwood Circle: 21,348 SF  
Total Building Area: 190,455 SF

## LAND AREA

22.9866 Acres

## OCCUPANCY

88%

## # OF TENANTS

18

## WEIGHTED AVERAGE LEASE TERM

3.6 Years

# INVESTMENT HIGHLIGHTS



**Rare, industrial portfolio acquisition opportunity** - offers easy and efficient access to Metropolitan Washington's population of 6.5 million people, boasting an average household income of over \$171,000



**Critical mass of sought-after IOS** - the Park offers a synergistic collection of Industrial Outdoor Storage ("IOS") and "under-roof" industrial that is difficult to replicate



**Loyal tenancy** with strong ties to the Park, including **20+ year occupancy histories**, significant facility investments, and multiple tenant expansions



Strong market fundamentals - **market rent growth of over 32%** since 2021, offering a substantial mark to market opportunity with the Park being ~28% below market rents



**Credit-worthy tenants with stable income and immediate upside** - Caliber Collision and ABC Supply anchor the park and the short WALT provides significant near-term upside



**Supply scarcity** - the submarket's limited availability and zero construction starts will continue to drive higher rent growth with record low vacancies

E Gude Drive

# INFILL LOCATION PROXIMATE TO I-270

← **WASHINGTON, DC**  
±20.8 MILES

| DESTINATION                                | DRIVING TIME       |
|--------------------------------------------|--------------------|
| I-370                                      | 7 Minutes          |
| I-270                                      | 9 Minutes          |
| Downtown Washington, D.C.                  | 30 Minutes         |
| Ronald Reagan National Airport             | 35 Minutes         |
| Dulles International Airport               | 35 Minutes         |
| Downtown Baltimore                         | 45 Minutes         |
| Port of Baltimore                          | 45 Minutes         |
| Baltimore/Washington International Airport | 45 Minutes         |
| Richmond, Virginia                         | 1 Hour, 50 Minutes |

**495 MOVERS**  
AC CRANE & SIGNAGE SERVICE  
B&B REFUSE  
BRODY BROTHERS PEST CONTROL  
BUTLER AUTOMOTIVE SERVICE CENTER

**DRIVEWHIP**  
FLEMING'S ULTIMATE GARAGE  
GRAINGER INDUSTRIAL SUPPLY  
HECTOR'S AUTO SERVICE  
HOON'S AUTO SERVICES  
LG AUTO BODY

**ROBINSONS AIR CONDITIONING & HEATING**  
ROYAL AUTO BODY  
TRI-STATE DRYWALL  
VICTORS AUTO BODY  
VITO SERVICES  
WINNERS WINDOW TINT  
WRAP & LETTERING

**AUTO ENTERPRISES**  
AUTO ITALIA  
I&E AUTO CENTRO, INC  
K&G AUTO SERVICES  
PQ AUTOMOTIVE  
PRECISION COLLISION CENTER  
QUIET SWEEP, LTD

**REACTION RETAIL**  
ROCKVILLE AUTO CLINIC  
SNIFFERS DOGGIE RETREAT  
SOFIVE ROCKVILLE  
UNITED AUTO REPAIR  
UNIVERSAL USED TIRES AND RIMS

**ThermoFisher SCIENTIFIC**

**BELTWAY MOVERS**

**amazon**

**CLEAN CUT SHREDDING**

**SERVPRO**

**ROCKVILLE CRANE RENTAL**

**DSP PARKING**

**FERGUSON**

**SHADY GROVE AUTOCARE**

**SCRAP METAL PRICES**

**ROCKVILLE GRANITE**

**IRWIN STONE**

**Public Storage**

**GUZMAN TOWING**

**WASHINGTON OFFICE INSTALLATIONS**

**GIANT**

**MARC**

**FISHER LUMBER**

**STANLEY STEEMER**

**DERWOOD INDUSTRIAL PARK**

**AltaGas**

**K&K FLOORS**

**Suburban Propane**

**COLLEGE PLAZA**

**ACME BRICK**

**jiffylube**

**WEST GUDE OFFICE PARK**

**U-HAUL**

**E GUDE DRIVE**

**METRO PARK**

**ELEVEN**

**Safelite AutoGlass**

**ACG**

**FedEx**

**BENAFITS BODY SHOP**

**SCANDINAVIAN IMPORT CENTER**

**Exxon**

**QXO RELIABLE CONTRACTORS**

**CARPET MAN**

**CENTRAL FLOORS WHOLESALE**

# LOYAL TENANCY WITH STRONG TIES TO THE PROPERTY

Derwood Industrial Park's rent roll covers a range of industries, taking advantage of its proximity to Washington, D.C. and need for both warehouse and outdoor storage space. Through both continued organic growth and multiple renewal options with "market" base rents, Derwood Infill Industrial Park offers stable cash flow from a diverse rental income, with the opportunity for outsized income appreciation.



**18 TENANTS OCCUPYING 25  
SUITES/LOTS**

**4 RENEWAL OPTIONS WITH  
FAIR MARKET VALUE BASE  
RENT**

**11 TENANTS WITH 20+ YEARS  
OF OCCUPANCY**

## TENANT HIGHLIGHTS

**ABC**  
Supply Co. inc.

**CREDIT  
WORTHY  
TENANCY WITH  
27+ YEARS OF  
OCCUPANCY**

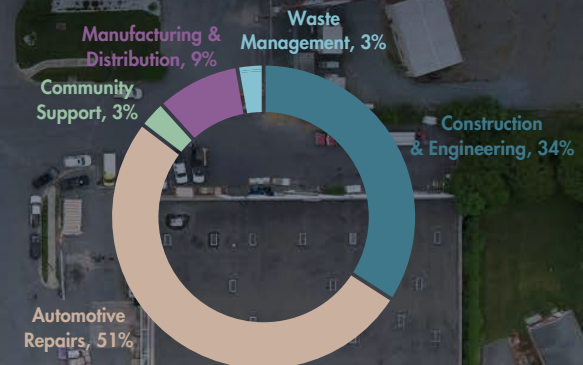
**KDB**  
MECHANICAL LLC

**LONG-TERM  
TENANCY WITH  
21+ YEARS OF  
OCCUPANCY**

**M&M AUTO  
BROKERS, DBA  
MEMBERCAR**

**20+ YEARS OF  
OCCUPANCY  
WITH MULTIPLE  
EXPANSIONS  
THROUGHOUT  
THE PARK**

## TENANT DIVERSITY



# INVESTMENT ADVISORY

## BILL PRUTTING

Senior Managing Director  
202-719-5867  
bill.prutting@jll.com

## CHRISTOPHER DALE

Managing Director  
703-964-7678  
christopher.dale@jll.com

## CRAIG CHILDS

Senior Director  
202-777-2315  
craig.childs@jll.com

## GINNA WALLACE

Director  
843-819-2821  
ginna.wallace@jll.com

# FINANCING

## SUE CARRAS

Senior Managing Director  
202 533 2526  
susan.carras@jll.com

## EVAN PARKER

Senior Director  
202 777 2303  
evan.parker@jll.com

## DAN COATS

Executive Managing Director  
703 891 8410  
dan.coats@jll.com

# ANALYTICAL SUPPORT

## ANDREW BAQUERO

Associate  
916 895 3699  
andrew.baquero@jll.com

## EVERETT MARTIN

Analyst  
571 465 0763  
everett.martin@jll.com

