

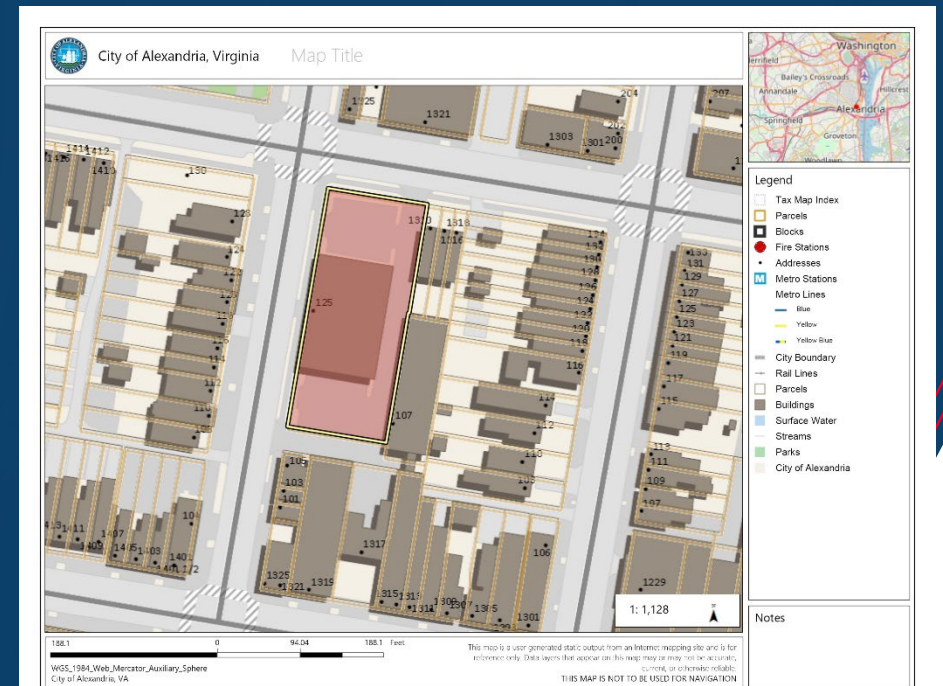


FULL SERVICE REAL ESTATE SOLUTIONS

CUSHMAN & WAKEFIELD

OUR BASIS OF UNDERSTANDING & SITE ANALYSIS

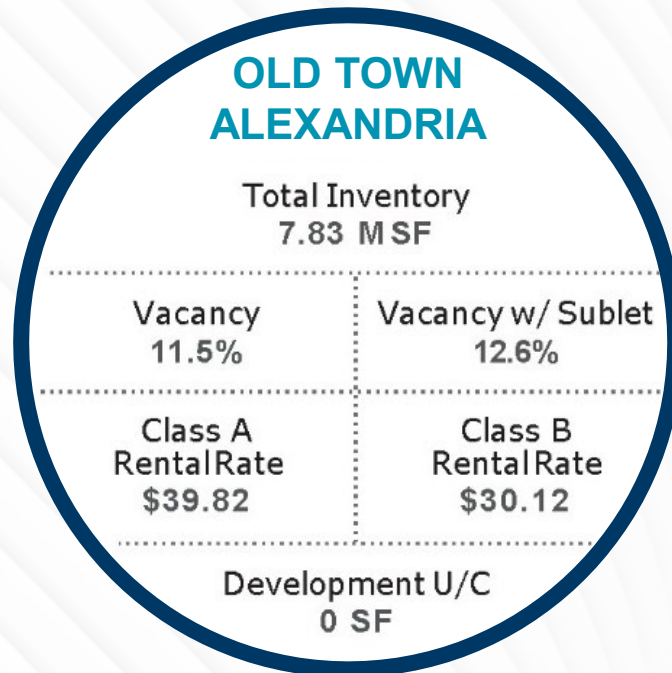
- Own **125 N. West Street** in Old Town Alexandria
- Building is ½ block off King and 4 blocks to King St. Metro, VRE and Amtrak
- Built in **1985**
- Lot **18,533 sf**
- Building size: **19,695 sf** Gross on 3 floors – **17,301 sf** Net Rentable
- Assessed at **\$4,691,000 – 1/2021 (\$271 per rsf)**
- Zoning CD
- Residential **1.25 FAR** by right and **1.5** with Special Use Permit -
Max Density – **27,799**
 - If you include the Michael Win Stanley Architects building – lot is 4,572 – adds 6,858 sf with combined Max Density of 34,657 sf
- Building is not fully utilized and there is excess capacity
- Ample surface parking on **2** sides of the Building with some covered parking
- Valuation of Existing Building for User Sale - **\$275 - \$400 sf** – target office/medical/educational uses



THE MARKET

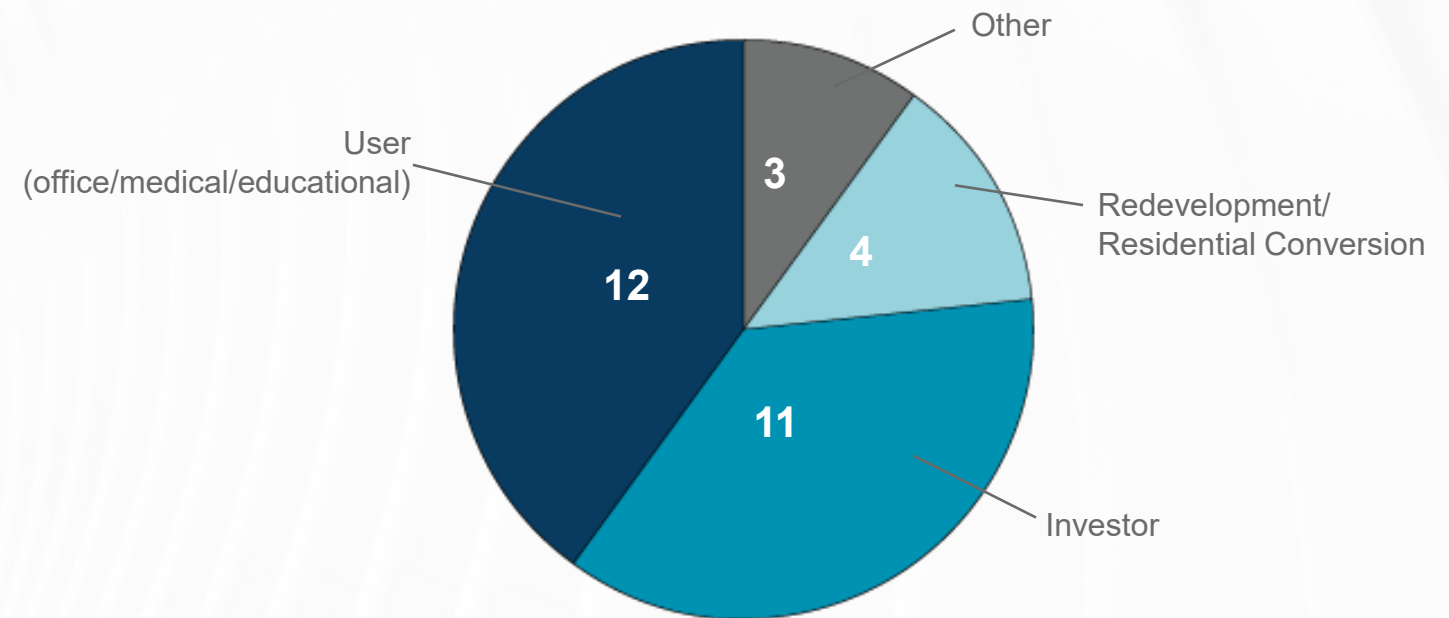
Current Alexandria Market Conditions

LEASING STATS



SALES STATS

40 Sales Over Last 24 Months for
Buildings in Excess of 5,000 SF



Price Range from \$190 to \$425 SF

CUSTOMIZED STRATEGIC PLANNING PROCESS

The Cushman and Wakefield Approach to Finding the Right Solution



ASSOCIATION TRENDS

Flexibility, Collaboration, and Technology



Hybrid work is causing organizations to **shrink** their square footages



Surveying employees and catering the workplace to their **needs**



Using **food and beverage** to spark culture and unite employees



Increased importance and dependence on **tech**



Phasing out of receptionists and front desks



More **we** space and less **me** space



Flexibility to work from **multiple locations**



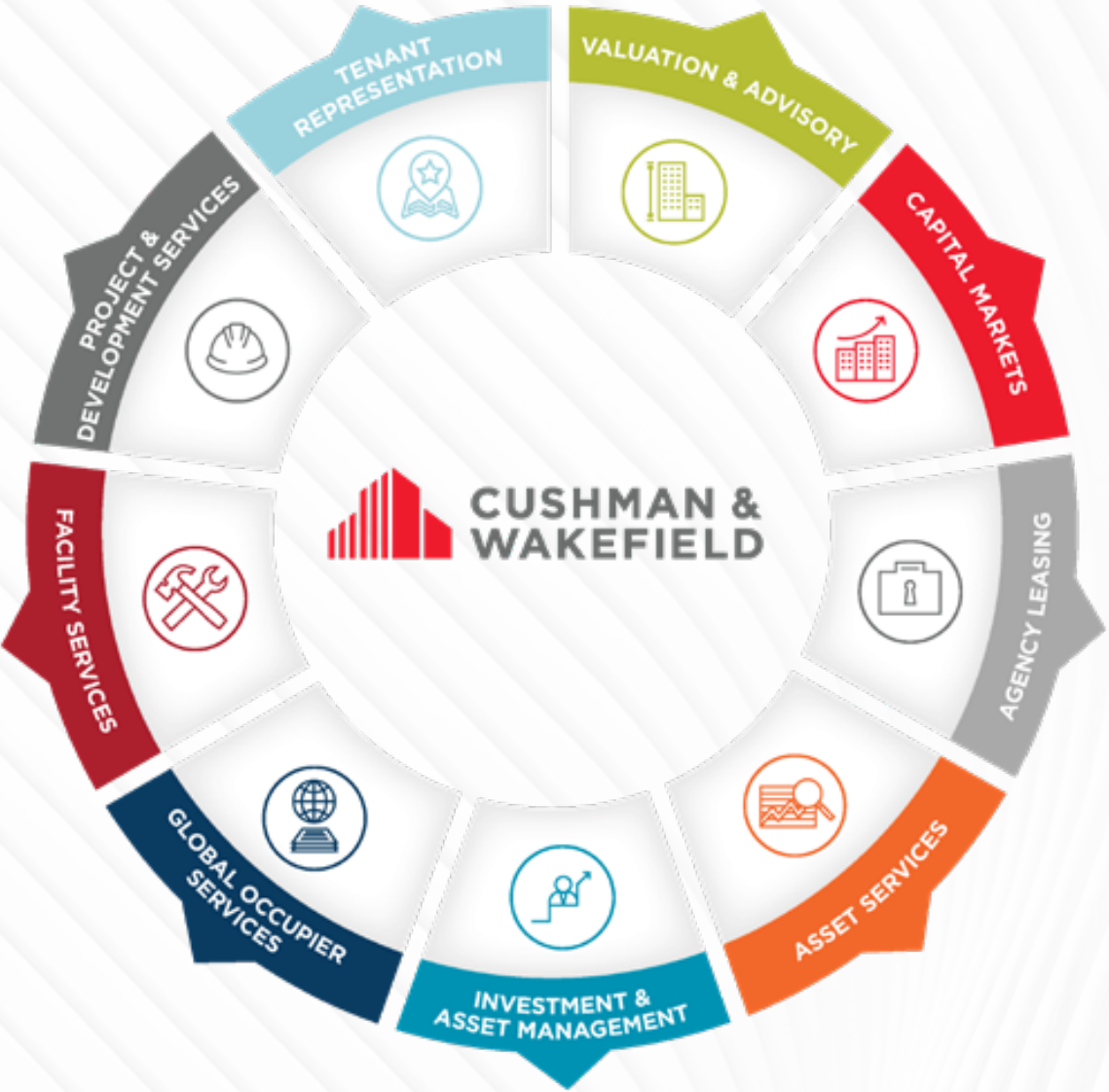
Shared workspaces and/or **hoteling**



Conference space is now the primary use of the many offices

OUR PLATFORM AND TEAM

Confidently Global, Expertly Local



ERIC BERLIN
SENIOR DIRECTOR
35 YEARS EXPERIENCE



JESSICA MILLER
MANAGING DIRECTOR
18 YEARS EXPERIENCE



AARON POMERANTZ
EXECUTIVE MANAGING
DIRECTOR
30 YEARS EXPERIENCE



MATT GARCELL
MANAGING
DIRECTOR
13 YEARS EXPERIENCE



Independent Insurance Agents
& Brokers of America, Inc.