



## Moving with “Informed Intuition” in Two New Directions: Into the Burgeoning Washington DC Market and Into Large-Scale Value-Added Investment

Anticipating the economic activity associated with the recent opening of the Regional Headquarters for the IRS, Advance zeroed in on Metro East, its most ambitious venture up to that time. Advance was the successful competitive bidder for this 580,000 square foot, nine-building office campus. At the time, it was 60 percent vacant. Within 15 months, Metro East was substantially repositioned and fully leased to such prestigious tenants as CSC, KPMG and TRW, and to the IRS itself. The property is within walking distance of the New Carrollton train station, serviced by Amtrak, Metrorail and MARC, and close to the Capital Beltway (I-495) and Route 50.



8100 Professional Place (lobby)

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Metro East Business Campus  
Lanham, Prince Georges County, Maryland  
580,000 SF Office Campus



8400 Corporate Drive

*“Advance Realty Group has a tremendous ability to find value-added deals in tight markets. In its first major transaction in the Washington DC market, Advance purchased a 580,000 SF portfolio. Through a smart cap-ex program and a fresh leasing and management team, Advance has nearly doubled the value of the portfolio.”*

*Eric Berkman  
Senior Vice President  
Grubb & Ellis (broker)*



8300 Professional Place

*“Advance Realty Group recognized our requirements for immediate occupancy and provided us with the flexibility we needed as we expanded our operations over time.”*

*Terry Bozorth  
Real Estate Manager  
CSC (tenant)*