



TRANSWESTERN

REAL ESTATE
SERVICES



BOWIE, MD

4321 COLLINGTON ROAD

Capital Markets

Bowie Corporate Center, the five-story property at 4321 Collington Road, was 100% leased with anchor tenant Inovalon when ownership decided to sell the building.

Transwestern's Capital Markets team was brought in to facilitate the sale, despite the disruptive challenges posed by the COVID-19 health crisis.

The 125,969-square-foot, Class A office building is situated across from the Bowie Towne Center, and provides easy access to a rich amenity base and commuting options from Route 50 including Washington, D.C., Annapolis and Baltimore.

With Inovalon occupying 95% of the building long term, the investment provided stable cash flow as well as a significant risk-adjusted yield premium compared to other locations in surrounding areas.

Transwestern was able to complete the transaction by utilizing videography and digital media strategies to market the property. The sale represents the highest price paid in Prince George's County for a suburban office building in the past 10 years.

“The pandemic created challenges with showcasing the property, but we were able to restructure the marketing experience by providing virtual tours, allowing investors to visit the project from their computer rather than in person.”

Gerry Trainor
Executive Managing
Director