



## EXTRAORDINARY DELIVERED

# CAPITAL GATEWAY

Bethesda, Maryland  
Agency Leasing

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### OPPORTUNITY

For nearly 15 years, Transwestern has provided leasing services for Capital Gateway, a four-building 615,859-square-foot Class A portfolio at 6700-6710 Rockledge Drive in Bethesda, Maryland.

### SOLUTION

When Transwestern was hired, the portfolio was primarily leased to IBM and GSA, but eventually IBM downsized and GSA vacated its space, leaving approximately 75% of the portfolio empty. Transwestern devised a unique leasing strategy for each building. In one, updates were made to the lobby, elevator cabs and restrooms, and vacant floors were white-boxed. However, in another building, the lobby was left untouched to make the building a value play to compete for GSA as a tenant, a strategy that proved successful. In another building, undesirable spaces were converted to the following: Capital Lounge, a cashless food market with TVs and Wi-fi; renovated fitness center with lockers, showers and towel service; and a conference center.

### RESULTS

Transwestern has completed more leasing on this project than all of the competitive set combined. In a market with a low absorption rate, we've increased the occupancy significantly.