



SILVER SPRING, MD

# THE POINT AT HAMPTON HOLLOW

Capital Markets

Despite the COVID-19 international health crisis, Dean Sigmon, Robin Williams, Justin Shay and Michael D'Amelio represented Pantzer Properties in the sale of The Point at Hampton Hollow.

Hosting approximately 30 investor tours and yielding over 25 offers, the 240-unit, garden-style community sold to DF Ventures, a business unit of Drucker + Falk, for \$49.5 million, or \$206,250 per unit.

Most of the investors looked at the opportunity as a value-add investment with return on investments from modernizing the unit interiors to kitchens and bathrooms. Drucker and Falk plans to complete in-unit upgrades as well as amenity enhancements to the Class B+ property.

The deal, which sold in November 2020, brings the group's sales volume for the past 12 months to more than \$600 million and reflects more than 3,200 apartment units sold.

“We continue to see new investors enter our market, and a lack of available product to meet the demand. The amount of available equity and increased focus on workforce housing and value-add assets have created a shortage of available buying opportunities.”

Robin Williams,  
Executive Vice President