



EXTRAORDINARY DELIVERED

TWINBROOK OFFICE CENTER

Rockville, Maryland
Capital Markets

OPPORTUNITY

Transwestern's Mid-Atlantic Capital Markets Group brokered the disposition of Twinbrook Office Center, a 163,194-square-foot property, on behalf of a special servicer. The property was 71 percent leased to a strong mix of national tenants with an average remaining lease term of over four years.

SOLUTION

- Marketing materials emphasized the property's stable cash flow, its potential for redevelopment into a mixed-use property, and the submarket's revitalization into a live/work/play town center with close proximity to a metro station and projected rent increases in the future.
- Transwestern educated the investor pool on seller's limitations as a special servicer – limited due diligence materials to share and a tight due diligence period – as well as the property's cross easement agreements and shared common elements with an attached hotel.

RESULTS

Ivy Realty purchased the property for \$33 million.



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