

Best Real Estate Transaction • Building Award of Excellence



Awarded to

Vornado/Charles E. Smith

for

BNA Inc.



Judges' Comments:

- •The company was able to consolidate from 4 locations to one building in a similar vibrant urban environment.
- •The firm is making a considerable investment in Northern Virginia with the purchase of a 277,000 square foot building and the relocation of more than 1000 employees from the District of Columbia where they had been headquartered for over 75 years, which is a significant coup for Northern Virginia!
- •The transaction proves that the significant attention to the redesign of an entire business district is continuing to pay off.



TEAM MEMBERS

Developer: Vornado/Charles E. Smith

Owner: BNA Inc.

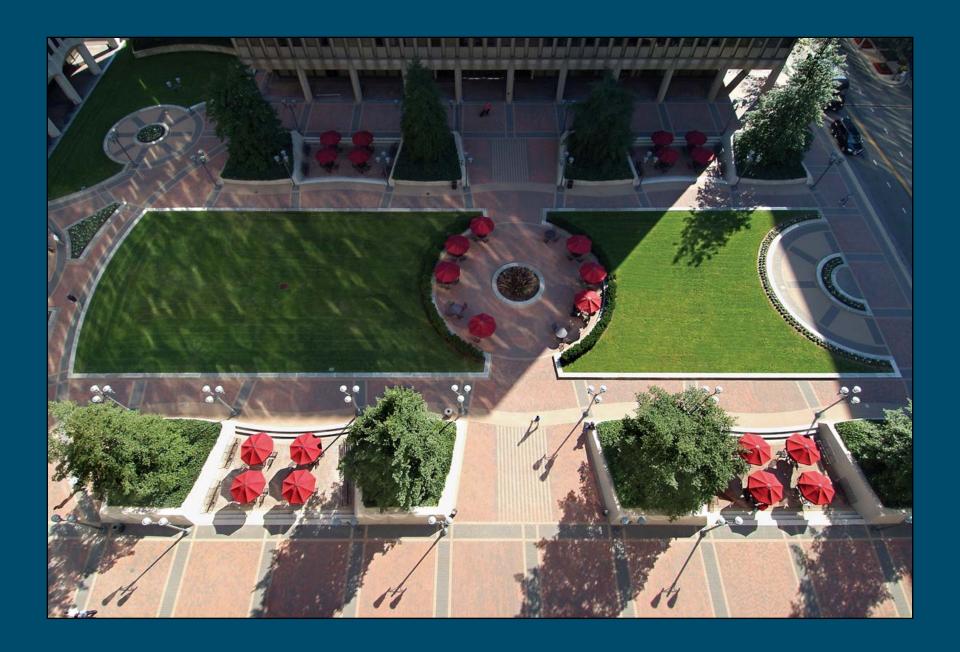
Broker: The Staubach Company

Architect: Davis, Carter, Scott Ltd

Contractor: James G. Davis Construction Corporation











Best Real Estate Transaction • Lease Award of Merit



Awarded to

Vornado/Charles E. Smith

for **Equinox Fitness Club at** Fairfax Square



Judges' Comments:

- Project "told a story."
- •There were serious physical challenges with the space. It required a creative solution to effectively lease a large non office space that could not be easily subdivided. The new tenant would have to fit the character of the surrounding businesses.
- •The tenant was looking for a unique site to launch into the greater Washington area.
- •A "match made in heaven" is the way the lease is described; 20 years with an increased rental rate.
- •Transaction highlights a creative conversion of space.



TEAM MEMBERS

Developer: Metropolitan Partnership

Owner: Fairfax Square Partners

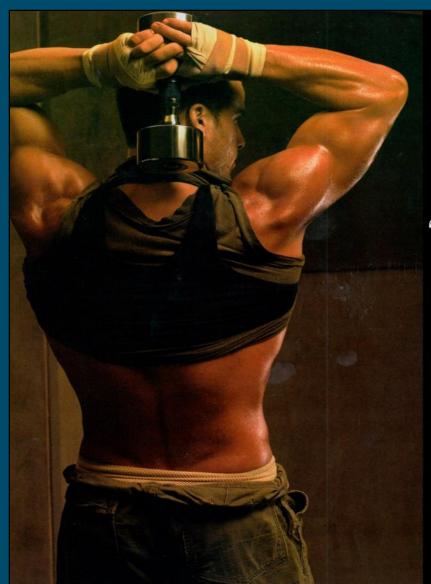
Broker Vornado/Charles E. Smith/StreetSense

Architect: James Barb Architects

Contractor: The Dietze Construction Group







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Best Real Estate Transaction • Lease Award of Excellence



Awarded to

Tishman Speyer Properties, LP

for

Woodland Pointe at Woodland Park



Judges' Comments:

- Project "told a story."
- •A building lease that reinforces Northern Virginia's market as world class.
- •The location was critical with Toll Road prominence and a distinctive environment.
- •The tenant previewed 350 office park locations across the United States before choosing Northern Virginia.
- •The transaction was completed swiftly and in complete secrecy which stunned many in the real estate community.
- •A transaction which is indicative of the future of the Dulles corridor market



TEAM MEMBERS

Developer: Tishman Speyer Properties, LP

Owner: Tishman Speyer Properties, LP

Brokers: The Staubach Company

Tishman Speyer Properties, LP

Architect: Davis, Carter, Scott Ltd

Contractor: Sigal Construction Corporation







