



**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













