

## Largest commercial real estate sales in 2003

### Ranked by price per square foot

| RANK | PROPERTY NAME/ADDRESS/CITY/STATE                                                            | PRICE PER SQUARE FOOT | TOTAL SALE PRICE | SQUARE FOOTAGE | BUYER                                     | SELLER                                               | SELLER'S REPRESENTATIVE   |
|------|---------------------------------------------------------------------------------------------|-----------------------|------------------|----------------|-------------------------------------------|------------------------------------------------------|---------------------------|
| 1    | <b>THE EXECUTIVE TOWER</b><br>1399 New York Ave. NW<br>Washington, D.C.                     | \$527                 | \$64.8 million   | 122,930        | Real Estate Capital Partners,<br>Kaempfer | CG Investments                                       | HFF                       |
| 2    | <b>EVENING STAR BUILDING<sup>1</sup></b><br>1101 Pennsylvania Ave. NW<br>Washington, D.C.   | \$493                 | \$107.7 million  | 218,447        | West Wind/Kan Am                          | Resource America                                     | Lazard Freres & Co.       |
| 3    | <b>1899 PENNSYLVANIA AVE.<sup>2</sup></b><br>Washington, D.C.                               | \$471                 | \$88 million     | 186,462        | Kan Am/West Wind                          | DRI Partners/Artemis Realty<br>Capital/South Charles | no representative         |
| 4    | <b>EDISON PLACE</b><br>701 9th St. NW<br>Washington, D.C.                                   | \$415                 | \$151 million    | 363,918        | Wachovia                                  | Potomac Capital Investment Corp.                     | Cassidy & Pinkard         |
| 5    | <b>FRANKLIN TOWER</b><br>1401 Eye St. NW<br>Washington, D.C.                                | \$414                 | \$87.6 million   | 211,614        | West Wind/Kan Am                          | Bernstein Cos./Gingery<br>Development                | Cassidy & Pinkard         |
| 6    | <b>1625 EYE ST. NW</b><br>Washington, D.C.                                                  | \$411                 | \$157.5 million  | 383,264        | Brookfield Properties                     | Union Labor Life Insurance Co.                       | n/av                      |
| 7    | <b>U.S. NEWS COMPLEX</b><br>2300 N St. NW<br>Washington, D.C.                               | \$407                 | \$114 million    | 280,000        | Blue Capital Investments                  | Boston Properties                                    | no representative         |
| 8    | <b>HAMILTON SQUARE</b><br>600 14th St. NW<br>Washington, D.C.                               | \$398                 | \$93 million     | 233,648        | SRI Six Hamilton Square LLC               | F Street Real Estate Co.                             | Grubb & Ellis             |
| 9    | <b>1808 EYE ST. NW</b><br>Washington, D.C.                                                  | \$397                 | \$12.9 million   | 32,530         | Washington Brick and Terra<br>Cotta Cos.  | CG Investments                                       | Cassidy & Pinkard         |
| 10   | <b>METRO CENTER I</b><br>700 13th St. NW<br>Washington, D.C.                                | \$396                 | \$96.5 million   | 243,717        | Lend Lease US Office Trust                | Beacon Capital Partners                              | Cassidy & Pinkard         |
| 11   | <b>2020 K ST. NW</b><br>Washington, D.C.                                                    | \$384                 | \$152.4 million  | 397,000        | RREEF Funds                               | Quadrangle                                           | Eastdil                   |
| 12   | <b>WATERGATE 600</b><br>600 New Hampshire Ave. NW<br>Washington, D.C.                       | \$383                 | \$108 million    | 281,989        | DGB Enterprises                           | LaSalle Investment Management                        | Jones Lang LaSalle        |
| 13   | <b>1717 PENNSYLVANIA AVE. NW</b><br>Washington, D.C.                                        | \$369                 | \$68 million     | 184,446        | CarrAmerica                               | JP Morgan Investment<br>Management                   | Cassidy & Pinkard         |
| 14   | <b>1333 NEW HAMPSHIRE AVE. NW</b><br>Washington, D.C.                                       | \$357                 | \$111.5 million  | 312,476        | Boston Properties                         | SEB                                                  | Cushman & Wakefield       |
| 15   | <b>U.S. NEWS &amp; WORLD REPORT BUILDING</b><br>2400 N St. NW<br>Washington, D.C.           | \$355                 | \$63 million     | 177,381        | Mort Zuckerman                            | Shuwa Investments                                    | Spaulding & Slye Colliers |
| 16   | <b>CRESCENT @ CARLYLE</b><br>1940 Duke St.<br>Alexandria, Va.                               | \$353                 | \$74.7 million   | 211,929        | Falcon Real Estate                        | Monument Realty                                      | Cushman & Wakefield       |
| 17   | <b>WASHINGTON HARBOUR</b><br>3000-3050 K St. NW<br>Washington, D.C.                         | \$345                 | \$185 million    | 536,206        | Broadway Partners/Scottish<br>Windows     | Shorenstein Cos.                                     | HFF                       |
| 18   | <b>BEACON CAPITAL PARTNERS PORTFOLIO<sup>3</sup></b><br>Washington, D.C. and Arlington, Va. | \$344                 | \$347 million    | 1 million      | Wells REIT                                | Beacon Capital Partners                              | HFF                       |
| 19   | <b>800 NORTH CAPITOL ST. NW</b><br>Washington, D.C.                                         | \$341                 | \$103.2 million  | 302,524        | Galaxy Investments                        | NGP Holdings                                         | Cassidy & Pinkard         |
| 20   | <b>VIRGINIA SQUARE PLAZA</b><br>3811 N. Fairfax Drive<br>Arlington, Va.                     | \$327                 | \$51.7 million   | 158,005        | Principal Financial Global                | Meridian Group/New Boston Fund                       | Spaulding & Slye Colliers |
| 21   | <b>EXECUTIVE PLAZA</b><br>6120-6130 Executive Blvd.<br>Rockville, Md.                       | \$326                 | \$108 million    | 331,254        | Prudential                                | Rockwood Capital                                     | Spaulding & Slye Colliers |
| 22   | <b>UNION CENTER PLAZA</b><br>840 First St. NE<br>Washington, D.C.                           | \$323                 | \$80.2 million   | 248,498        | Stephen A. Goldberg Co.                   | Greenebaum & Rose                                    | Cassidy & Pinkard         |
| 23   | <b>1801 K ST. NW</b><br>Washington, D.C.                                                    | \$322                 | \$181.8 million  | 563,795        | Starwood Capital Group                    | Teachers Insurance & Annuity<br>Association          | Eastdil                   |
|      | <b>QUINCY CROSSING</b><br>801 N. Quincy St.<br>Arlington, Va.                               | \$322                 | \$34.4 million   | 107,013        | Glenborough Realty Trust                  | Lennar Partners                                      | Grubb & Ellis             |
| 25   | <b>4100 N. FAIRFAX DRIVE</b><br>Arlington, Va.                                              | \$321                 | \$81.9 million   | 255,266        | TA Associates/Campbell Estate             | Hines                                                | HFF                       |