

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	THE EXECUTIVE TOWER 1299 New York Ave. NW Washington, D.C.	\$527	\$64.8 million	122,930	Real Estate Capital Partners, Kamper	CG Investments	HFF
2	EVENING STAR BUILDING ¹ 1301 Pennsylvania Ave. NW Washington, D.C.	\$493	\$107.7 million	218,447	West Wind/Kan Am	Resource America	Lazard Freres & Co.
3	1800 PENNSYLVANIA AVE. ² Washington, D.C.	\$471	\$86 million	186,462	Kan Am/West Wind	DRI Partners/Virtues Realty Capital/South Charles	no representative
4	EDISON PLACE 781 9th St. NW Washington, D.C.	\$415	\$151 million	363,918	Wachovia	Potomac Capital Investment Corp.	Cassidy & Pinkard
5	FRANKLIN TOWER 1401 Eye St. NW Washington, D.C.	\$414	\$87.6 million	211,614	West Wind/Kan Am	Bernstein Co./Gingery Development	Cassidy & Pinkard
6	1625 EYE ST. NW Washington, D.C.	\$411	\$157.5 million	383,264	Brookfield Properties	Union Labor Life Insurance Co.	none
7	U.S. NEWS COMPLEX 2300 M St. NW Washington, D.C.	\$407	\$114 million	280,000	Blue Capital Investments	Boston Properties	no representative
8	HAMILTON SQUARE 600 14th St. NW Washington, D.C.	\$398	\$93 million	233,648	SRI Six Hamilton Square LLC	F Street Real Estate Co.	Grubb & Ellis
9	1800 EYE ST. NW Washington, D.C.	\$397	\$12.9 million	32,530	Washington Brick and Terra Cotta Co.	CG Investments	Cassidy & Pinkard
10	METRO CENTER I 700 13th St. NW Washington, D.C.	\$396	\$96.5 million	243,717	Lease Lease US Office Trust	Beacon Capital Partners	Cassidy & Pinkard
11	2820 K St. NW Washington, D.C.	\$394	\$152.4 million	397,000	REEF Funds	Quadrangle	Eastell
12	WATERGATE 600 600 New Hampshire Ave. NW Washington, D.C.	\$383	\$108 million	281,989	DGB Enterprises	LaSalle Investment Management	Jones Lang LaSalle
13	1717 PENNSYLVANIA AVE. NW Washington, D.C.	\$369	\$68 million	184,446	ComAmerica	J.P. Morgan Investment Management	Cassidy & Pinkard
14	1331 NEW HAMPSHIRE AVE. NW Washington, D.C.	\$357	\$111.5 million	312,476	Boston Properties	SEB	Cushman & Wakefield
15	U.S. NEWS & WORLD REPORT BUILDING 2400 M St. NW Washington, D.C.	\$355	\$63 million	177,381	Mort Zuckerman	Shaw Investments	Spaulding & Slye Colliers
16	CRESCENT & CARLYLE 1940 Duke St. Alexandria, Va.	\$353	\$74.7 million	211,529	Falcon Real Estate	Monument Realty	Cushman & Wakefield
17	WASHINGTON BARBOUR 3000-3050 K St. NW Washington, D.C.	\$345	\$185 million	538,206	Broadway Partners/Scottish Whinsies	Shorestein Cos.	HFF
18	BEACON CAPITAL PARTNERS PORTFOLIO ³ Washington D.C. and Arlington, Va.	\$344	\$347 million	1 million	Wells REIT	Beacon Capital Partners	HFF
19	800 NORTH CAPITOL ST. NW Washington, D.C.	\$341	\$107.2 million	302,524	Galaxy Investments	HGP Holdings	Cassidy & Pinkard
20	VIRGINIA SQUARE PLAZA 3811 N. Fairfax Drive Arlington, Va.	\$327	\$51.7 million	158,895	Principal Financial Global	Morison Group/New Boston Fund	Spaulding & Slye Colliers
21	EXECUTIVE PLAZA 6120-6130 Executive Blvd. Rockville, Md.	\$326	\$108 million	331,254	Prudential	Rodwood Capital	Spaulding & Slye Colliers
22	UNION CENTER PLAZA 840 First St. NE Washington, D.C.	\$323	\$80.2 million	248,496	Stephen A. Goldberg Co.	Greensboro & Rose	Cassidy & Pinkard
23	1801 K St. NW Washington, D.C.	\$322	\$181.8 million	563,795	Sonwood Capital Group	Teachers Insurance & Annuity Association	Eastell
—	QUINCY CROSSING 891 N. Quincy St. Arlington, Va.	\$322	\$34.4 million	107,013	Glenborough Realty Trust	Lennar Partners	Grubb & Ellis
25	4100 N. FAIRFAX DRIVE Arlington, Va.	\$321	\$81.3 million	255,266	TA Associates/Campbell Estate	Hiner	HFF

¹ N/A - not available.
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² Kan Am/West Wind purchased an 80% stake in the Evening Star building. Figures given are for the entire building. ³ Kan Am/West Wind purchased a 95% stake in 1800 Pennsylvania Ave. Figures given are for the entire building. To participate in future surveys, please visit washingtonbiz.com.

Beacon Capital Partners portfolio includes 4 buildings: 1281 and 1225 Eye St. NW and 440-446 9th Ave. SW in Washington, and the Green Building at 4200 N. Fairfax Drive in Arlington.

The price per square foot listed is an average over the 4 properties. It is not the intent of The List to endorse the participants or suggest the quality of products and services. Information is believed to be accurate as of press time.

Please send additions and corrections to company letterhead to Research Director, Washington Business Journal, 1555 Wilson Blvd., Suite 400, Arlington, Va. 22209.

Source: the companies, Collier Group