



FREE DC E-NEWSLETTER

Email

SIGN UP FOR FREE!

DON'T SEE IMAGES? [CLICK HERE](#)

SUBSCRIBE FOR FREE

MANAGE EMAIL PREFERENCES

DC REAL ESTATE

You need office space.
We make it easy to find.
Shop online. Fair, upfront price.

Fast-track your search
at www.hirise.com



August 4, 2015

Behind the Scenes with the Developer of DC's Largest Multifamily Project

Plan now to tee it up at **AOBA's Annual Golf Tournament at Woodmont Country Club in Rockville, MD**, on Monday, Sept. 28. This popular, all-day event draws **250 local VIPs**. Registration is required and **sponsorships available**. First-come, first served! To participate, email poeler@aoba-metro.org. More info: [click here](#).

MRP Realty is about to embark on DC's **largest residential development** in years, right next to the Rhode Island Avenue Metro station. The 1,550-unit, seven-building **Rhode Island Avenue Center** is just the **latest** in a string of major projects for the **10-year-old developer** in up-and-coming areas.



Rhode Island Avenue Center will be built in four phases with between 140k and 200k SF of retail, says MRP managing principal **Bob Murphy**, whom we snapped yesterday at the

We congratulate our client

Boston Properties

on its \$225M refinancing of

901 New York Avenue, NW

a 539,679 sq.ft. office building in Washington, DC

by

Prudential

*goulston&storr*s
counsellors at law

think*results*

goulstonstorr.com



Metropolitan Branch Trail. Phase 1 will be **345 units** and include a health club. It's being jointly developed with the landowner of the current retail center, B&R Associates, which has owned the property for decades. Bob expects construction to begin, after a PUD process, **within 18 months**.



MRP used to own the Georgetown Waterfront, where it now leases office space. Defining moment: April 18, 2011, the day the **Waterfront flooded**. Bob and his founding partners, **Ryan Wade**, **Frederick Rothmeijer** and **Richard Saas**, were up all night pumping water out of the parking garage and trying to manage and assess the damage. On April 19, the partners had a pitch meeting with Florida Rock Properties, owners of waterfront property near the Navy Yard. Bob tells us they **almost canceled**. "I thought the company was at risk," he says. Instead, they won the rights to develop the land into **Dock 79**, a 305-unit luxury apartment building (rendered above) and **extend the river esplanade** Forest City Washington started at The Yards. The second phase of the project will likely start once the first phase has delivered (expected **next year**) and is partially stabilized. The third and fourth phases won't be built until the new Douglass Bridge is complete, but meantime a temporary use for the

Knowledge
Perseverance
Integrity

Cambridge Property Group LLC

**Has Leased 84,321 Square Feet
For a Transaction Value of \$11,601,425
During the 2nd Quarter**

- Career Technical Institute
- Columbus Technologies
- Conflict Kinetics
- BIA Advisory Services
- Suntrust Bank
- Lepton Global Solutions
- Forensic Drug & Alcohol Testing
- Origin Wireless
- Colleague Consulting
- Array Technologies
- Center for Leadership Innovation
- SP Systems
- Strategic Operational Solutions
- Lanham Therapy-Dr. Paci
- Superior, Inc.

**Bringing YTD Totals to 190,310 S.F.
with a total Value of \$22,974,494**

For Leasing Information Please Contact:

Benjamin R. Eldridge, Jr • Ingo Mayr, CCIM
Andrew J. Czekaj, III • William B. Czekaj • Katherine C. Freehof

(703) 709-8866
www.cambridgeus.com



Pick one of the hot spots in the District for development, and MRP has a project of significance there. **U Street?** MRP has a JV with JBG for a **Whole Foods-anchored mixed-use project** on District land (above)—currently held up in a **late-inning price dispute** with the DC Council—with 30% affordable housing at 30% AMI. **H Street NE?** They're **developing there, too**—125 units on a vacant lot across the street from the Giant. “I love that area,” Bob says. “It’s like 14th Street but a little more **Millennial family-focused**.” In NoMa, MRP’s Elevation at Washington Gateway leased up 95% of its 400 units in 11 months, a pace that surprised even the building’s developer. “We were all **blown away**,” says Bob. **Buzzard Point** is an area of interest for future development, and MRP is working with a landowner—more details couldn’t be disclosed—to build something **near the future DC United stadium**. MRP also recently finished the development of **900 G St NW** in the East End with partner ASB Realty, and the building delivered 75% leased before it was ready to reopen.



Janine Davidson, Ph.D.
Assistant Professor
George Mason University
School of Public Policy

Morou Ouattara
Owner and Chef
Kora and Farrah Oima
restaurants

Arlington: at the intersection of
business | technology | innovation | culture | diversity



astounding. All of the 12 partners and employees agreed to **take a pay cut** to wait out the recession, and before the market turned, MRP started buying up property. MRP principal **Zach Wade**, whom we snapped this spring, compared the most recent recession to those in the late '80s and '90s and saw the market's **rapid bounce-back potential**. In 18 months between mid-2009 and the end of 2010, the firm did **\$500M in deals**, Bob says. It bought The Hartford office building in Clarendon in late 2009 for \$72M and flipped it for \$112M at the end of 2010. MRP's partners agreed to take **almost all of their cash** from these deals and reinvest. The firm then bought the Georgetown Waterfront in 2010 for \$245M, retained tenants after the 2011 flood, redid the retail and added signature restaurants like Farmers Fishers Bakers and Fiola Mare, and sold the property **for \$372M** in 2013. MRP now counts **125 partners and employees**. The partner list has grown from the initial four to nine, partly because Bob says they don't quite offer the salary as other firms, but do offer far more ownership possibilities. "I expect 10 years from now, I'll own **a lot less** as we expand our partnership base. We attract people who have a **longer-term vision**."



The other key to MRP's success: **diversity**. In addition to the mixed-use developments in the District we already highlighted, MRP owns its fair share of offices in the Virginia and Maryland suburbs. It has an office property management division, managing its own **3M SF** of offices and **5M SF** for other property owners. It owns MRP Industrial, based in Baltimore, led by **Dan Hudson** and **Reid Townsend**, currently developing 3M of warehouse space. It also owns 23% of co-working firm **UberOffices**, and the two are working together on upcoming deals in Philadelphia, Chicago and LA. MRP's growth in DC has prompted the first looks **outside the region**, in Philly and New York, but those deals are farther away. But as they explore other locales where Bob has roots—he was **born in the Bronx**, lived in Long Island



Bowie AND PRINCE GEORGES COUNTY MARYLAND

Class A Office & Modern Flex/R&D

1,000 to 200,000 sq. ft. Available NOW!

Melford at US 50 & US 301
Susan Homberg, 410.369.1297
 1,000 sq. ft. to 85,000 sq. ft. Class A Office
 2,000 sq. ft. to 60,000 sq. ft. Flex or R&D
 200,000 sq. ft. of R&D Space

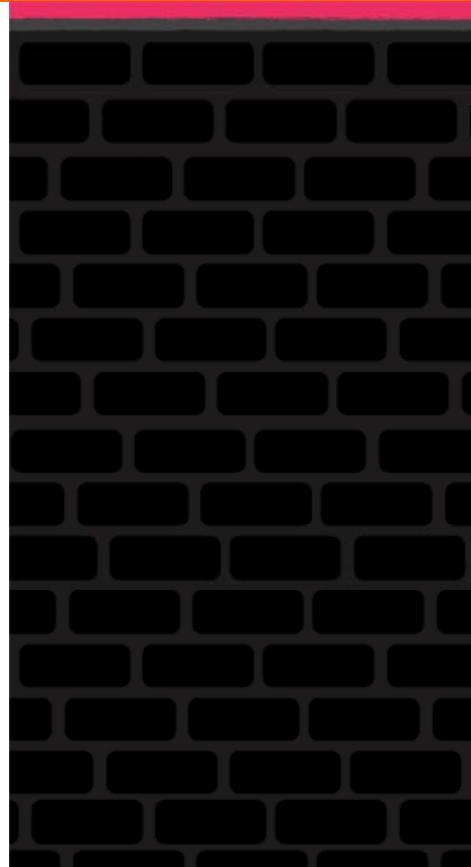
One Town Center
Brent Prossner, 301.961.3079
 1,000 sq. ft. to 88,000 sq. ft. Class A Office

16461 Excalibur Road
William Steffey, 410.703.6553
 1,000 sq. ft. to 15,000 sq. ft. Office or Medical

For more information [CLICK HERE](#) or call 301.809.3042



The current site: a strip mall with Big Lots! and Forman Mills with a large surface parking lot. Anyone who wants to enter the Metro today either needs to come from the north or south on the Metropolitan Branch Trail or **walk through the shopping center**. “It’s really great real estate,” Bob says. On the other side of the tracks, Douglas Development’s **building 295 units** in two connected buildings. Next door, a 116-unit affordable housing project is under construction. “I expect over time **that whole area** is going to be redeveloped,” Bob says.



Bob is an **avid cyclist**—although that’s on a brief pause as he recovers from back surgery—and loves to ride the trails around DC. One of his favorite routes: a **15-mile loop** that takes you along the MBT, down through H Street and Capitol Hill, all along the waterfront and back up through the District. “You can really see all of DC on the route,” he says. And at every stop along the way, MRP is **building something new**. The company started small, but its destiny was never to stay that way. “We came from a big company, and that’s what we’re used to,” Bob says.

Share:    

Shuttle Service
Free Week for Qualified Clients



Wiehle-Reston
Spring Hill
Greensboro
Tysons Corner
McLean

Reston Limousine

Email ccallahan@restonlimo.com
www.DCMetroShuttle.com
www.restonlimo.com



STAND OUT.

WE'RE HIRING
APPLY NOW



Make Better Decisions

from

REAL ESTATE FINANCIAL MODELING

Providing high impact financial
modeling and training.



Top stories on Bisnow.com



The 10 Most Exclusive
Golf Clubs in America



Denver, San Francisco Post
Biggest Home Price Gains



8 Big Takeaways from
DC State of the Market



NYC's 10 Oldest Surviving
Commercial Real Estate
Dynasties

JDate Suing 'Jewish Tinder' Over Letter 'J'



The founder of **JSwipe**, an app commonly called Tinder for Jews, has spent hundreds of thousands of dollars in legal fees defending his company's use of the letter "J." **David Yarus** launched JSwipe about a year and a half ago; it has 375,000 users globally. JDate (through its parent company, Spark Networks) claims JSwipe is violating its trademark by using **the letter "J."** We spoke with David, who tells us, "If you look at the conversation across the Jewish community, it is certainly surprising to many." There are apps like **Jcrush** and **Jwed**, and the Jewish Telegraph Agency even **crafted a list** of 10 J-named companies for JDate to sue (J. Crew? You're next).



JDate also claims to hold a **patent** from the late 1990s for "confidentially determining matches and notifying users of mutual matches in feelings and interests," **according to Forbes**. JSwipe is **not the first company** Spark Networks—which also owns Christian Mingle and Black People Meet—has sued over this patent. "Some would like this to be a **David and Goliath experience**," David adds. "Millennial businesses are disrupting traditionally stable industries, and organizations are scrambling to do **whatever they can** to stay in power." JSwipe is a five-person company (office pictured above), and although it's backed by private investment, "we make zero dollars," he says. If JSwipe gives



VAN METRE COMPANIES

"Our 1st priority is our community. Cardinal Bank's Dennis Griffith helps us maintain our legacy."

CARDINAL
Member FDIC Bank

For more information, call
Dennis Griffith
703.584.3425

LEARN MORE ►

BUSINESS BANKING | www.cardinalbank.com | 703.584.3400



wouldn't be the first time a large tech company used litigation to pressure a small company into acquisition—but David believes JDate's claims **lack merit** and intends to defend JSwipe vigorously.



Arent Fox partner **Ross Panko**, an intellectual property lawyer, says the case is an interesting one because JDate claims the "J" for them is the branding equivalent of McDonald's McFlurries or McNuggets. David and his legal team claim the letter is **too generic** to sue over, and JDate has committed fraud by overhyping the significance of the 11th letter in the alphabet. "Ultimately what it comes down to is whether there's a likelihood of **consumer confusion**," Ross says. The trademark can be viewed as too generic and the patent can be viewed as too broad, but it's hard to say either way: welcome to the **wild world of tech intellectual property law**. "Policing and enforcing trademark rights is particularly challenging in the tech sphere because of its sprawling nature," Ross says. "It's not uncommon for a defendant to claim **bullying**, but the other hand is you've spent a lot of resources into building your trademark and you want to protect its value. There's a balance there."

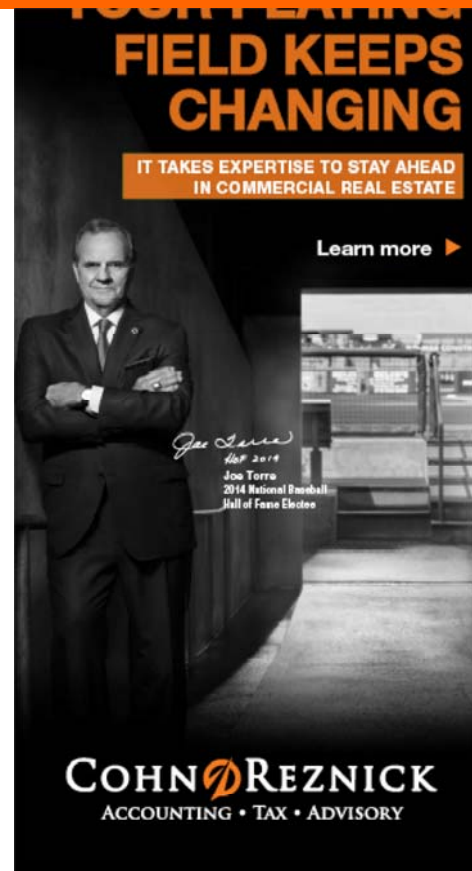
Ethan Rothstein, Bisnow DC

**BISNOW
EDUCATION**
WITH WHARTON'S
PETER LINNEMAN

**COMMERCIAL
REAL ESTATE
TRAINING VIDEOS**

**CLICK HERE FOR
MORE INFORMATION**

Share:



WHY ROSSLYN?

A SERIES BY  MONDAY PROPERTIES



Music! The **Annual Rosslyn Jazz Festival** is Sept. 12, from 1pm to 7pm in Gateway Park. Local, national and international performers are part of the lineup, including The Funk Ark, Sonny Knight & The Lakers, and Debo Band (from Ethiopia). The free event, which draws about **8,500 people**, also features food trucks and a beer and wine

☰
BISNOW
SUBSCRIBE 0

every Thursday in September from 6pm to 8:30pm in Freedom Park. Both events are organized by the Rosslyn BID.



SUBSCRIBE TO OUR NATIONAL NICHE PUBLICATIONS NOW!

THEY'RE (ALWAYS) FREE.

BISNOW
(ALMOST) NEVER BORING

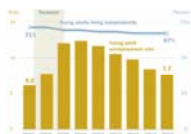
In Case You Missed It...



Sweetgreen, Taylor Gourmet Coming to Crystal City



DC Trophy Office Rents Rising



Millennials Are Staying Home, Even if They Have Jobs



First Potomac to Sell Off \$200M in Assets

What the Italian Embassy's Developer Learned From Airbnb



Law Firm Leader Roundtable

Silver Line Ridership Far Below Expectations

Although Tysons properties are being **bought** and **developed like gangbusters**, the Metro Silver Line's ridership after one year has been anything but. Fewer than **8,000 riders** a weekday use the four stations—**McLean, Tysons Corner, Greensboro and Spring Hill**—**30% fewer** than WMATA expected at this stage. The lack of pedestrian-focused infrastructure is to blame, WAMU reports. An internal Metro analysis says that despite Tysons stations being on par with NoMa and Federal Center SW as job hubs, a "**pedestrian unfriendly environment** may also help explain the Tysons-area stations' low ridership." As a result, Metro is **losing millions** of dollars in potential fares annually. But, even if the sidewalks are made better and more widespread, Tysons workers' behavior must shift, too. Many of the workers still drive despite opportunities to use Metro, to which those stuck in NoVa Beltway traffic are surely shaking their fists. [[WAMU](#)]

Ethan Rothstein, Bisnow DC



Share:



Richard Mack on the Family and the Shelf Life of Real Estate Frontiers



There are two, parallel main drags in the **Greenpoint neighborhood of Brooklyn**. Manhattan Avenue, true to its aspirational name, frames Midtown trophies: the Citicorp Building, with its 45-degree angle roof, and the absentee **billionaire honeycomb** 432 Park Ave, whose brash skeletal frame some have likened to the world's longest extended middle finger.

Manhattan Avenue is lined with a confused welter of dollar stores, dive bars, trendy restaurants and, in a nod to the neighborhood's immigrant roots, **Polish greasy spoons**. To the west, and one block inland from the water, Franklin Street hosts a more uniform, shabby-chic mélange of **cool kid boutiques** and hip bars in dive bar clothing.

But change is coming to **Brooklyn's northernmost waterfront**. A few years from now, an archipelago of sleek high-rises may very well fortify the coast from the 59th Street bridge in Long Island City, Queens, all the way down to the Manhattan Bridge in Dumbo. And **Mack Real Estate Group** will be the bearer of change in Greenpoint with 145 West St, a **39-story condo tower** flanking a portion of the East River that is set to resemble the high-rise luxury compound of Williamsburg to the south.

[Click here to continue reading.](#)



WE OFFER: Competitive Rates
Excellence in Service
Solid Leadership
Services from Coast to Coast



WE ARE: Environment Conscious
Committed to you 24/7
Cleaning Experts
CIMS GB Certified with Honors

CIMS  
www.cleanersofamerica.com

**CO-HOST OUR NEXT EVENT
AT YOUR RAW SPACE**

**CONTACT US!
ADVERTISING@
BISNOW.COM**



TIPS ANYWAY.



The email address for your subscription is: {{email}}
CONTACT | MANAGE EMAIL PREFERENCES | UNSUBSCRIBE
Advertise or Sponsor: whitney.cohn@bisnow.com

VISIT BISNOW.COM

SHARE    

SPONSOR [A NEWSLETTER](#)

TERMS & CONDITIONS

PRIVACY POLICY

You have been selected to receive this newsletter either through prior contact or professional association. If you have received it in error, please accept our apologies and **unsubscribe** at the bottom of the newsletter.

© 2015, Bisnow LLC, 641 S Street NW, 3rd Floor, Washington, DC 20001. All rights reserved.

FREE DC E-NEWSLETTER

Email

SIGN UP FOR FREE!

COMPANY INFO

About
Careers
Contact Us
FAQ
Media Kit
Press

NEWSLETTERS

Archives
Manage Subscriptions
Subscribe
Top Stories



202-293-0370

OTHER STUFF

Legal Jargon
Sitemap
Login

© Copyright 2015 Bisnow. All Rights Reserved

 Help