



## 2100 M STREET



<b>LOCATION:</b>	Washington, DC
<b>SALE PRICE:</b>	\$35,000,000
<b>GROSS RENTABLE AREA:</b>	298,067 square feet on 8 floors Below grade parking for 213 vehicles
<b>BUILT:</b>	1969
<b>PRICE PER SQUARE FOOT:</b>	\$117.42
<b>SELLER:</b>	Charles E. Smith Company
<b>BUYER:</b>	Louis Dreyfus Property Group
<b>MAJOR TENANTS:</b>	Urban Institute FCC George Washington University
<b>CLOSING ISSUES:</b>	GSA leases with right to terminate clauses Deferred maintenance

### PROJECT SUMMARY:

While employed as vice president of acquisitions at the Louis Dreyfus Property Group, John Menkes identified, underwrote and was an integral part of negotiations for the purchase of 2100 M Street. Pending expirations represented upside through below market rents. Buyer implemented a successful renovation program and subsequently sold the property for \$56.6 million after a 3-year hold.