

Barclay Square | 180 units



Hickory Hill | 284 units



Sussex Square | 226 units



Townley | 230 units



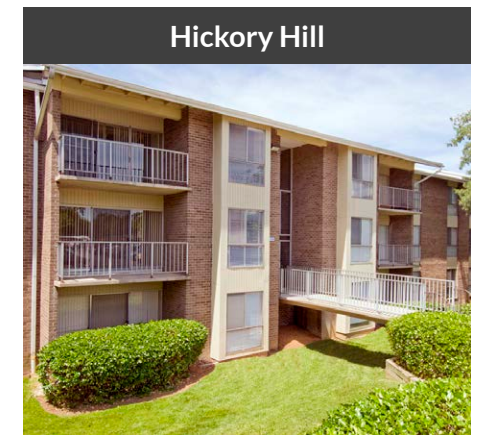
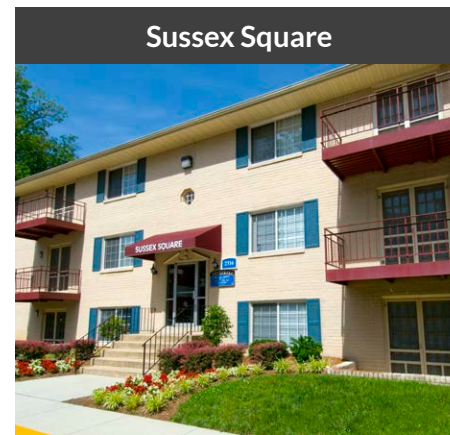
# The JBG Maryland Portfolio

Beltsville & Suitland, Maryland

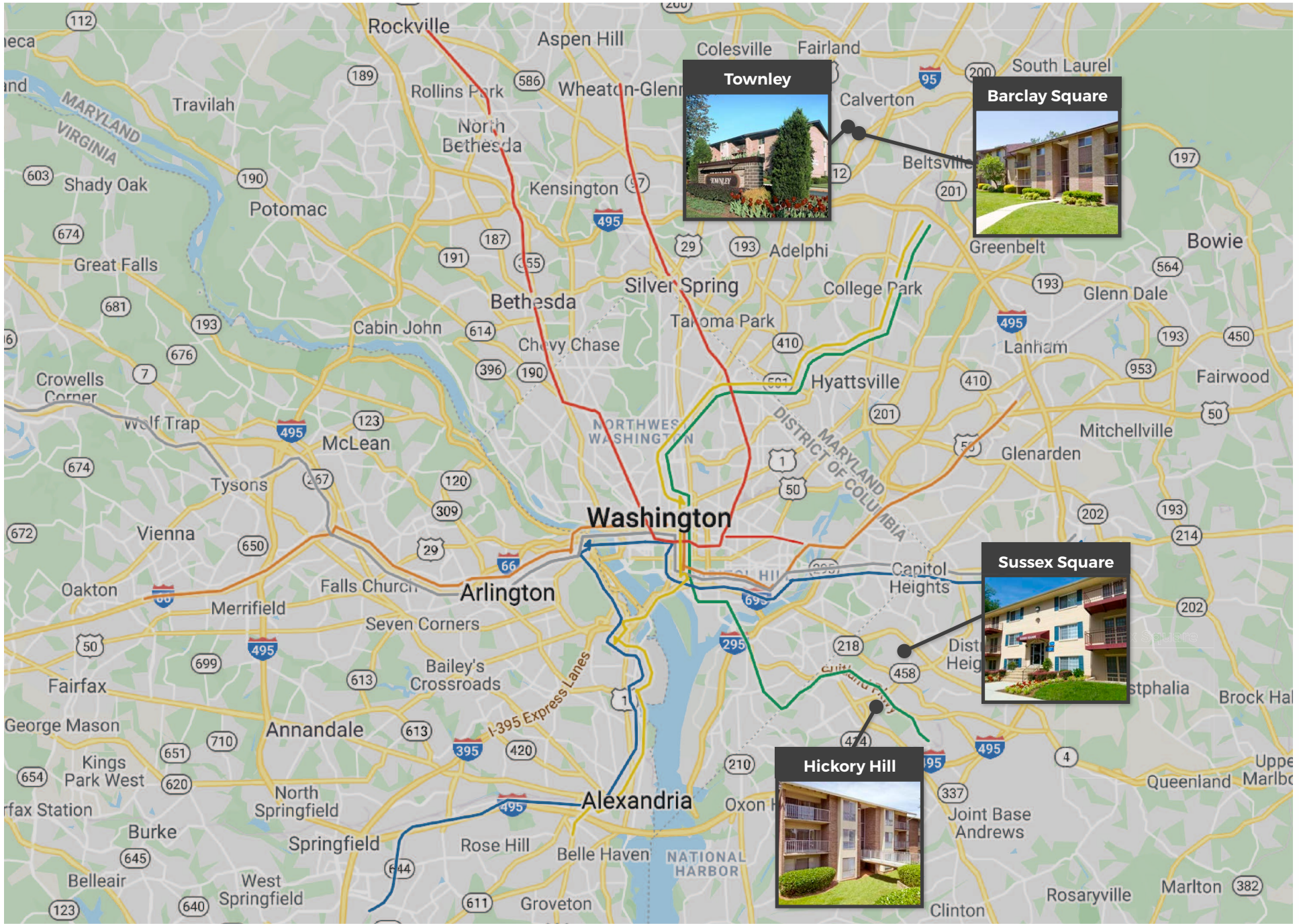
Value-add, 920-unit garden-style apartment portfolio  
OFFERING SUMMARY

## Executive Summary

Ideal Realty Group (“IRG”), as exclusive agent, is pleased to present this opportunity to acquire The JBG Maryland Portfolio (“Portfolio”) comprised of two properties in Beltsville, MD, Townley (230 units) and Barclay Square (180 units), and two properties in Suitland, MD, Sussex Square (226 units) and Hickory Hill (284 units). This offering represents an incredible opportunity to acquire 920 garden-style apartment units with a strong value-add story to build immediate scale in Prince George’s County. The Portfolio represents high-quality housing in transit oriented areas with close access to countless amenities. With each of these properties located within a short distance from Washington, D.C., the Portfolio benefits from one of the most stable and diverse economies in the nation.



PROPERTY NAME	LOCATION	YEAR BUILT	UNITS	ACREAGE	AVG. SF	% OCC	IN-PLACE RENT	IN-PLACE RENT/SF
Townley	Beltsville, MD	1967	230	11.03	908	92%	\$ 1,549	\$ 1.71
Barclay Square	Beltsville, MD	1969	180	12.37	966	97%	\$ 1,554	\$ 1.61
Sussex Square	Suitland, MD	1966	226	4.85	868	94%	\$ 1,384	\$ 1.59
Hickory Hill	Suitland, MD	1966	284	12.16	1159	94%	\$ 1,579	\$ 1.36
<b>Total/Average</b>			<b>920</b>	<b>40.41</b>	<b>975</b>	<b>94%</b>	<b>\$ 1,517</b>	<b>\$ 1.57</b>



## Investment Highlights

### Institutionally Managed

Current ownership has invested roughly \$12.8 million in capital improvements since 2012, including a new boiler/chiller, roof and windows. Future investors have the ability to focus on rent-producing enhancements to the interior of the units and common areas.

### Significant Discount to Replacement Cost

With rapidly growing material and labor costs, investors can acquire 920 units in a growing market at a significant discount to replacement cost. Additionally, the properties are positioned to take advantage of any future redevelopment potential as the properties sit on over 40 acres of land.

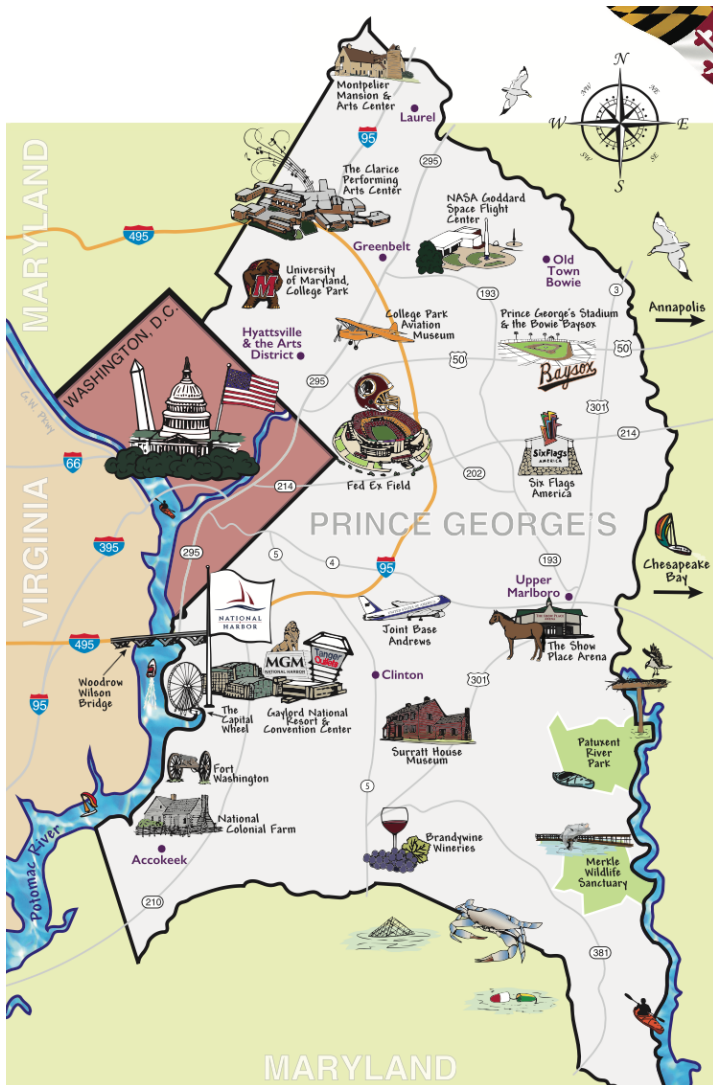
### Value-Add Potential

The Portfolio features a considerable opportunity for value-add improvements. Over the life of the property there has been no comprehensive value-add program introduced. Ownership has owned and maintained each of the properties since its inception. The Portfolio gives the buyer the chance to implement its own strategy to achieve maximum return.



# Market Overview

Prince George's County has experienced tremendous growth over the past decade and is rapidly becoming the epicenter for economic development in the Washington metropolitan area.



**2ND MOST POPULATED COUNTY**

**967,201**  
residents

**ROBUST WORKFORCE RATIO**

**70.8%**  
7.8% higher than national avg.

**QUICK POPULATION GROWTH**

**120,000+**  
resident growth over the past decade

**BIGGER EMPLOYERS COMING**

**90% small businesses**  
compared to 95% in 2010

**STRONG RENTAL MARKET**

**37.9%**  
renter ratio, higher than national avg.

**STRONG BUSINESS COMMUNITY**

**50 M**  
economic development incentive fund

**HIGH MEDIAN HH INCOME**

**\$82,920**  
23.6% higher than national avg.

**CONNECTIVITY**

**3**  
major highways & international airports



**Ideal Realty Group**

9801 Washingtonian Blvd  
Gaithersburg, MD 20878  
Office: (301) 299-4000  
Fax: (301) 299-6100  
[www.idealrealty.com](http://www.idealrealty.com)

**Allen Manesh**  
Founder  
301-807- 6666  
[amanesh@idealrealty.com](mailto:amanesh@idealrealty.com)

**Mireille Dionne**  
Director of Production

**Jeff Kim**  
Vice-President  
410-980-6440  
[jeff@idealrealty.com](mailto:jeff@idealrealty.com)

**Nancy Neely**  
Broker of Records, VP  
MD, DC & VA

**Sherry Xie**  
Investment Analyst  
412-228-2669  
[sherry@idealrealty.com](mailto:sherry@idealrealty.com)