

MCNEARNEY COMMERCIAL

Owner Representation

Tenant Representation

Buyer Representation

Land Redevelopment

Investment Sales

Corporate Relocation



McEnearney Commercial is a full-service commercial real estate firm specializing in Northern VA, Maryland, Washington, DC and its surrounding business centers. We offer our clients aggressive and innovative strategies with an emphasis on personalized service.

This approach has made McEnearney Commercial a leader in our primary market areas.

Our professional services include: Sales and Leasing of Commercial, Industrial, Land, Retail and Investment Properties; Owner, Buyer and Tenant Representation; and Corporate Relocation Services.

We integrate powerful local market knowledge and comprehensive strategies to achieve the specific individual goals of our clients.

Our associates are highly-trained, competent, full-time professionals. The high level of effectiveness of our associates has given us the reputation of a firm that gets the job done.

McEnearney Commercial will deliver the results you seek.

It all starts with **KNOWLEDGE.**



McNearney Commercial offers a complete array of consulting and transactional brokerage services.

Our brokers are specialized in advising corporations, small business, institutions and individual investors in the intricacies of property sales and leasing.

Our knowledge ensures we can offer every client the aggressive, innovative approach necessary to move forward in this complex business environment.

Beginning with an in-depth analysis of each client's business and investment objectives, we provide a realistic assessment of market potential and client capabilities.

We then develop a comprehensive strategy that provides a clear roadmap for the future.

Our goal is to gain the respect of our customers and clients, and ultimately their recognition as the best.

The Power of Local Knowledge

Our clients expect and deserve to be represented by associates who have a thorough understanding of the market.

McNearney Commercial has the expertise and depth of resources to succeed.

No one formula can work for every client or property. We strive to understand the specific needs of each client and address those needs through comprehensive strategic planning and personal attention.

MCNEARNEY
COMMERCIAL

There is no substitute for **EXPERIENCE**.



Our Associates are highly-trained professionals with the expertise and commitment to bring your ideas to life.

Our greatest asset is our people. Our Associates have diversified backgrounds in real estate brokerage, construction, development, engineering, and city and urban planning.

We thrive on building and nurturing client relationships. Providing effective and trustworthy teams of consultants and achieving profitable solutions for our clients are our hallmarks.

Because we know no one approach is right for all clients, we offer an array of aggressive and innovative strategies, and our experience enables us to analyze situations quickly and help our clients save the most valuable commodity of all...time.

The enduring theme underlying all our efforts, is McEneaney Commercial's commitment to service with integrity, skill and professionalism.

Experience Matters

Whatever your needs, experience matters. We can provide the expertise required for a successful transaction.

At McEneaney Commercial, we are committed to a simple but powerful approach in all of our dealings. We have a Track Record for Serving Tenants, Owners and Buyers.

We demonstrate our absolute insistence on integrity in all of our relationships. We only operate within an atmosphere of mutual trust.

MCENEANEY
COMMERCIAL

A record of **RESULTS.**



At McNearney Commercial all of our energies, strategies, and marketing plans are aimed at consistently producing positive results for each client. Our team of professionals will work tirelessly to provide our clients with the information needed to make the right decisions.

Our comprehensive services include:

- Market Position Analysis
- Comparative Property Alternatives
- Site Selection
- Research
- Strategic Planning
- Financial Structuring
- Valuation
- Acquisition
- Dispositions
- Transaction Management
- Negotiation Strategies
- Tenant Relations and Retention
- Marketing
- Property Disposition
- Lease Negotiations

From multi-facility franchises to entry-level entrepreneurs, McNearney Commercial has helped thousands of clients achieve their goals.

McNEARNEY
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McNearneyCommercial.com

CLIENT REPRESENTATION

McEneaney Commercial is a full service commercial real estate firm specializing in Northern Virginia and its surrounding business centers. We offer our clients aggressive and innovative strategies with an emphasis on personalized service. Our approach has made McEneaney Commercial a leader in our primary market areas. Professional services include: sales and leasing of commercial, industrial, land, retail and investment properties; owner, buyer and tenant representation; and corporate relocation services.

■ **The Power of Local KNOWLEDGE**

Our clients expect and deserve to be represented by associates who have a thorough understanding of the market, and the necessary expertise to meet the specific objectives of the client.

■ **A Commitment to EXCELLENCE**

The enduring theme, underlying all our efforts, is our commitment to service with integrity, skill, and professionalism. Our goal is to gain the respect of our customers and clients, and ultimately their recognition as the best.

■ **A Record of RESULTS**

Nothing says it all like results. At McEneaney Commercial all of our energies, strategies, and marketing plans are aimed at producing a positive result for the client.

■ **Personalized Service**

No one formula can work for every client or property. We strive to understand the specific needs of each client and address those needs through comprehensive strategic planning and personal attention.

■ **Comprehensive Services**

Professional services include sales and leasing of commercial, industrial, retail, land and investment properties, through buyer, owner or tenant representation. Corporate relocation and residential services are available through our affiliate, McEneaney Associates, Inc.

■ **Our Associates**

We believe our greatest asset is our people. Our associates are highly trained, competent, full time professionals

TENANT REPRESENTATION

McNearney Commercial representatives advise and assist in all phases of the leasing process. Using our resources, and experienced team of commercial brokers, our clients can proceed with confidence to seek new locations, facilities, and financial terms appropriate for their continued success.

Services We Provide Our Tenant Clients:

- Situation and Objectives Analysis
- Strategic Planning
- Marketplace Analysis
- Negotiation Strategies/Implementation
- Comparative Property Alternatives
- Site Selection
- Transaction Management

McNearney Commercial will develop an appropriate course of action by evaluating your specific office requirements, square footage, floor design specifications, parking, public transportation needs, floor load capacity, technology, special functions, meeting spaces, security, on-site services, your time schedule, and existing lease obligations.

Our experienced staff is prepared to research and evaluate existing buildings and proposed building sites, support services, market conditions, and all practical considerations in the decision process. We will advise on site selection, preparation and delivery of Letters of Intent, negotiation strategies, lease terms and conditions, and final lease review. Representing your interests, as outlined in our agreement, McNearney Commercial will work with the tenant's and landlord's counsel in negotiating a final lease and accompanying documents.

McNearney Commercial will provide recommendations of architects, space planners, interior designers, lighting consultants, technology and communications consultants, office movers, and other professional service providers upon request.

OWNER REPRESENTATION

McEnearney Commercial advises corporations, small businesses, institutions, and individual investors on all aspects of property ownership and management. Our brokers will assist in developing comprehensive strategies for tenant relations, maximization of investment returns, project marketing, acquisitions, expansions, and asset sales.

Services We Provide Our Owner Clients:

- Asset Valuation
- Market Position Analysis
- Strategic Planning
- Marketing and Property Disposition
- Tenant Relations and Retention
- Lease Negotiations
- Optimization of Investment Returns

Drawing on our complete array of consulting and transactional brokerage services, McEnearney Commercial professionals have assisted thousands of clients in accomplishing their goals in the procurement, disposition and easing of commercial properties. Building and nurturing client relationships, integrating services, developing cost efficient solutions, and assembling effective teams of consultants and brokerage experts are the hallmarks of McEnearney Commercial's owner representation services.

BUYER REPRESENTATION

Associates of McNearney Commercial engage in in-depth analysis of the business and investment objectives of our buyer clients before developing a comprehensive strategy and road-map for success. Operational motives, budgetary constraints, and timing objectives are prioritized against the backdrop of property alternatives, available inventories, and financing options in a time-tested decision making process.

Services Afforded Our Buying Clients:

- Situation and Objectives Analysis
- Marketplace and Inventories Evaluation
- Specifications and Site Selection
- Income/Lease Evaluations and Financial Analysis
- Strategic Planning
- Negotiations

Over and over, the power of McNearney Commercial brokers' local marketplace knowledge has proved invaluable. Our broker's experience and knowledge of local and regional inventories (both planned and existing) have given our clients a much appreciated advantage in their acquisition of commercial real estate.

McNearney representatives are prepared to represent buying clients of wide ranging goals and expectations. Whether a multi-facility franchise, expanding association, national retailer, investor, or small entrepreneurial start-up; McNearney Commercial has the expertise and depth of resources to succeed.

MARKETING SERVICES

What We Do To Get Your Commercial Property Leased or Sold:

Leasing or Selling commercial property in today's challenging real estate market requires more than just a sign on your building and an ad in the newspaper.

Landlords need a technology-based marketing approach designed to expose your property to the maximum number of qualified tenants. Qualified tenants work with a professional real estate agent. You need your property marketed to commercial brokers and agents.

Here is the market plan my team will use to get your commercial property leased quickly and for top dollar.

- **Commercial Market Analysis**
- **Professional Brochure Preparation**
- **Periodic Email Campaigns**
- **Community Newspaper Print Advertising**
- **Commercial Multiple Listing Services (CoStar, LoopNet)**
- **Commercial Agent Database: 2000 plus commercial agents**
- **WEB Site Advertising: (www.mceneameycommercial.com)**
- **Signage**
- **Target Marketing**
- **Negotiating Agreements**

My goal is the same as yours -- to attain the highest price for your commercial property in the shortest time and with the least inconvenience to you. I am so confident you will be very pleased with our service and the results we create for you, that I will give you my Guarantee of Service that says:

"If you are not completely satisfied with my efforts, you may cancel the listing at any time and at no cost!"

CLIENTS WHO HAVE TRUSTED US

Association:

American College of Health Care Administrators
TESOL
Aerospace Medical Association
American Shipbuilding Association
International Sign Association
National Taxpayers Union
The Retired Officers Association
Independent Electrical Contractors Association
Animal Health Institute
International Bottled Water Association
Society of Consumer Affairs Professionals
Outdoor Power Equipment Institute
American Society for Horticultural Science
National Association of Computer Consultant Businesses
National Electrical Sign Association
Children's Hospice International
American Statistical Association
National Business Travel Association
National Association of the Remodeling Industry
Association of Women Executives in State Government
Clarion Management
National Affordable Housing Management Association
Institute for Physical Sciences
National Association of Community Health Centers
International Wood Products Association
American Society of Military Comptrollers
United Parachute Association

Information Technology:

Geometrics LTD
SHO ME Technologies
SAVI Technology
Cardiff Software
Integrated Computer
Corbett Technology
Word Web LTD

Banking/Financial:

Burke & Herbert Bank
Charles Schwab
National Bank
Virginia Commerce Bank
Ameribanc
Bank of Alexandria
S & FA Capital
The Hawthorne Group
Wachovia Bank
N.A.
Chevy Chase Savings Bank
Credit Recovery Bureau
Credit Union Services

Legal/Accounting Firm

Blankenship & Keith
H & R Block
Ferris, Baker, Watts, Delaney, McCarthy, Colton and Botzin, PC
LeClair
Ryan

Real Estate/Development/Construction:

Douglas Development
Richmond American Homes
Meushaw Development Co
Bosh Construction Corp
DSI Partners/Realty
American Building Systems
Rosewood Development
Irwin Mortgage
James W. Ritter
AIA
Capricorn Development
Marpech Development
Clydes Real Estate Group Inc.
Washington Real Estate Investment Trust

CLIENTS WHO HAVE TRUSTED US

Miscellaneous:

PhotoLand
Entek
National Trade Productions
Media Research Center
Washington Speakers Bureau
Creative Media
Androus Faigen Associates, Inc.
Carter Cosgrove Inc.
HNR Canada Limited
A & H Limited Liability
Imprimis International
Psychiatric Rehabilitation Services, Inc.
Jan Davis Entertainment
Christian Science Reading Room
National Policy Group, OTAP, Inc.
OTEM, Inc.
Sasaki Associates
Dechantel Ltd.
SHE Enterprises, LTD
Mary Means & Associates
Barrow & Company, Inc.
Strategic Media
The Burnett Company
Everfast, Inc.
Virginia Tech Foundation
The Audie Group, Inc.
Conscious Media.Com
Julian Travel
Canfield & Associates
Star Enterprises
K.P.R. Partnership
Duks Associates, L.P.
Millin Publications
BWWA Limited Partners
Braddock Office, LLC
Leslie Avenue Associates

Phelps Dodge Corporation
HTE, Inc.
Visitech
Career Development Co
Altro Limited
Stevens Company, LLC

Retail:

Geranio Ristorante
Calico Corners
Pier 1 Imports
King Pepper
Crown Books
Nine West
Smith's of Bermuda
Firehook Bakery
Hallmark Cards
Gordon Keller Music
Ann Taylor
Ann Me Me's Bakery
Mattresses and Carpetland
Exxon
Woodwise Interiors
Boston Coach
Tennis Shoe Warehouse
Cigar Club International
Into Adventures, Inc.
Linens & Lace International
Landini Brothers
Music Express