



2 Bethesda Metro Center #1320, Bethesda, MD 20814

April 6, 2015

FOR IMMEDIATE RELEASE

Mary Margaret Plumridge
Red Plum Communications
(202) 437-0518, marymargaret@redplumllc.com

Take Two! A Year Later, Pinkard-Buchanan-AEW Partnership Acquires Another Loudoun Tech Center Property, Lakeside II

(Bethesda, MD) – The Pinkard Group of Bethesda and Buchanan Partners of Gaithersburg in a joint venture with AEW Capital Management (AEW), have acquired Lakeside II @ Loudoun Tech Center. The property is a four-story, Class A office building located at 21345 Ridgetop Circle in Sterling, Virginia. AEW has invested in the property on behalf of AEW Partners VII, L.P., the seventh in AEW’s opportunistic fund series. The purchasing entity also owns Lakeside III @ Loudoun Tech, which was acquired in February 2014.

The 102,000-square-foot building is one of three buildings on the 30-acre campus originally developed by a partnership of Buchanan Partners and Tishman Speyer in 2001. The 305,000-square-foot Loudoun Tech Center offers Route 7 visibility, access to multiple restaurants and two hotels within walking distance and close proximity to both Dulles International Airport and the 150+ retailers at Dulles Town Center.

The property had previously served as the east coast headquarters of VeriSign, Inc. (NASDAQ: VRSN), the global leader in domain names from 2001 to 2010. The building is currently vacant.

On the opportunity, Marc Davidson, Portfolio Manager for AEW Partners Funds states, “Lakeside II is a high-quality building in a first-class complex that will benefit from a new, well capitalized owner being able to provide market rate tenant improvements and leasing commissions to prospective tenants.”

According to Loudoun County’s Economic Development office, the county’s workforce has grown more than 80% in the last decade driving office space demand.

“Lakeside II is one of the last remaining large blocks of A space in the 28 North market. Our purchase price allows us to deliver a high quality environment at affordable pricing,” said Bob Pinkard, Principal and Founder of The Pinkard Group.

Buchanan Partners Principal Bob Buchanan notes, “It is exciting to have the opportunity to restore the vision for Lakeside at Loudon Tech as a premier office center in Loudon County.”

The property was purchased from LNR through the auction.com online platform.

###

About The Pinkard Group

The Pinkard Group is a real estate investment company, focusing on adding value to properties it acquires in the Washington, DC metropolitan area. The Pinkard Group’s existing projects include over 400,000 square feet of office space, 200 apartments, and 70,000 square feet of retail. The company’s development pipeline includes over 600 apartment units, 75,000 square feet of retail, two hotels and 700 residential lots. The Company is currently investing the Pinkard Fund I, a comingled discretionary real estate fund focused on investment opportunities in the greater Washington DC area. For more information, please visit: pinkardgroup.com

About Buchanan Partners

Buchanan Partners is a leading full service real estate development firm operating in the Washington, DC region. Since 1998, Buchanan has made nearly \$1 billion in total investments, with over \$250 million in equity capital invested with multiple institutional partners. With a portfolio spanning a broad range of building types, Buchanan is able to move with the market, whether the environment favors residential, office, industrial, or raw land investment. Buchanan Partners has owned and developed over 5,000,000 square feet of commercial space, including multiple LEED certified buildings. Buchanan has entitled, developed and owned properties on over 2,000 acres of land in Maryland, Virginia, and the District of Columbia. The firm has over 4,000 multi-family and single-family residential units in its development pipeline, and current projects underway include the Kingsley Apartments in Alexandria, Heritage Hunt in Gainesville, and Glenmont Metro Center in Glenmont. For more information, please visit: buchananpartners.com.

About AEW Capital Management

Founded in 1981, AEW Capital Management, L.P. (AEW) provides real estate investment management services to investors worldwide. One of the world’s leading real estate investment advisors, AEW and its affiliates manage over \$49 billion of property and securities in North America, Europe and Asia (as of December 31, 2014). Grounded in research and experienced in the complexities of the real estate and capital markets, AEW actively manages portfolios in both the public and private property markets and across the risk/return spectrum. AEW and its affiliates have offices in Boston, Los Angeles, London, Paris, Hong Kong and Singapore, as well as additional offices in eight European cities. For more information, please visit: AEW.com.