

September 17, 2025

Mr. Jarryd Hawkins  
Economic Development Consultant  
Town of Bladensburg  
4229 Edmonston Road  
Bladensburg, Maryland 20710

**RE: Response to RFQ #002-2025 – Commercial Real Estate Services**

Dear Mr. Hawkins and Members of the Selection Committee:

On behalf of MacKenzie Commercial Real Estate Services, LLC (“MacKenzie”), we are pleased to submit this Letter of Interest in response to the Town of Bladensburg’s RFQ #002-2025. We welcome the opportunity to partner with the Town to advance its redevelopment, investment, and economic development goals.

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**Firm’s Strength and Expertise**

MacKenzie has been a trusted leader in commercial real estate for more than 55 years, with nearly 225 professionals across six offices in Maryland and Virginia. Headquartered in Lutherville, our firm also maintains offices in Annapolis, Baltimore, Columbia, Bel Air, and Charlottesville, allowing us to serve municipalities and government clients across the Mid-Atlantic. Founded in 1968 as a development firm, MacKenzie has grown into one of the region’s largest independent, full-service real estate platforms — locally owned, entrepreneurial, and uniquely positioned to deliver both agility and accountability.

What sets MacKenzie apart is our full-service, integrated platform. Our brokerage professionals collaborate seamlessly with in-house experts in property management, construction, capital, and investment. This cross-disciplinary structure ensures that every recommendation is informed not only by market intelligence, but also by financial, operational, and development expertise. For municipalities, this means that site selection, acquisition, or lease negotiations are considered within the broader context of cost feasibility, construction realities, and long-term economic benefit. In addition, our longstanding relationships with property owners, developers, and government agencies across Maryland and the DC Metro enable us to pair data-driven insights with direct access to decision-makers.

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*A MacKenzie Company*

## **Relevant Projects & Successful Transactions**

### **Relevant Projects and Transactions**

In the past five years, the proposed MacKenzie team has completed more than 180 transactions, representing over 1.88 million square feet and 270 acres. This activity includes 34 sales totaling \$76.5 million in value and 146 lease transactions with a combined lease value in excess of \$107.7 million.

Following this Letter of Interest, we have included a sampling of completed transactions in the DC Metropolitan Region. These examples highlight MacKenzie's experience with office, industrial, retail, and land deals and demonstrate our ability to successfully execute assignments on behalf of municipal and institutional clients.

### **Transactional Support Services**

MacKenzie's advisors are uniquely positioned to provide comprehensive support at every stage of a real estate transaction. We guide municipalities through complex decisions and maintain ongoing relationships to support future business needs. For the Town of Bladensburg, this means a partner that delivers both immediate execution and long-term advocacy.

**Market Research and Analysis.** Our advisors conduct in-depth research on vacancy rates, rental rates, emerging trends, and market dynamics. This information equips Bladensburg with the insight needed to evaluate opportunities and shape sound leasing or acquisition strategies.

**Needs Assessment and Strategy Development.** We work closely with clients to define requirements, objectives, and budget parameters. From this assessment, we develop customized real estate strategies aligned with organizational goals.

**Site Selection and Property Identification.** Leveraging our market expertise, network, and GIS tools, MacKenzie identifies properties that meet client criteria, considering location, amenities, accessibility, and growth potential.

**Financial Analysis and Lease Structuring.** Our advisors perform financial analyses to evaluate total occupancy costs, negotiate favorable conditions, and structure transactions that maximize efficiency and flexibility.

**Lease Negotiation and Documentation.** We represent clients throughout negotiations, securing favorable rental rates, incentives, and allowances. Our advisors also review lease documentation to ensure accuracy and compliance.

**Transaction Management and Coordination.** MacKenzie manages each transaction from start to finish, coordinating with landlords, attorneys, and stakeholders to ensure a smooth and timely process.

**Tenant Representation and Advocacy.** Acting as an advocate, we safeguard client interests during negotiations, resolve disputes, and navigate complex deal structures.

**Post-Lease Support and Relationship Management.** After execution, our advisors continue to support clients with renewals, expansions, relocations, and proactive issue resolution.

**Lease Management Services.** We provide lease abstraction and management solutions that centralize key data, mitigate risk, ensure compliance, and improve financial visibility, particularly valuable for municipalities managing multiple facilities. Depending on scope, these services may involve additional costs outside of standard brokerage compensation.

**Market Intelligence and Advisory Services.** MacKenzie delivers ongoing market intelligence and strategic guidance, keeping clients informed of conditions, availability, and emerging opportunities.

## **Knowledge of Maryland Laws and Programs**

MacKenzie's advisors are deeply familiar with the State of Maryland's regulatory framework and economic development programs. Our team routinely advises municipalities and public-sector clients on transactions requiring compliance with Maryland real estate licensure, disclosure, and agency regulations, as well as state and county zoning and land-use requirements. We have successfully guided clients in leveraging state programs such as:

- Maryland Economic Development Assistance Authority and Fund (MEDAAF) for project financing.
- Job Creation Tax Credit (JCTC) and One Maryland Tax Credit to attract and retain employers.
- Enterprise Zone (EZ) property tax credits in designated redevelopment areas.
- Tax Increment Financing (TIF) and Payment in Lieu of Taxes (PILOT) structures for redevelopment initiatives.

Our experience coordinating with the Maryland Department of Commerce, Department of Housing and Community Development (DHCD), and local Economic Development Corporations (EDCs)

ensures transactions are executed efficiently, transparently, and in alignment with state and local programs designed to support redevelopment and investment.

Our proposed team has served numerous Maryland jurisdictions, including Anne Arundel County, City of Annapolis, Prince George's County, and the City of Bowie, successfully delivering transactions that support public-sector priorities. This experience provides us with the knowledge of Maryland's programs, regulatory requirements, and stakeholder engagement processes necessary to serve the Town of Bladensburg effectively.

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### **Commission and Pricing Structure**

MacKenzie follows standard industry practice in which brokerage commissions are typically paid by property owners (landlords or sellers). As such, the Town should not incur brokerage fees for transactions completed under this engagement. If a project arises outside conventional commission structures, we will work collaboratively with the Town to establish a fair and transparent arrangement in advance.

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### **Ability to Identify and Communicate with Landowners**

MacKenzie combines advanced GIS-driven research capabilities with long-standing property owner relationships to deliver actionable insights and direct engagement.

#### **Advanced GIS & Research Tools:**

Our in-house research team employs MackMaps®, MacKenzie's proprietary GIS dashboard powered by Esri, to consolidate parcel ownership, zoning, traffic counts, demographics, and consumer data into a single interactive mapping tool. With MackMaps, we can:

- Pinpoint redevelopment-ready parcels that align with Bladensburg's strategic objectives.
- Overlay demographic and infrastructure data to assess community impact.
- Present clear, data-backed visuals to municipal stakeholders to guide decisions.

We further enhance this analysis with CoStar for comprehensive market data and ProCalc for comparative financial scenarios. Together, these tools ensure that Bladensburg's decisions are informed by robust market intelligence and spatial analysis, not just availability.

## **Outreach and Landowner Engagement**

Beyond technology, MacKenzie maintains deep relationships with landlords, developers, and property owners throughout Prince George's County and the DC Metro region. Guided by GIS data, we engage property owners directly and communicate redevelopment opportunities clearly and effectively.

We have demonstrated this approach through prior work with Anne Arundel County, City of Annapolis, and the City of Bowie, where we successfully identified properties, opened lines of communication with owners, and completed transactions that advanced municipal initiatives, including, but not limited to sales, leases, acquisitions, and general advisory services.

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### **Team Qualifications & References:**

The MacKenzie team proposed for Bladensburg is composed of senior professionals with decades of municipal and institutional experience:

**Trish Farrell, Senior Vice President & Principal** – Over 30 years of brokerage expertise with a strong focus on government and institutional clients.

**David McClatchy, Senior Vice President & Principal** – Nearly three decades of experience advising public-sector and private clients across the Mid-Atlantic.

**Scott Wimbrow, SIOR, President & Principal** – Licensed broker of record, with more than 35 years of experience in commercial brokerage and economic development transactions.

Together, this team offers nearly 100 years of combined experience and a proven track record of delivering results for government entities. Proof of licensure is attached as required.

### **References:**

Burr Vogel  
City of Annapolis Director of Public Works  
[bmvogel@annapolis.gov](mailto:bmvogel@annapolis.gov)

Chris Daniels  
Anne Arundel County Real Estate Division  
[redani21@aacounty.org](mailto:redani21@aacounty.org)

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## Closing

MacKenzie is proud to align with the Town of Bladensburg's vision to foster redevelopment, investment, and community vitality. We bring a senior-led team, a collaborative full-service platform, and advanced GIS-driven research tools to deliver on these priorities.

Thank you for your consideration. We welcome the opportunity to meet with you and discuss how MacKenzie can best support the Town's commercial real estate objectives.

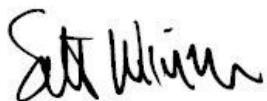
Sincerely,



**Trish Farrell**  
*Senior Vice President/Principal*



**David McClatchy**  
*Senior Vice President/Principal*



**Scott Wimbrow, SIOR**  
*President & Principal*

Representation Type	Property Name	Building Address	City	Property Type	Square Footage	Land Area AC	Lease Value	Lease Type	Lease Term
Landlord Rep	Annapolis City Marina	410 Severn Ave	Annapolis	Office	1,050		\$ 178,386.97	New Lease	60 Months
Landlord Rep	Annapolis Commerce Park - 2001-2003 Commerce	2001-2003 Commerce Park Dr	Annapolis	Flex - Office	6,572		\$ 531,225.23	New Lease	66 Months
Landlord Rep	Parkway Building	200 Harry S Truman Pkwy	Annapolis	Office	1,829	1.42	\$ 23,088.29	Renewal	3 Months
Landlord Rep	Annapolis City Marina	410 Severn Ave	Annapolis	Office	1,141	2.15	\$ 123,677.09	Sublease	37 Months
Landlord Rep	Parkway Building	200 Harry S Truman Pkwy	Annapolis	Office	4,189	1.42	\$ 1,073,347.47	New Lease	84 Months
Landlord Rep	Building 1000	2661 Riva Rd	Annapolis	Office - Retail	3,837	4.4	\$ 509,278.85	Downsize w/ Renewal	60 Months
Landlord Rep	Wesbanco	4201 Mitchellville Rd	Bowie	Office	1,519		\$ 199,432.02	New Lease	63 Months
Landlord Rep	Parkway Building	200 Harry S. Truman Parkway	Annapolis	Office	1,299		\$ 116,728.39	New Lease	37 Months
Landlord Rep	Empire Towers	7310 Ritchie Hwy	Glen Burnie	Office	2,300	1.46	\$ 276,806.58	New Lease	63 Months
Landlord Rep	2594 Riva Road	2594 Riva Road	Annapolis	Office	9,946		\$ 2,951,116.01	New Lease	126 Months
Landlord Rep	Annapolis City Marina	410 Severn Ave	Annapolis	Office	3,510	2.15	\$ 6,002.10	Term Extension	3 Months
Landlord Rep	Annapolis City Marina	410 Severn Ave	Annapolis	Office	5,184	2.15	\$ 336,927.08	Renewal w/ Expansion	62 Months
Landlord Rep	Annapolis City Marina	410 Severn Avenue	Annapolis	Office	2,432		\$ 353,027.23	New Lease	75 Months 14 Days
Landlord Rep	Annapolis City Marina	410 Severn Ave	Annapolis	Office	2,397	2.15	\$ 879,325.40	Renewal	120 Months
Landlord Rep	Annapolis City Marina	410 Severn Ave	Annapolis	Office	694	2.15	\$ 42,004.92	Term Extension	62 Months
Landlord Rep	Annapolis City Marina	410 Severn Ave	Annapolis	Office	1,227	2.15	\$ 102,654.43	New Lease	37 Months
Landlord Rep	Parkway Building	200 Harry S Truman Pkwy	Annapolis	Office	4,099	1.42	\$ 681,629.54	Renewal	60 Months
Landlord Rep	Annapolis City Marina	410 Severn Ave	Annapolis	Office	1,606	2.15	\$ 253,039.95	New Lease	51 Months
Landlord Rep	Annapolis Commerce Park - 2009-2011 Commerce	2009-2011 Commerce Park Dr	Annapolis	Flex - Office	51,225	2.82	\$ 27,436,326.93	New Lease	186 Months
Landlord Rep	Wesbanco	4201 Mitchellville Rd	Bowie	Office	2,701	2.28	\$ 385,724.07	Renewal	63 Months
Landlord Rep	Parkway Building	200 Harry S Truman Pkwy	Annapolis	Office	1,829	1.42	\$ 58,326.81	Renewal	6 Months
Landlord Rep	South River Colony - 3158	3158 Braverton St	Edgewater	Office	6,927	2.22	\$ 155,926.77	Renewal	12 Months
Landlord Rep	Parkway Building	200 Harry S Truman Pkwy	Annapolis	Office	1,775	1.42	\$ 265,895.00	New Lease	63 Months
Landlord Rep	Building 1000	2661 Riva Rd	Annapolis	Office - Retail	2,393	4.4	\$ 192,309.62	Renewal	36 Months
Landlord Rep	Parkway Industrial Center	7251 National Dr	Hanover	Industrial - Warehouse	15,596	2.56	\$ 558,908.66	New Lease	60 Months
Landlord Rep	Annapolis City Marina	410 Severn Ave	Annapolis	Office	1,261	2.15	\$ 203,656.43	Renewal	60 Months
Landlord Rep	Annapolis City Marina	410 Severn Ave	Annapolis	Office	3,510	2.15	\$ 21,000.00	New Lease	10 Months
Landlord Rep	Building 1000	2661 Riva Rd	Annapolis	Office - Retail	7,149	4.4	\$ 289,244.07	Renewal	18 Months
Landlord Rep	Annapolis City Marina	410 Severn Ave	Annapolis	Office	694	2.15	\$ 6,043.58	Renewal	9 Months
Landlord Rep	Annapolis Commerce Park - 2001-2003 Commerce	2001-2003 Commerce Park Dr	Annapolis	Flex - Office	5,127	4.5	\$ 439,874.22	New Lease	64 Months
Landlord Rep	Annapolis City Marina	410 Severn Ave	Annapolis	Office	22,523	2.15	\$ 311,432.79	Term Extension	6 Months
Landlord Rep	Annapolis City Marina	410 Severn Ave	Annapolis	Office	5,184	2.15	\$ 96,932.32	Term Extension	6 Months
Landlord Rep	64 State Cr	64 State Cr	Annapolis	Retail - Retail	1,500	0.08	\$ 347,030.85	New Lease	89 Months
Landlord Rep	Arundel Plaza	108 Old Solomons Island Rd	Annapolis	Office	1,000		\$ 66,856.17	New Lease	36 Months
Landlord Rep	South River Colony - 3158	3158 Braverton St	Edgewater	Office	1,840	2.22	\$ 237,067.31	New Lease	86 Months
Landlord Rep	100 Cathedral Street	100 Cathedral Street	Annapolis	Office	1,277		\$ 32,883.00	Renewal	12 Months
Landlord Rep	Benfield Pines East	1023-1029 Benfield Boulevard	Millersville	Office	2,130		\$ 21,600.00	New Lease	12 Months
Landlord Rep	Benfield Pines East	1023-1029 Benfield Boulevard	Millersville	Office	2,610		\$ 25,200.00	Renewal	12 Months
Landlord Rep	Annapolis City Marina	410 Severn Ave	Annapolis	Office	1,257		\$ 231,482.80	New Lease	60 Months
Landlord Rep	South River Colony - 3158	3158 Braverton St	Edgewater	Office	6,927		\$ 160,637.13	Renewal	12 Months
Landlord Rep	Annapolis City Marina	410 Severn Avenue	Annapolis	Office	4,373		\$ 726,596.45	New Lease	60 Months
Landlord Rep	Building 1000	2661 Riva Rd	Annapolis	Office - Retail	9,839		\$ 1,422,217.94	Renewal w/ Expansion	60 Months
Landlord Rep	7 State Circle	7 State Circle	Annapolis	Office	1,830		\$ 726,546.31	New Lease	126 Months
Landlord Rep	South River Colony - 3158	3158 Braverton St	Edgewater	Office	2,803		\$ 61,666.00	New Lease	12 Months
Landlord Rep	Benfield Pines West	1035 Benfield Boulevard	Millersville	Flex - Office	2,336		\$ 45,300.00	Renewal	24 Months
Landlord Rep	100 Cathedral Street	100 Cathedral Street	Annapolis	Office	1,277		\$ 31,925.00	New Lease	12 Months

Representation Type	Property Name	Building Address	City	Property Type	Square Footage	Land Area AC	Lease Value	Lease Type	Lease Term
Landlord Rep	Wesbanco	4201 Mitchellville Rd	Bowie	Office	1,450		\$ 140,461.50	Renewal	36 Months
Landlord Rep	711 Bestgate Rd	711 Bestgate Rd	Annapolis	Office	4,990		\$ 435,776.70	Downsize w/ Renewal	48 Months
Landlord Rep	Benfield Pines West	1035 Benfield Boulevard	Millersville	Flex - Office	2,450		\$ 22,200.00	New Lease	12 Months
Landlord Rep	Wesbanco	4201 Mitchellville Rd	Bowie	Office	4,065		\$ 332,136.07	Downsize w/ Renewal	36 Months
Landlord Rep	Annapolis City Marina	410 Severn Avenue	Annapolis	Office	4,373		\$ 726,596.45	New Lease	60 Months
Landlord Rep	Annapolis City Marina	410 Severn Ave	Annapolis	Office	1,141		\$ 205,980.32	New Lease	63 Months
Landlord Rep	Arundel Plaza	108 Old Solomons Island Road	Annapolis	Office	1,000		\$ 79,509.50	Renewal	39 Months
Landlord Rep	Parkway Building	200 Harry S. Truman Parkway	Annapolis	Office	757		\$ 72,534.15	New Lease	36 Months
Landlord Rep	Benfield Pines East	1023-1029 Benfield Boulevard	Millersville	Office	2,610		\$ 25,800.00	Renewal	12 Months
Landlord Rep	Building 1000	2661 Riva Rd	Annapolis	Office - Retail	2,086		\$ 288,117.19	Renewal w/ Expansion	62 Months
Landlord Rep	Annapolis City Marina	410 Severn Avenue	Annapolis	Office	13,748		\$ 2,619,570.17	Renewal	60 Months
Landlord Rep	Benfield Pines East	1023-1029 Benfield Boulevard	Millersville	Office	2,610		\$ 25,200.00	Renewal	12 Months
Landlord Rep	Parkway Building	200 Harry S Truman Pkwy	Annapolis	Office	757		\$ 26,242.67	Sublease	16 Months
Landlord Rep	4201 Mitchellville Rd	4201 Mitchellville Rd	Bowie	Office	1,559		\$ 324,418.07	New Lease	88 Months
Landlord Rep	Parkway Building	200 Harry S Truman Pkwy	Annapolis	Office	762		\$ 67,791.79	New Lease	36 Months
Landlord Rep	Building 1000	2661 Riva Rd	Annapolis	Office - Retail	7,517		\$ 1,185,644.34	Renewal	72 Months
Landlord Rep	Annapolis City Marina	410 Severn Avenue	Annapolis	Office	1,095		\$ 175,720.13	New Lease	63 Months
Landlord Rep	Annapolis Commerce Park - 2001-2003 Commerce	2001-2003 Commerce Park Drive	Annapolis	Flex - Office	7,278		\$ 1,320,918.85	New Lease	126 Months
Landlord Rep	Benfield Pines West	1035 Benfield Boulevard	Millersville	Flex - Office	4,672		\$ 43,800.00	Renewal	12 Months
Landlord Rep	Benfield Pines West	1035 Benfield Boulevard	Millersville	Flex - Office	2,462		\$ 22,800.00	Renewal	12 Months
Landlord Rep	Benfield Pines West	1035 Benfield Boulevard	Millersville	Flex - Office	2,208		\$ 47,100.00	Renewal	24 Months
Landlord Rep	Parkway Building	200 Harry S. Truman Parkway	Annapolis	Office	1,775		\$ 990,476.54	Renewal w/ Expansion	93 Months
Landlord Rep	Parkway Building	200 Harry S. Truman Parkway	Annapolis	Office	2,567		\$ 64,175.00	Downsize w/ Renewal	12 Months
Landlord Rep	696 MD Rte 3 N	696 State Route 3 North	Gambrills	Retail - Auto Dealership	1,250		\$ 573,194.76	New Lease	120 Months
Landlord Rep	Annapolis City Marina	410 Severn Avenue	Annapolis	Office	3,510		\$ 1,259,891.10	New Lease	130 Months 21 Days
Landlord Rep	Annapolis City Marina	410 Severn Avenue	Annapolis	Office	150		\$ 22,446.94	Expansion Only	56 Months 9 Days
Landlord Rep	Annapolis Commerce Park - 2001-2003 Commerce	2001-2003 Commerce Park Drive	Annapolis	Flex - Office	7,133		\$ 848,289.57	New Lease	60 Months
Landlord Rep	684 MD Route 3 North	684 State Route 3 North	Gambrills	Retail - Freestanding	1,917		\$ 149,428.50	New Lease	37 Months
Landlord Rep	Benfield Pines East	1023-1029 Benfield Blvd	Millersville	Office	2,610		\$ 24,600.00	Renewal	12 Months
Landlord Rep	Benfield Pines West	1035 Benfield Boulevard	Millersville	Flex - Office	2,336		\$ 23,400.00	Renewal	12 Months
Landlord Rep	Annapolis City Marina	410 Severn Ave	Annapolis	Office	1,330		\$ 116,248.38	New Lease	36 Months 16 Days
Landlord Rep	Benfield Pines West	1035 Benfield Blvd	Millersville	Flex - Office	4,672		\$ 43,200.00	Renewal	12 Months
Landlord Rep	Benfield Pines East	1023-1029 Benfield Blvd	Millersville	Office	2,610		\$ 24,900.00	Renewal	12 Months
Landlord Rep	Parkway Building	200 Harry S. Truman Parkway	Annapolis	Office	756		\$ 48,342.42	New Lease	24 Months
Landlord Rep	Parkway Building	200 Harry S. Truman Parkway	Annapolis	Office	2,567		\$ 64,175.00	Renewal	12 Months
Landlord Rep	Parkway Building	200 Harry S. Truman Parkway	Annapolis	Office	8,816		\$ 2,578,680.00	Renewal	122 Months
Landlord Rep	Annapolis Landing Marina	980 Awald Road	Annapolis	Office	730		\$ 18,249.96	New Lease	12 Months
Landlord Rep	South River Colony - 3158	3158 Braverton Street	Edgewater	Office	4,189		\$ 356,773.93	New Lease	63 Months
Landlord Rep	Benfield Pines West	1035 Benfield Boulevard	Millersville	Flex - Office	2,462		\$ 22,500.00	Renewal	12 Months
Landlord Rep	Benfield Pines West	1035 Benfield Boulevard	Millersville	Flex - Office	4,672		\$ 93,000.00	Renewal	24 Months
Landlord Rep	Annapolis City Marina	410 Severn Avenue	Annapolis	Office	1,217		\$ 14,871.74	New Lease	12 Months
Landlord Rep	Benfield Pines West	1035 Benfield Boulevard	Millersville	Flex - Office	2,336		\$ 47,400.00	Renewal	24 Months
Tenant Rep	Admiral Building	175 Admiral Cochrane Dr	Annapolis	Office	1,802		\$ 156,706.02	Term Extension	38 Months
Tenant Rep	171 Conduit St	171 Conduit St	Annapolis	Office - Retail	1,200		\$ 85,260.00	New Lease	24 Months
Tenant Rep	West Woods Business Park B	180 Admiral Cochrane Dr	Annapolis	Office	1,602		\$ 164,629.05	Renewal	38 Months
Tenant Rep	Annapolis Commerce Park - 900 Bestgate	900 Bestgate Rd	Annapolis	Office	1,895		\$ 266,759.05	Expansion Only	47 Months

Representation Type	Property Name	Building Address	City	Property Type	Square Footage	Land Area AC	Lease Value	Lease Type	Lease Term
Tenant Rep	150 South St	150 South St	Annapolis	Office	504		\$ 15,070.00	New Lease	13 Months
Tenant Rep	1201 Winterson Rd	1201 Winterson Rd	Linthicum Heights	Office	17,614		\$ 785,379.86	Sublease	32 Months
Tenant Rep	Arnold Station	1460 Ritchie Hwy	Arnold	Retail - Retail	3,316		\$ 220,063.68	Renewal	63 Months
Tenant Rep	International Trade Center - 501	501 McCormick Dr	Glen Burnie	Flex - Flex	7,560		\$ 177,715.94	Renewal	24 Months
Tenant Rep	8485 Fort Smallwood Rd	8485 Fort Smallwood Rd	Pasadena	Retail - Freestanding	6,600		\$ 171,600.00	New Lease	24 Months
Tenant Rep	7609 Energy Pkwy	7609 Energy Pkwy	Baltimore	Industrial - Flex	5,725		\$ 178,213.61	New Lease	63 Months
Tenant Rep	Parkway Building	200 Harry S Truman Pkwy	Annapolis	Office	427	1.42	\$ 16,349.83	Renewal	62 Months
Tenant Rep	Arundel Crossing West - 1370 Blair	1370 Blair Dr	Odenton	Industrial - Warehouse	13,000		\$ 268,100.00	New Lease	27 Months
Tenant Rep	Baymeadow Business Park - 6701 Baymeadow	6701 Baymeadow Dr	Glen Burnie	Flex - Flex	30,852		\$ 1,186,876.44	New Lease	24 Months
Tenant Rep	I-97 Business Park - 231 Najoles Rd	231 Najoles Rd	Millersville	Office	2,016		\$ 350,222.86	New Lease	60 Months
Tenant Rep	Clock Tower Place	1410 Forest Dr	Annapolis	Office	1,914		\$ 242,360.16	Term Extension	60 Months
Tenant Rep	Severna Park Shopping Center - 541	541 Baltimore Annapolis Blvd	Severna Park	Retail - Shopping Center	2,246		\$ 245,684.69	New Lease	60 Months
Tenant Rep	Glen Burnie Business Center	175 Penrod Ct	Glen Burnie	Industrial - Distribution	6,000		\$ 54,000.00	New Lease	12 Months
Tenant Rep	451 Defense Hwy	451 Defense Hwy	Annapolis	Flex - Flex	23,991		\$ 3,319,997.00	New Lease	124 Months
Tenant Rep	2109 Forest Dr	2109 Forest Dr	Annapolis	Flex - Flex	3,295		\$ 166,908.60	New Lease	36 Months
Tenant Rep	Baymeadow Business Park - 6701 Baymeadow	6701 Baymeadow Dr	Glen Burnie	Flex - Flex	20,252		\$ 407,267.72	Renewal	12 Months
Tenant Rep	3169 Braverton Street	3169 Braverton St	Edgewater	Office	1,447		\$ 169,011.03	New Lease	60 Months
Tenant Rep	Bay Forest Shopping Center	934 Bay Ridge Rd	Annapolis	Retail - Shopping Center	1,682		\$ 479,370.00	New Lease	120 Months
Tenant Rep	125 West Street	125 West St	Annapolis	Office	2,804		\$ 266,246.67	Renewal	36 Months
Tenant Rep	2156 Renard Ct	2156 Renard Ct	Annapolis	Industrial - Flex	3,000		\$ 157,635.90	New Lease	39 Months
Tenant Rep	Baymeadow Business Park - 6701 Baymeadow	6701 Baymeadow Dr	Glen Burnie	Flex - Flex	30,852		\$ 419,485.80	Renewal	12 Months
Tenant Rep	501 McCormick Drive	501 McCormick Dr	Glen Burnie	Flex - Flex	7,560		\$ 93,744.00	Renewal	12 Months
Tenant Rep	Woodlands Park I	1302 Concourse Dr	Linthicum Heights	Office	1,740		\$ 235,566.36	New Lease	62 Months
Tenant Rep	Brick Companies Center	3168 Braverton St	Edgewater	Office	2,539		\$ 197,533.14	New Lease	36 Months
Tenant Rep	888 Bestgate Rd	888 Bestgate Road	Annapolis	Office	4,505		\$ 1,807,567.17	New Lease	120 Months
Tenant Rep	7060 Aviation Blvd.	7060 Aviation Boulevard	Glen Burnie	Industrial - Warehouse	8,500		\$ 649,089.00	New Lease	36 Months
Tenant Rep	Lake Shore Plaza	4103-4211 Mountain Road	Pasadena	Retail - Day Care	11,878		\$ 480,621.41	Term Extension	24 Months
Tenant Rep	1202 Annapolis Road	1202 Annapolis Road	Odenton	Office	1,951		\$ 175,576.90	New Lease	60 Months
Tenant Rep	711 Bestgate Rd	711 Bestgate Rd	Annapolis	Office	14,874		\$ 5,454,496.92	New Lease	186 Months
Tenant Rep	7 State Circle	7 State Circle	Annapolis	Office	2,013		\$ 284,317.55	Renewal	36 Months
Tenant Rep	2530 Riva Rd	2530 Riva Rd	Annapolis	Office	3,744		\$ 221,120.00	Downsize w/ Renewal	24 Months
Tenant Rep	844 Ritchie Highway	844 Ritchie Hwy	Severna Park	Flex - Office	4,600		\$ 423,200.00	Renewal	60 Months
Tenant Rep	Arundel Crossing West - 1370 Blair	1370 Blair Drive	Odenton	Industrial - Warehouse	12,294		\$ 381,726.15	Renewal	36 Months
Tenant Rep	Park Plaza	550-570 Ritchie Highway	Severna Park	Retail - Shopping Center	3,920		\$ 437,001.21	Renewal	62 Months
Tenant Rep	Cromwell Business Park	798 Cromwell Park Dr	Glen Burnie	Flex - Flex	5,400		\$ 334,878.52	New Lease	84 Months
Tenant Rep	Westfield Annapolis	2002 Annapolis Mall	Annapolis	Retail - Mall	15,542		\$ 1,069,537.83	Renewal w/ Expansion	180 Months
Tenant Rep	516-518 S Camp Meade Rd	516 South Camp Meade Road	Linthicum Heights	Office	1,500		\$ 85,865.42	New Lease	60 Months
Tenant Rep	888 Bestgate Rd	888 Bestgate Road	Annapolis	Office			\$ 48,000.00	New Lease	24 Months
Tenant Rep	8531 Veteran's Highway	8531 Veterans Highway	Millersville	Office	9,859		\$ 893,864.53	New Lease	88 Months
Tenant Rep	Empire Towers	7310 Ritchie Highway	Glen Burnie	Office	6,787		\$ 1,341,562.84	Renewal w/ Expansion	88 Months
Tenant Rep	Lake Shore Plaza	4103-4211 Mountain Road	Pasadena	Retail - Day Care	11,878		\$ 2,081,884.38	Renewal	120 Months
Tenant Rep	125 West Street	125 West Street	Annapolis	Office	1,984		\$ 326,526.72	Downsize w/ Renewal	60 Months
Tenant Rep	4201 Northview Drive	4201 Northview Drive	Bowie	Office	7,677		\$ 2,365,230.00	Renewal w/ Expansion	124 Months
Tenant Rep	Howard County Executive Center	3300 North Ridge Road	Ellicott City	Office	2,130		\$ 165,413.38	New Lease	38 Months
Tenant Rep	Lake Shore Plaza	4115 Mountain Road	Pasadena	Retail - Shopping Center	3,870		\$ 513,658.90	New Lease	62 Months
Tenant Rep	185 Admiral Cochrane Dr	185 Admiral Cochrane Drive	Annapolis	Office	5,337		\$ 793,376.01	Renewal w/ Expansion	64 Months

Representation Type	Property Name	Building Address	City	Property Type	Square Footage	Land Area AC	Lease Value	Lease Type	Lease Term
Tenant Rep	3G Wireless - 7195 Troy Hill Drive	7195 Troy Hill Drive	Elkridge	Industrial - Flex	13,574		\$ 992,395.14	New Lease	62 Months
Tenant Rep	Jemal's Defense Highway	116 Defense Highway	Annapolis	Office - Medical	13,392		\$ 5,971,904.08	Renewal	156 Months
Tenant Rep	881 Elkridge Landing Road	881 Elkridge Landing Road	Linthicum Heights	Office	34,400		\$ 3,278,999.20	Sublease	74 Months
Tenant Rep	Baymeadow Business Park - 6701 Baymeadow	6701 Baymeadow Drive	Glen Burnie	Flex - Flex	10,800		\$ 2,723,817.73	Downsize w/ Renewal	126 Months
Tenant Rep	781 - 783 Elkridge Landing Road	781 Elkridge Landing Road	Linthicum Heights	Industrial - Warehouse	9,413		\$ 248,600.00	New Lease	24 Months 14 Days
Tenant Rep	4 Dock St	4 Dock Street	Annapolis	Office	2,500		\$ 93,600.00	New Lease	12 Months
Tenant Rep	451 Defense Hwy	451 Defense Highway	Annapolis	Flex - Light Distribution	6,560		\$ 294,006.41	Renewal	36 Months
Tenant Rep	16410 Heritage Blvd	16410 Heritage Boulevard	Bowie	Land - Retail	73,000	1.68	\$ 4,536,500.00	New Lease	240 Months
Buyer Rep	214 Eastern Avenue	214 Eastern Avenue	Annapolis	Flex - Flex	10,065				
Buyer Rep	25 Shaw Street	25 Shaw Street	Annapolis	Office	8,239				
Buyer Rep	Dorsey Rd	Dorsey Road	Glen Burnie	Land - Industrial		7.6			
Buyer Rep	2129 Moran Drive	2129 Moran Drive	Annapolis	Land - Residential		20.17			
Buyer Rep	1791 Generals Hwy	1791 Generals Hwy	Annapolis	Land - Residential	0	2			
Buyer Rep	194 Green Street	194 Green Street	Annapolis	Retail - Retail	2,100				
Buyer Rep	443 Crain Hwy	443 Crain Hwy N	Glen Burnie	Office	16,800				
Buyer Rep	3069 Solomons Island Rd	3069 Solomons Island Rd	Edgewater	Retail - Retail	5,492				
Buyer Rep	3130 Solomons Island Rd	3130 Solomons Island Road	Edgewater	Retail - Big Box		6.73			
Buyer Rep	Rosa V Johnson Property	Generals Hwy	Annapolis	Land - Residential	0	95.63			
Buyer Rep	696 MD Rte 3 N	696 MD Rte 3 N	Gambrills	Retail - Auto Dealership	5,118				
Buyer Rep	Bestgate Road	Bestgate Road	Annapolis	Land - Multifamily/Assisted Living		27			
Seller Rep	8662 Veterans Hwy	8662 Veterans Highway	Millersville	Land - Commercial		0.5			
Seller Rep	100 Cathedral St	100 Cathedral Street	Annapolis	Office	1,277				
Seller Rep	8300-8344 Ritchie Hwy	8300-8344 Ritchie Hwy	Pasadena	Land - Mixed Use	631,620	14.5			
Seller Rep	2555 Riva Road	2555 Riva Road	Annapolis	Land - Mixed Use		1.19			
Seller Rep	122 Severn Avenue	122 Severn Avenue	Annapolis	Flex - Office	5,344				
Seller Rep	180 Main Street	180 Main Street	Annapolis	Office	7,416				
Seller Rep	79 West Street	79 West St	Annapolis	Office	3,095				
Seller Rep	2901 Riva Trace Pkwy	2901 Riva Trace Pkwy	Annapolis	Office	5,599				
Seller Rep	4367 Northview Drive	4367 Northview Drive	Bowie	Office	1,029				
Seller Rep	1566-1580 Annapolis Rd	1566-1580 Annapolis Rd	Odenton	Land - Mixed Use	232,175	5.33			
Seller Rep	5410 Indian Head Highway	5410 Indian Head Highway	Oxon Hill	Office - Retail	22,800				
Seller Rep	The Market Place At Piney Orchard	8759 Piney Orchard Pkwy	Odenton	Retail - Bank	2,090	1.09			
Seller Rep	8646 Veterans Hwy	8646 Veterans Highway	Millersville	Land - Commercial		0.5			
Seller Rep	182 Duke Of Gloucester St	182 Duke Of Gloucester St	Annapolis	Office	3,260				
Seller Rep	7 State Circle	7 State Circle	Annapolis	Office	3,933				
Seller Rep	Stamato Properties	Race Road / Jessup Road	Jessup	Land - Residential		11.32			
Seller Rep	4201 Mitchellville Rd	4201 Mitchellville Road	Bowie	Office	48,544				
Seller Rep	14300 Gallant Fox Ln	14300 Gallant Fox Ln	Bowie	Office - Medical	4,018				
Seller Rep	Villages Of Lincolnshire Phase II	Karen Boulevard & Wilberforce Ct	Capitol Heights	Land - Residential		9.54			
Seller Rep	2555 Riva Road	2555 Riva Road	Annapolis	Land - Mixed Use		1.73			
Seller Rep	60 & 64 State Circle	60 & 64 State Circle	Annapolis	Retail - Storefront					

## REAL ESTATE COMMISSION

11 05 96686 PATRICIA B. FARRELL (TRISH)

6304 04-30-2025

## MESSAGE(S) :

REMINDER: YOU MUST COMPLETE 15 HOURS OF CONTINUING EDUCATION AT LEAST 30 DAYS PRIOR TO YOUR NEXT RENEWAL.



LICENSE \* REGISTRATION \* CERTIFICATION \* PERMIT

**STATE OF MARYLAND**  
**MARYLAND DEPARTMENT OF LABOR**

Wes Moore  
Governor

Aruna Miller  
Lt. Governor

Portia Wu  
Secretary

## REAL ESTATE COMMISSION

## CERTIFIES THAT:

PATRICIA B. FARRELL (TRISH)

MACKENZIE COMMERCIAL REAL ESTATE  
SERVICES LLC  
2328 W JOPPA ROAD, SUITE 200  
LUTHERVILLE MD 21093

IS AN AUTHORIZED:

**05 - SALESPERSON**

LIC/REG/CERT  
96686

EXPIRATION  
05-07-2027

EFFECTIVE  
N/A

CONTROL NO  
1632 6439604

Signature of Bearer

WHERE REQUIRED BY LAW THIS MUST BE CONSPICUOUSLY DISPLAYED IN OFFICE TO WHICH IT APPLIES

A handwritten signature in black ink, appearing to read 'Portia Wu'.

Secretary

11 05 96686

6,439,604

REAL ESTATE COMMISSION  
100 S. CHARLES STREET  
BALTIMORE, MD 21201

PATRICIA B. FARRELL (TRISH)  
MACKENZIE COMMERCIAL REAL ESTATE  
SERVICES LLC  
2328 W JOPPA ROAD, SUITE 200  
LUTHERVILLE MD 21093

 <b>STATE OF MARYLAND</b> <b>MARYLAND DEPARTMENT OF LABOR</b>				<small>Wes Moore Governor Aruna Miller Lt. Governor Portia Wu Secretary</small>		
<b>REAL ESTATE COMMISSION</b> <b>CERTIFIES THAT:</b> <b>PATRICIA B. FARRELL (TRISH)</b>						
<b>IS AN AUTHORIZED: 05 - SALESPERSON</b>						
LIC/REG/CERT	EXPIRATION	EFFECTIVE	CONTROL NO			
96686	05-07-2027	N/A	1632 6439604			
<small>Signature of Bearer</small>				<small>Secretary</small>		

## REAL ESTATE COMMISSION

11 05 81946 DAVID M. MCCLATCHY JR.

6329 05-25-2025

## MESSAGE(S) :

REMINDER: YOU MUST COMPLETE 15 HOURS OF CONTINUING EDUCATION AT LEAST 30 DAYS PRIOR TO YOUR NEXT RENEWAL.



LICENSE \* REGISTRATION \* CERTIFICATION \* PERMIT

**STATE OF MARYLAND**  
**MARYLAND DEPARTMENT OF LABOR**

Wes Moore  
Governor

Aruna Miller  
Lt. Governor

Portia Wu  
Secretary

## REAL ESTATE COMMISSION

## CERTIFIES THAT:

DAVID M. MCCLATCHY JR.

MACKENZIE COMMERCIAL REAL ESTATE  
SERVICES LLC  
2328 W JOPPA ROAD, SUITE 200  
LUTHERVILLE MD 21093

IS AN AUTHORIZED:

**05 - SALESPERSON**LIC/REG/CERT  
81946EXPIRATION  
05-31-2027EFFECTIVE  
N/ACONTROL NO  
1632 6450959

Signature of Bearer

WHERE REQUIRED BY LAW THIS MUST BE CONSPICUOUSLY DISPLAYED IN OFFICE TO WHICH IT APPLIES

A handwritten signature in black ink, appearing to read 'Portia Wu'.

Secretary

11 05 81946

6,450,959

REAL ESTATE COMMISSION  
100 S. CHARLES STREET  
BALTIMORE, MD 21201

DAVID M. MCCLATCHY JR.  
MACKENZIE COMMERCIAL REAL ESTATE  
SERVICES LLC  
2328 W JOPPA ROAD, SUITE 200  
LUTHERVILLE MD 21093

 <b>STATE OF MARYLAND</b> <b>MARYLAND DEPARTMENT OF LABOR</b>				<small>LICENSE * REGISTRATION * CERTIFICATION * PERMIT</small> <small>Wes Moore Governor</small> <small>Aruna Miller Lt. Governor</small> <small>Portia Wu Secretary</small>		
<b>REAL ESTATE COMMISSION</b> <b>CERTIFIES THAT:</b> <b>DAVID M. MCCLATCHY JR.</b>						
<b>IS AN AUTHORIZED: 05 - SALESPERSON</b>						
LIC/REG/CERT	EXPIRATION	EFFECTIVE	CONTROL NO			
81946	05-31-2027	N/A	1632 6450959			
<small>Signature of Bearer</small>				<small>Secretary</small>		

## REAL ESTATE COMMISSION

11 01 68515 JOHN SCOTT WIMBROW (SCOTT)

6137 11-14-2024

MESSAGE(S) :

REMINDER: YOU MUST COMPLETE 15 HOURS OF CONTINUING EDUCATION 30 DAYS BEFORE YOUR NEXT RENEWAL. SUBMIT YOUR CREDIT REPORT AT [HTTPS://LABOR.MARYLAND.GOV/LICENSE/MREC](https://labor.maryland.gov/license/mrec) FAILURE TO DO SO WILL RESULT IN A REINSTATEMENT FEE.



LICENSE \* REGISTRATION \* CERTIFICATION \* PERMIT

**STATE OF MARYLAND**  
**MARYLAND DEPARTMENT OF LABOR**

Wes Moore  
 Governor

Aruna Miller  
 Lt. Governor

Portia Wu  
 Secretary

## REAL ESTATE COMMISSION

## CERTIFIES THAT:

JOHN SCOTT WIMBROW (SCOTT)

MACKENZIE COMMERCIAL REAL ESTATE  
 SERVICES LLC  
 2328 W JOPPA ROAD, SUITE 200  
 LUTHERVILLE MD 21093

IS AN AUTHORIZED:

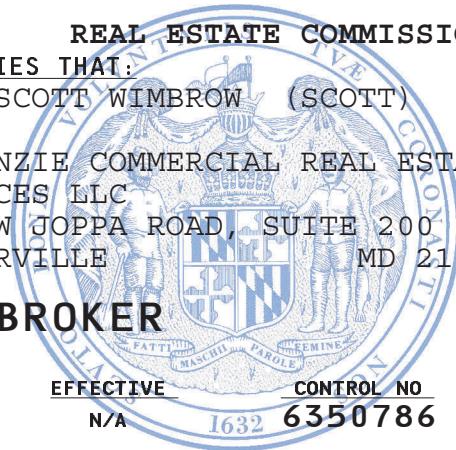
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LIC/REG/CERT  
 68515

EXPIRATION  
 11-12-2026

EFFECTIVE  
 N/A

CONTROL NO  
 1632 6350786



Secretary

Signature of Bearer

WHERE REQUIRED BY LAW THIS MUST BE CONSPICUOUSLY DISPLAYED IN OFFICE TO WHICH IT APPLIES

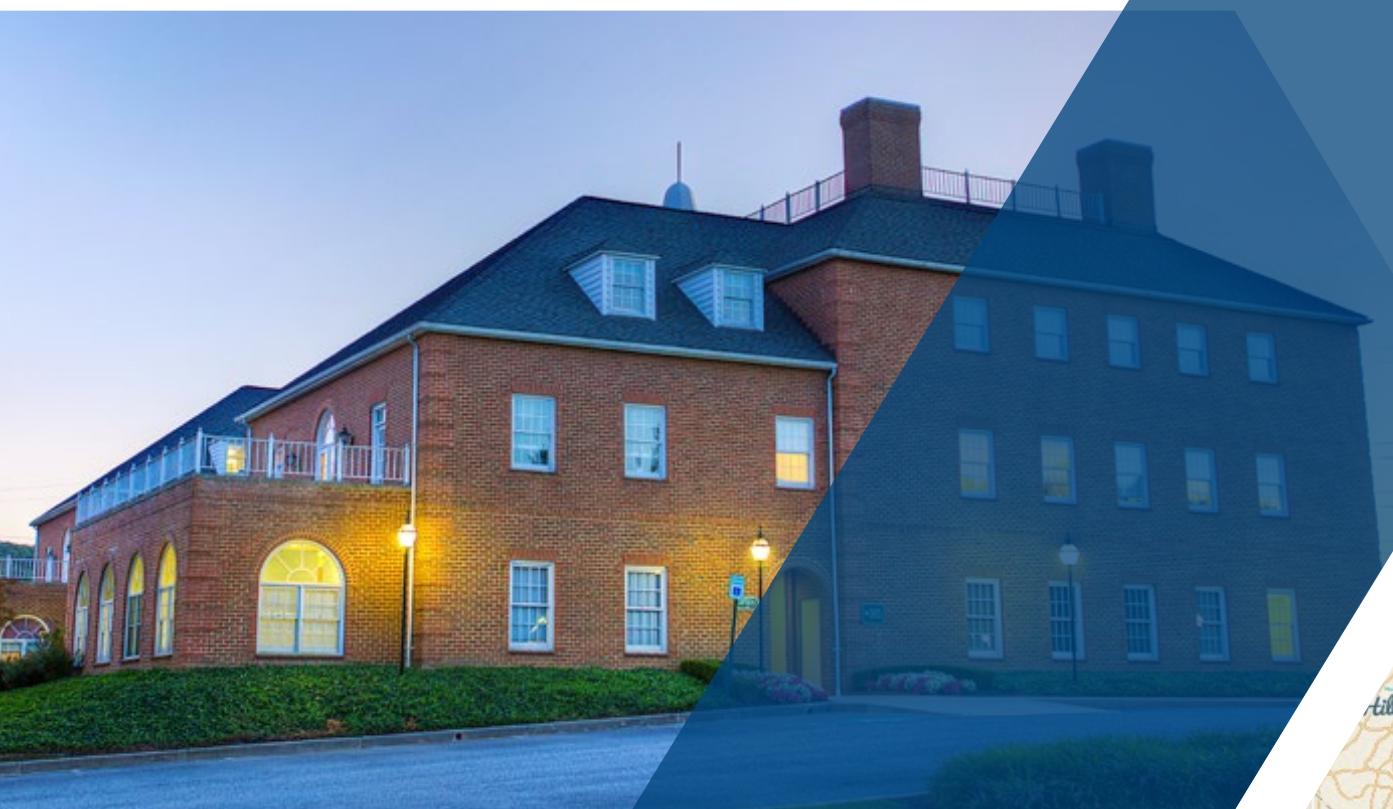
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REAL ESTATE COMMISSION  
 1100 N. EUTAW STREET  
 BALTIMORE, MD 21201

JOHN SCOTT WIMBROW (SCOTT)  
 MACKENZIE COMMERCIAL REAL ESTATE  
 SERVICES LLC  
 2328 W JOPPA ROAD, SUITE 200  
 LUTHERVILLE MD 21093

 <b>STATE OF MARYLAND</b> <b>MARYLAND DEPARTMENT OF LABOR</b>				LICENSE * REGISTRATION * CERTIFICATION * PERMIT Wes Moore Governor Aruna Miller Lt. Governor Portia Wu Secretary			
<b>REAL ESTATE COMMISSION</b> <b>CERTIFIES THAT:</b> JOHN SCOTT WIMBROW (SCOTT)							
<b>IS AN AUTHORIZED: 01 - BROKER</b>				<b>CONTROL NO</b>			
<b>LIC/REG/CERT</b> 68515	<b>EXPIRATION</b> 11-12-2026	<b>EFFECTIVE</b> N/A	<b>1632</b> <b>6350786</b>	 Signature of Bearer			
				<b>Secretary</b>			



# CORPORATE CAPABILITIES

**FULL-SERVICE COMMERCIAL REAL ESTATE SERVICES**



# WELCOME TO **MACKENZIE**

**AT THE MACKENZIE COMPANIES**, we understand that every business is unique, with distinct needs and objectives. That's why we offer a comprehensive suite of full-service commercial real estate solutions designed to meet your specific requirements. Whether you are seeking to acquire a new property, lease a space, sell an existing asset, manage your building or real estate portfolio, embark on a construction build-out, explore investment opportunities, pursue development projects, or need expert guidance in securing debt and equity capital, our seasoned professionals are here to guide you every step of the way. Our personalized approach allows us to deliver customized solutions that align perfectly with your goals, delivering a seamless experience.

With nearly 225 employees, MacKenzie is one of the largest, non-affiliated full-service commercial real estate firms operating in the Mid-Atlantic. Headquartered in Lutherville, Maryland, MacKenzie has additional offices in downtown Baltimore, Annapolis, Columbia and Bel Air, Maryland, as well as its latest office and presence in Charlottesville, Virginia. These strategic locations allows the firm to effectively reach and impact key markets across the Mid-Atlantic while tapping into a dynamic regional economy that bridges major metropolitan areas like Baltimore, Annapolis and Washington, DC. Our companies and offices deliver a comprehensive suite of services including brokerage, property management, capital solutions, construction, investment and development.

## **THE MACKENZIE COMPANIES:**

**MACKENZIE COMMERCIAL REAL ESTATE SERVICES, LLC**

**MACKENZIE INVESTMENT GROUP, LLC**

**MACKENZIE MANAGEMENT COMPANY, LLC**

**MACKENZIE CONTRACTING COMPANY, LLC**

**MACKENZIE CAPITAL, LLC**



# OUR SERVICES

Founded as a development firm in 1968 by **Clark MacKenzie**, a University of Virginia graduate, MacKenzie today comprises five firms that provide clients a competitive, full-service platform of commercial real estate offerings:

## THE MACKENZIE DIFFERENCE

For more than half a century, MacKenzie has been providing commercial real estate services in the Mid-Atlantic region and beyond.

Founded in 1968 as a development firm, MacKenzie today comprises five firms that provide clients a competitive, **full-service platform** of offerings in leasing, sales, investment sales, tenant and landlord advisory services, corporate and business consulting, commercial and residential development, general construction, property management, debt and equity capital placement, data analytics, mapping and market research.

MacKenzie is unique in its position as an entrepreneurial, local, independent, full-service firm; and, as a result, is able to operate on a much more efficient and broader scale than its competitors. Each MacKenzie firm provides their clients with extensive expertise in their field; expertise that is shared collaboratively throughout the MacKenzie platform.

MacKenzie's clients and prospects benefit from this collaboration as they have full access to the experienced professionals of all MacKenzie divisions throughout their real estate process. Additionally, MacKenzie's ability to be nimble is unmatched in this regard because we are a local firm. MacKenzie has invested heavily in its platform to ensure that its clients, no matter how large or small, receive the highest level of service in a very timely manner.

Furthermore, with six offices throughout Maryland and Virginia, MacKenzie has "boots on the ground" in nearly every major market in the Mid-Atlantic, and those agents have extensive relationships with owners and tenants in their respective markets.

## TYPICAL SERVICES OFFERED:

- ✓ **Site Selection & Acquisition**
- ✓ **Sales and Leasing**
- ✓ **GIS Mapping**
- ✓ **Demographic/Market Analysis**
- ✓ **Market Research and Feasibility Studies**
- ✓ **Valuation Analysis**
- ✓ **Development and Investment**
- ✓ **Property and Asset Management**
- ✓ **Financing and Debt Placement**
- ✓ **Construction (Out-of-Ground, Renovation and Build-Out) and Project Management**

# NATIONAL MARKET COVERAGE



MacKenzie's regional and national landlord and tenant representation abilities are virtually unlimited. MacKenzie's advisors are **doing business beyond the State of Maryland and the Commonwealth of Virginia**. This activity is supported by MacKenzie's in-house full-service competitive platform and numerous strategic corporate partnerships and network affiliations such as SIOR (the world's elite members of the industrial and office real estate industry), Retail Brokers Network, ICSC, and CREW that allows our advisors to leverage relationships across the U.S. With access to multiple industry platforms and strong local and national partnerships cultivated over more than 55 years, MacKenzie's advisors have the ability to network and market to real estate brokers on a regional and national level. MacKenzie's advisors routinely work with all national firms when prospecting for projects they represent.

## CURRENT LISTING STATS\*: (2024)

\* Includes total brokerage listings, including retail, office and industrial property types

**20.1M**

SQ FT

**520**  
TOTAL

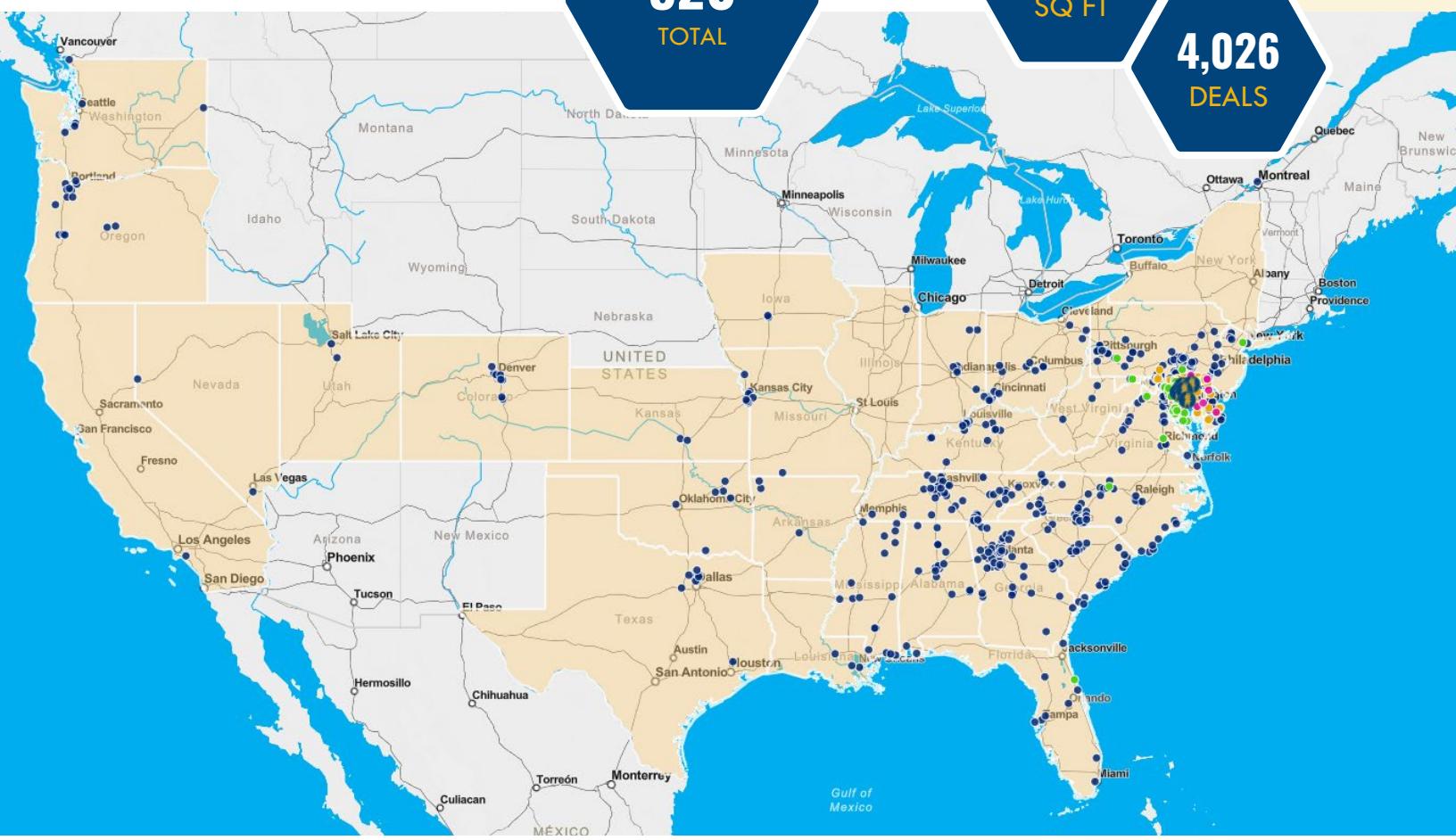
## TRANSACTIONS: (PAST 5 YEARS)

**\$2.4B**

SALE/LEASE VOLUME

**40.1M**  
SQ FT

**4,026**  
DEALS



# MACKENZIE BROKERAGE

## SELLER/LANDLORD REPRESENTATION

Whether you manage a single property or a large portfolio, our Real Estate Advisors provide tailored strategies to meet your business goals and timelines. Backed by local market knowledge and the diverse skills of the MacKenzie Team, we offer a **full range of landlord representation services**, including property repositioning, tenant retention, lease negotiations, financial analysis, and asset valuation. Our targeted marketing and leasing efforts aim to attract quality tenants and boost property visibility. With proactive management, we help maintain high occupancy rates, increase rental income, and enhance overall asset performance.

## BUYER/TENANT REPRESENTATION

MacKenzie's Tenant Advisors provide **comprehensive representation services** designed to give clients strategic insights and strong negotiating power. Using extensive market data, advanced lease and property evaluation tools, and detailed analysis of comparable transactions, our advisors offer customized guidance to tenants and buyers, often at no cost. We support clients through every step, including site selection, lease renewals and renegotiations, space planning, and build-out coordination. Our team also handles financial assessments, identifies potential incentives and navigates zoning and regulatory requirements. With our expertise, we help clients develop long-term occupancy strategies and excel in lease negotiations, property acquisitions, relocations and portfolio management.

## INVESTMENT SALES

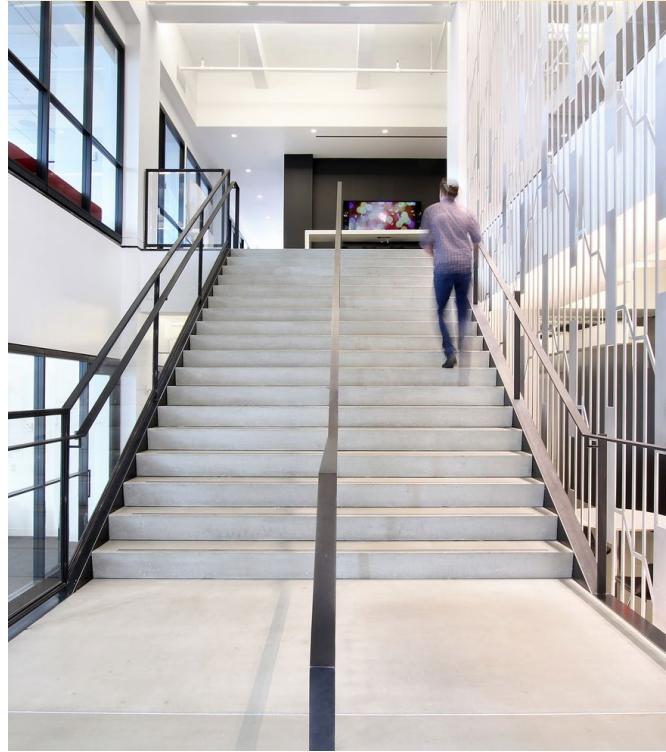
MacKenzie is committed to helping investors **maximize the value** of their commercial real estate portfolio. Our Investment Sales team constantly surveys the market, utilizes sophisticated cash flow financial modeling (Argus 14.0) and researches comparable sales to maximize values for property owners. We then tailor a customized approach to meet long-term acquisition or disposition objectives, optimizing financial results and exceeding client expectations. With experience in the purchase and disposition of retail, office, industrial, land, mixed-use properties, as well as 1031 tax deferred exchange transactions, we deliver investment opportunities for your consideration, or market properties to a targeted audience of qualified purchasers.

A long-term participant in the Mid-Atlantic's investment and brokerage communities, our advisors utilize comprehensive databases, established relationships with local and national investors, sophisticated marketing tools and carefully crafted, property-specific sales campaigns to present **investment opportunities** to appropriate purchasers.



# MACKENZIE MANAGEMENT

MacKenzie Management Company, LLC, is a full-service property management provider specializing in the management of office, medical, retail, industrial, and mixed-use properties. Drawing on more than 50 years of experience, our organization currently manages more than 244 projects, comprising over 9.0 million square feet of space. As owners ourselves, we understand the important role proficient management plays in an investment property. We apply this perspective to every commercial property we manage, integrating planned physical maintenance and improvements, detailed financial analysis and budgeting and established tenant retention strategies to maximize investment returns. This proven and proactive “turn-key” approach goes beyond typical property management, giving owners the support they need to concentrate on high-level decision-making while insulating them from day-to-day property functions. MacKenzie’s asset management strategies are customized, full-service plans tailored to the unique needs of each property and can range from **all-inclusive asset management** to versatile **a-la-carte services** that can complement existing procedures.



## PROPERTY, FACILITY AND ASSET MANAGEMENT SERVICES:

- On-Site Property Management
- Monthly Financial Reports
- Tenant Retention Programs
- Building Inspections and Safety
- Vendor Contract Negotiation
- Maintenance Staffing and Supervision
- Supervision of Operating and Maintenance Costs
- On-Call, 24/7 Emergency Response
- Vendor Invoice Processing
- Due Diligence Consulting
- Lease Administration
- Investor Reporting
- Strategic Financial Planning
- Multi-Facility Management
- Budgeting, Cash Flow and Capital Expenditure Projections

# MACKENZIE CONTRACTING

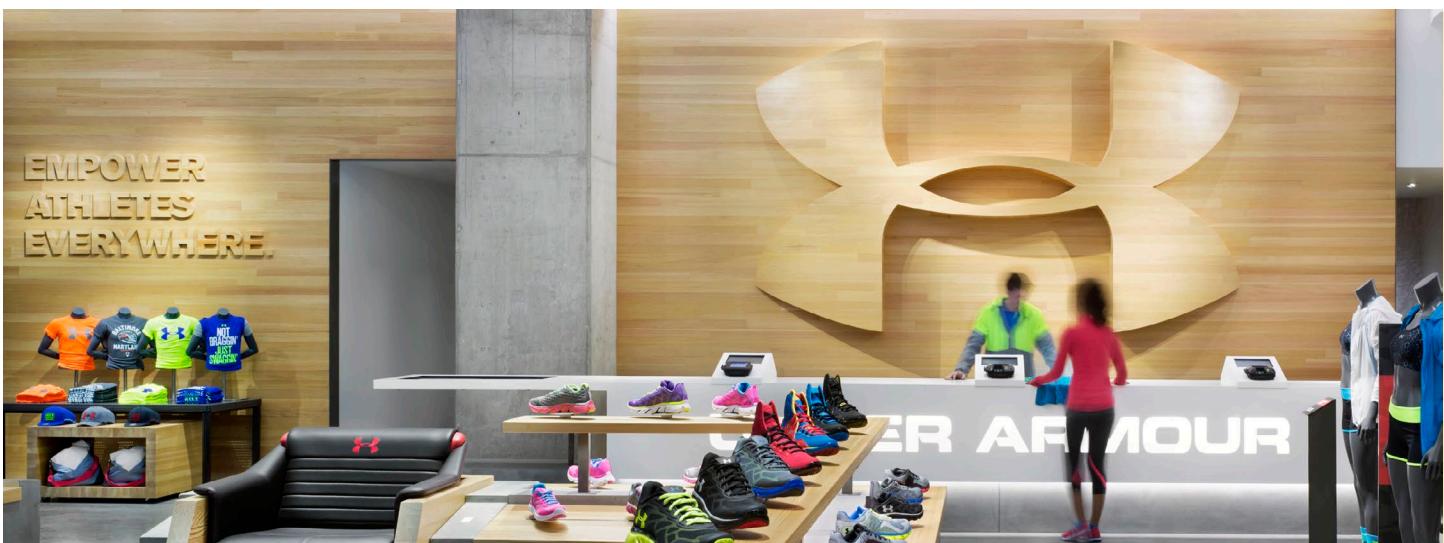


MacKenzie Contracting Company, LLC is an award-winning, **full-service general contracting and construction** management firm offering a full range of pre-construction, general contracting, ground-up construction, renovations and project management assistance for our clients. Emphasizing control over schedule, safety and quality, our primary goal is to deliver the highest standard of craftsmanship in the most cost-effective way possible by delivering on time and within budget.

Large enough to manage any size job, yet small enough to provide personalized attention, MacKenzie Contracting offers more than 300 years of combined experience, making our skilled project managers and superintendents a rare asset in today's market. The many awards and repeat clients MacKenzie Contracting has won serve as a testament to our ability to provide quality, value, and on-time delivery to clients in an array of industries including healthcare, defense, education, retail, business and manufacturing.

Having mastered the understanding of its clients' needs and how to tailor every project to suit their individual requirements, MacKenzie Contracting offers a team with expert insight into creating optimized and innovative office spaces as well as accessible and aesthetically pleasing retail spaces.

And, having successfully partnered with some of the region's most prestigious healthcare organizations, MacKenzie Contracting also offers a team highly specialized in building healthcare facilities including general and inpatient locations, ambulatory and emergency care centers, and laboratory and research facilities. Our longstanding and ongoing relationships with entities in all of these industries speaks to our commitment to high-quality service.



# MACKENZIE INVESTMENT

MacKenzie Investment Group, LLC is a **real estate investment firm** with experience covering more than 42 million square feet of combined office and industrial assets as well as nearly 10,000 multifamily units across dozens of projects. The opaque, inefficient nature of real estate rewards diligent research and deep industry contacts. The yield-driven, tax-advantaged, and inflation-hedged nature of the asset class makes it a highly desirable place to invest through a variety of cycles. The unrivaled scale of the asset class ensures there are plenty of opportunities for those organized, connected and active in the market.

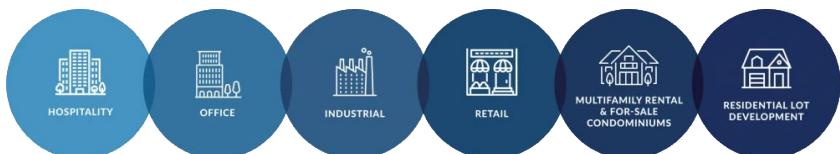
Our strategy is focused on **value add** and **opportunistic investments**. The structure of our firm allows us to be fast and nimble when strong opportunities are identified. The corporate structure provides us with the patience to pass on opportunities with unnecessary risk. We are not compensated through volume-driven management fees, which allows us to be selective in the opportunities we pursue. Moreover, we always invest alongside our limited partners to reinforce our belief and commitment every time capital is deployed.



## MACKENZIE CAPITAL

MacKenzie Capital, LLC is a highly-regarded boutique **real estate capital advisory firm** that entrepreneurial commercial real estate owners, developers and investors rely on for their debt and equity capital needs.

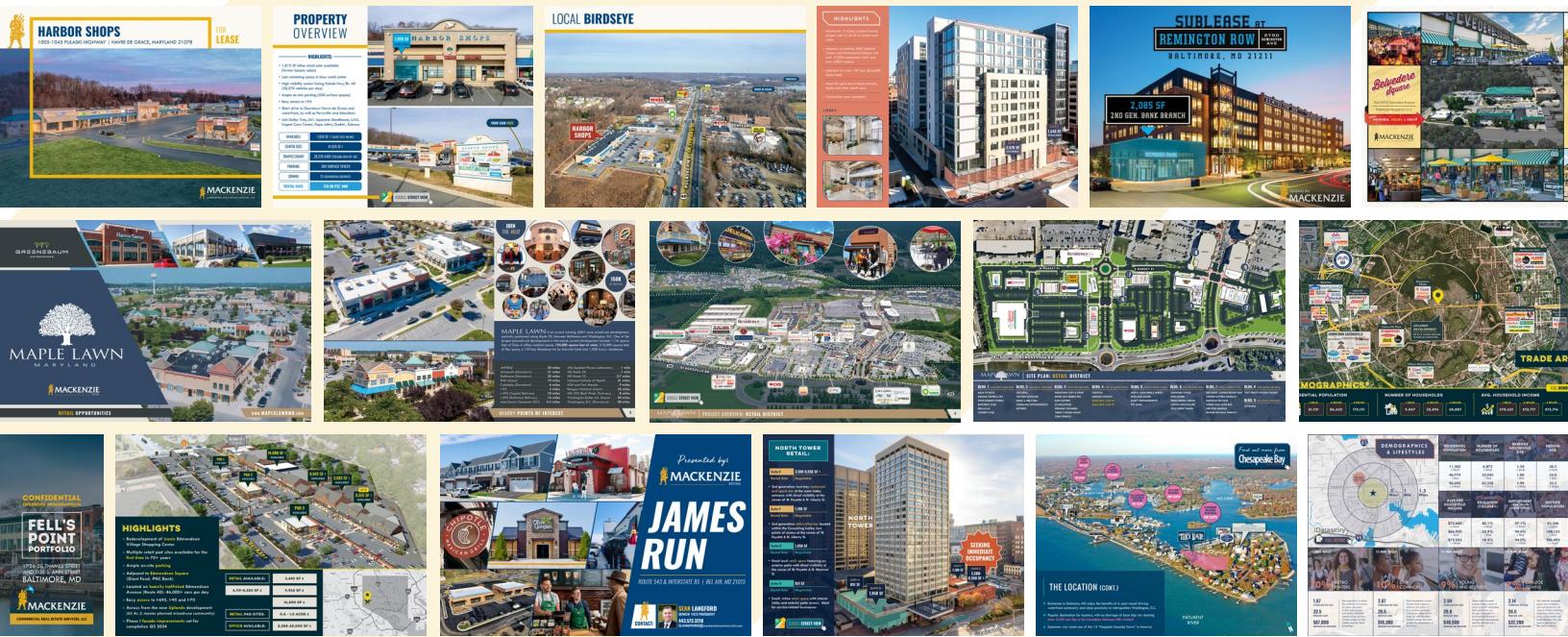
For decades, our team of experienced advisors have successfully arranged financing for small and large projects of all property types throughout the country. Our creative, client-focused approach to advisory ensures that our clients are given the hands-on attention and focus that only an independent boutique firm such as ours can provide. By bringing in the right mix of partnerships, we work alongside our clients to develop a strategic plan, create financial solutions and accomplish business goals for a diverse set of properties.



# MACKENZIE **MARKETING**

MacKenzie's **full-time marketing staff** is dedicated to the development of multi-channel marketing strategies, including exciting collateral materials, compelling advertising campaigns, interactive web-based and digital environments, event planning, and consistent public relations and promotional plans. Experienced in a wide variety of graphic, mapping, and online software programs, MacKenzie's marketing staff works with each client to coordinate cohesive, targeted marketing programs with distinct and calculable objectives. MacKenzie's in-house marketing team maximizes project visibility and ensures that marketing messages and branding remain consistent across all product types and media platforms.

- ✓ Print and Digital Collateral
- ✓ Virtual Property Tours
- ✓ Email Campaigns
- ✓ Advertising
- ✓ Social Media
- ✓ Public Relations
- ✓ Events
- ✓ Progress Reports



## MARKETING REPORT EXAMPLE:





# LOCATION INTELLIGENCE



## Research and Technology

MacKenzie's in-house research team is dedicated to delivering comprehensive insights and analysis essential for informed decision-making within the realm of commercial real estate. Our team diligently conducts thorough market analyses, carefully examining local, regional, and national real estate landscapes to detect prevailing trends and future forecasts. The team surveils property performance throughout the local market, assessing individual properties and portfolios while continuously monitoring competitor activities and industry developments to help guide strategic positioning for their clients. Through the maintenance of databases that track sales and lease transactions and tenants throughout the market, MacKenzie's research team is able to provide clients with an understanding of the competitive landscape and market dynamics so that they can make better informed business decisions.



## GIS (Geographic Information Systems)

Strategic planning for organizations requires navigating vast amounts of information across business operations, competition, and market trends. To streamline that process, MacKenzie employs Geographic Information Systems (GIS) to consolidate data into interactive maps, aiding in decision-making.

MacKenzie's advisors are each equipped with access to a proprietary interactive mapping dashboard (MacKMaps®) which houses a collection of diverse data sources. These sources include, but are not limited to, local government information such as zoning regulations, property ownership records and traffic statistics; and comprehensive GIS and data analytics from third-party providers like ESRI and Placer.ai that encompass demographics, consumer behavior and market dynamics. In lease negotiations, MacKenzie provides spatial analysis of factors like accessibility and visibility to justify rental rates and negotiate favorable terms on behalf of landlords.

## TYPICAL GIS/ MAPPING SERVICES:

- ✓ Current Aerial Imagery and Parcel Identification
- ✓ Zoning Classifications and Regulations/Permitted Uses
- ✓ Traffic Counts (Auto/Pedestrian)
- ✓ Demographic Studies/Comparisons
- ✓ Wetlands/Flood Zones Analysis
- ✓ Consumer Behavior/Spending Analysis
- ✓ Site/Building Measurements/Verification
- ✓ Business/Retailer Visitor Metrics (Placer.ai)



# HOW CAN WE HELP?

For over half a century, we've brought the best commercial real estate thinking and implementation to our back yard, at a personal level. Implementing MacKenzie's full-service capabilities means drawing upon the expertise necessary to answer any question, meet any challenge, then utilizing those resources to make a well researched decision — a decision that meets your interests and positions your business for success.

We look forward to working with **you**.



## MACKENZIE

COMMERCIAL REAL ESTATE SERVICES, LLC

**410-821-8585**

2328 W. Joppa Road, Suite 200

Lutherville, MD 21093

OFFICES IN: CHARLOTTESVILLE, VA ANNAPOLIS, MD BALTIMORE, MD BEL AIR, MD COLUMBIA, MD LUTHERVILLE, MD

[www.MACKENZIECOMMERCIAL.com](http://www.MACKENZIECOMMERCIAL.com)