

# WOODMORE TOWNE CENTRE

AN EXCELLENT 8.5+/- USABLE ACRE SENIOR HOUSING DEVELOPMENT OPPORTUNITY LOCATED NEAR WASHINGTON D.C.



For additional information, please contact

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## Disclaimer

We obtained the information in this Offering Memorandum from sources we believe to be reliable. However, we have not verified its accuracy and make no guarantee, warranty or representation about it. It is submitted subject to the possibility of errors, omissions, change of price, rental or other conditions, prior sale, lease or financing or withdrawal without notice. We include projections, opinions, assumptions or estimates for example only, and they may not represent current or future performance of the property. You and your tax and legal advisors should conduct your own investigation of the property and transaction.

## The Opportunity

The CBRE National Senior Housing group, in conjunction with local Washington, DC CBRE market area professionals, has been retained on an exclusive basis to arrange for the sale of approximately 8.5 usable acres at the thriving Woodmore Towne Center (“WTC”) for a new Senior Housing development. WTC is an innovative, nationally recognized 240 acre mixed use project visited by over 20,000 vehicles daily, and a premier destination in Prince George’s County, Maryland for high end shopping, dining, and residential activity. This site represents an opportunity to develop a community that will mesh with the successful retail, commercial, and residential components of WTC in a manner which will appeal to the next generation of Senior Housing consumers who desire amenities and activities within close proximity.

The site is easily accessible from major transportation arteries, and is adjacent to brand new D.R Horton single family homes which are selling for upwards of \$500,000. The site is located just minutes outside of the Washington, DC city limits in a rapidly growing economic region grossly underserved by Senior Housing. The site itself is less than 13 miles from the ‘heart’ of Washington, DC and its unrivaled abundance of economic and political activity.

According to NICMAP, the Assisted Living occupancies within 10 miles of the site are over 90%, and there are less than 100 dedicated Memory Care units despite an 85+ population of over 6,000 senior within a 7 mile radius of the site. Within 10 miles of the site, there are less than 1,000 units of Independent, Assisted, and Memory Care units.

WTC contains 140 acres of retail and 100 acres of residential, which upon completion will feature over 800,000 square feet of retail (85% already leased), 1100 residential units, and several hundred hotel rooms. There are two hospitals within 10 minutes of the site, a new hospital planned in two years a mile from the site, and extraordinary income and age qualified demographics that support demand for Senior Housing.

### The major highlights of the opportunity are:

- Approximately 8.5 usable acre parcel
- Close proximity to retail, grocery, hospitals, job centers, residential areas, and Washington, DC
- Prince George’s County is the 2nd largest county in Maryland with 8% population growth from 2000-2010
- Aging competitive market that is thirsty for a new Senior Housing product
- High barrier to entry area
- Strong and stable employment base ensuring the long term viability of the Senior Housing community

**Asking Price:** The opportunity is offered to the marketplace unpriced.

**Offer Deadline:** Offers due no later than Thursday, March 19<sup>th</sup>, 2015.

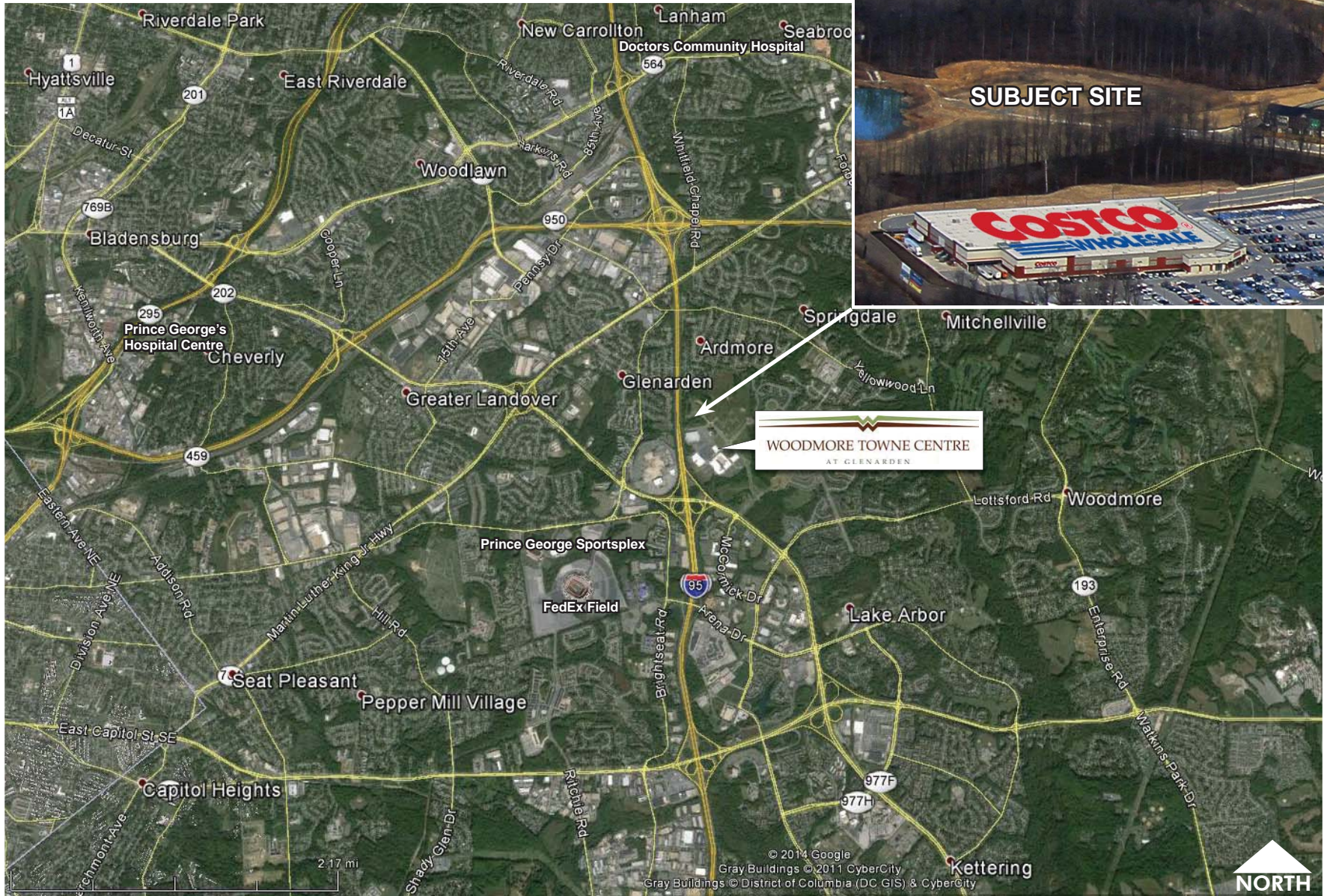
# WOODMORE TOWNE CENTRE: SENIOR LIVING DEVELOPMENT OPPORTUNITY

## Bird's Eye Aerial



# WOODMORE TOWNE CENTRE: SENIOR LIVING DEVELOPMENT OPPORTUNITY

## Location Aerial



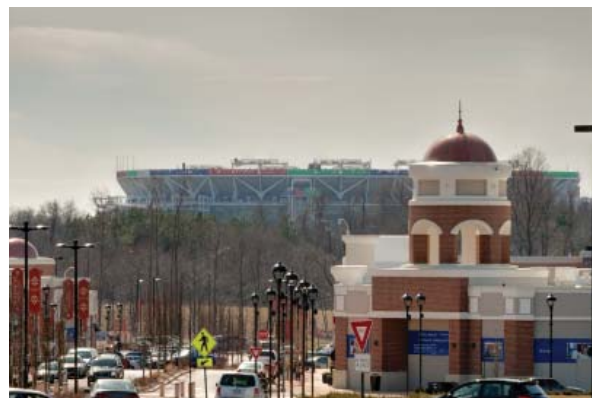
# WOODMORE TOWNE CENTRE: SENIOR LIVING DEVELOPMENT OPPORTUNITY

## Aerial



# WOODMORE TOWNE CENTRE: SENIOR LIVING DEVELOPMENT OPPORTUNITY

## Photographs

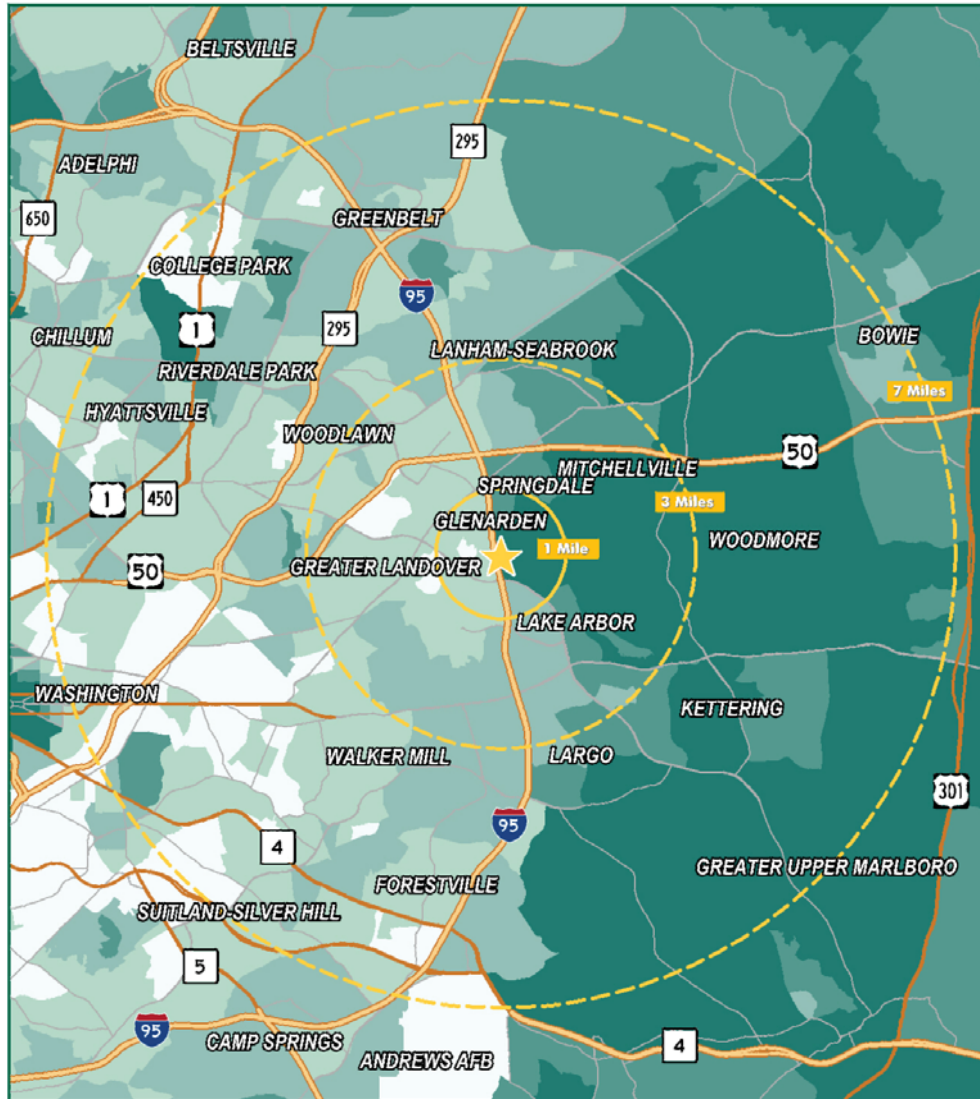


# WOODMORE TOWNE CENTRE: SENIOR LIVING DEVELOPMENT OPPORTUNITY

## Photographs



## Demographic Map



	Average HH Income	Ages 65 & Over
1 Mile	\$83,769	1,271
3 Miles	\$88,065	11,451
7 Miles	\$83,513	60,796

**2014 Average Household Income**  
estimated by block group

■	\$120,000 or more
■	\$100,000 to \$120,000
■	\$80,000 to \$100,000
■	\$60,000 to \$80,000
■	Less than \$60,000

## Demographic Highlights

- There are 3,322 seniors ages 75+ within seven miles of the site with incomes over \$50,000
- Approximately 53% of the adult children (potential caregivers) age 45 to 64, within a three mile radius, have average incomes of \$75,000 or higher – approximately 7,937 people
- The 2014 estimated population over 65 years old within a three mile radius is 10,979 (11% of the population)
- The 2014 average household income within a three mile radius is \$85,183
- The 2014 estimated average housing value within a one mile radius is \$298,558
- The population within one mile of the site is expected to grow 4% from 2014 to 2019

Source: Claritas



# WOODMORE TOWNE CENTRE: SENIOR LIVING DEVELOPMENT OPPORTUNITY

## Competitive Market Survey & Map

	EMERITUS AT WOODWARD ESTATES	HEARTFIELDS AT BOWIE	THE RESIDENCE ON GREENBELT	INDEPENDENCE COURT
Phone	301-880-7597	301-805-8422	301-486-1590	301-699-7900
City, State	Bowie, MD	Bowie, MD	Lanham, MD	Hyattsville, MD
Website	brookdale.com	fivestarseniorliving.com	integracare.com	independencecourt.com
Distance to Site	8.5 miles	10 miles	7 miles	8.5 miles
Owner / Manager	Emeritus	FiveStar	Integra Care	National Health Mgmt
Community Type	AL	AL/MC	AL/MC	AL
Date Opened	1997	2000	2000	1989
Total # of Units/Beds	80	45 units/ 56 beds	96	115
Current Occupancy	96%	97%	92%	83%

### BASE MONTHLY FEE RANGES

Studio	\$3,670	AL: \$4,885	AL: \$3,711	\$120/day
Semi-Private Studio	\$3,195	AL: \$3,780	AL: \$2,743-\$3,178	\$102/day
Deluxe Suite	NA	NS	NA	\$135/day
1-Bedroom	\$4,770	NA	AL: \$4,033	\$150/day
1-Bedroom Deluxe	\$6,465	NA	AL: \$4,244-\$4,633	NA
2-Bedroom	NA	NA	AL: \$5,002	NA
2-Bedroom Deluxe	NA	NA	NA	NA

### MEMORY CARE RATES

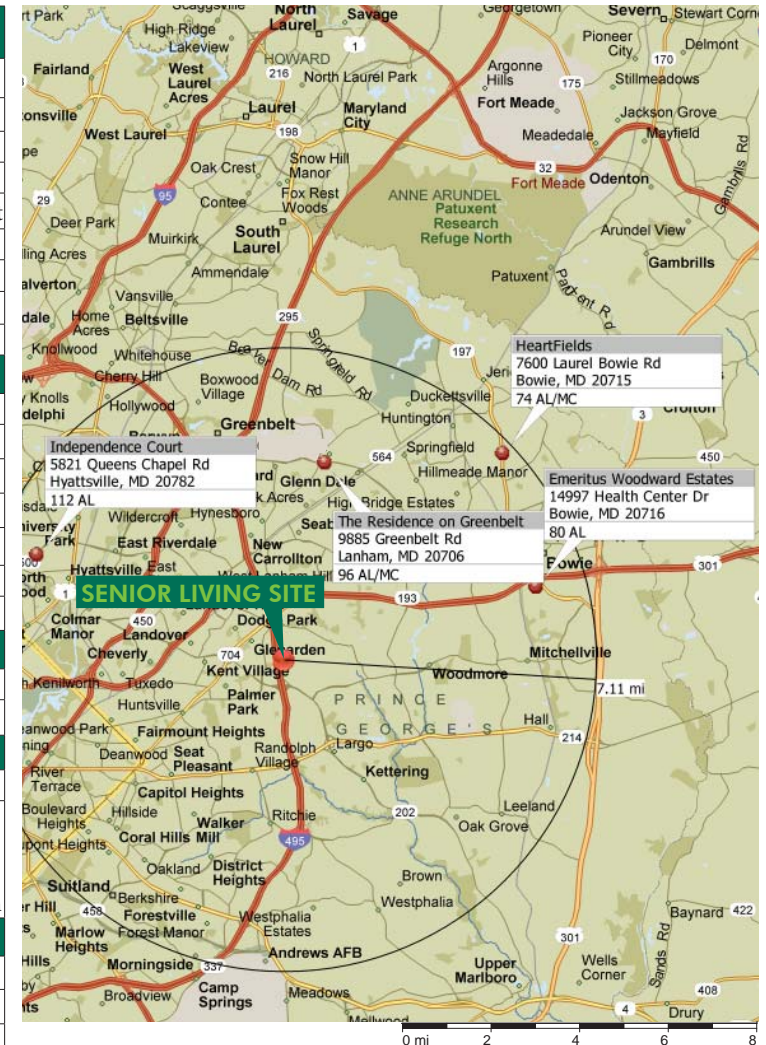
Private Studio	NA	\$5,885	\$5,551	NA
Companion Suite	NA	\$4,780	\$4,421-\$4,936	NA

### ADDITIONAL CARE FEES

Care Fee System	6 Levels of Care	4 Levels of Care	4 Levels of Care	3 Levels of Care
Fees	L1: \$650; L2: \$1,000 L3: \$1,300; L4: \$1,500 L5: \$2,100; L6: \$2,800	Ranging from \$225-\$850	L1: \$464; L2: \$773 L3: \$979; L4: \$1,360	L1: \$350/month L2: \$655/month L3: \$855/month Med Mgmt: \$175/month

### ADDITIONAL FEES

Second Person Fee	\$1,000	\$1,000	\$2,036	NA
Community Fee	\$3,250	1 month's rent	\$3,000	\$3,000
Respite Daily	\$175	AL: \$150; MC: \$175	AL: \$150; MC: \$199	NA



Competitive Market Photographs

*Emeritus at Woodward Estates*



*HeartFields at Bowie*



*The Residence on Greenbelt*



*Independence Court*



# WOODMORE TOWNE CENTRE: SENIOR LIVING DEVELOPMENT OPPORTUNITY

## Approved Record Plats

**WATER AND SEWER NOTE:**  
Approval of this plat is based upon a reasonable expectation that public water and sewer service will be available when needed and is conditioned fully on the commitments contained in the Washington Suburban Sewer Commission project authorization # DA3690204 and DA 3662203.

**CONSERVATION EASEMENT - CURVE TABLE**

CURVE	LENGTH	RADIUS	CHD. BRG.	CHD. DIST.
CE-C74	1.1137	50.007	N77°56'45"E	30.92
CE-C75	325.451	101.611	N89°54'47"E	297.78
CE-C81	114.157	35.917	S07°33'35"W	95.27

**STORMWATER MANAGEMENT EASEMENT - LINE TABLE**

LINE	BEARING	DIST.
SME-1	S77°02'50"E	80.97
SME-2	S20°12'41"W	96.69
SME-3	N41°14'18"W	112.74

**FLOODPLAIN EASEMENT LINE TABLE**

LINE	BEARING	DIST.
FP-1	S87°02'37"E	166.31
FP-2	S65°02'33"W	66.06
FP-3	N02°10'37"W	100.83

**CONSERVATION EASEMENT LINE TABLE**

LINE	BEARING	DIST.
CE-159	N82°27'28"E	28.21
CE-160	N38°23'48"E	51.44
CE-161	S84°50'17"E	59.60
CE-162	N55°04'50"E	123.94
CE-163	N76°38'33"E	94.38
CE-164	S86°36'21"E	27.52
CE-165	S69°21'02"E	72.80
CE-166	S59°02'07"E	118.53
CE-167	S29°04'19"E	20.62
CE-168	S02°33'52"E	9.69
CE-169	S82°48'25"W	56.69
CE-170	N30°43'08"W	6.70
CE-171	N56°21'28"W	21.50
CE-172	S54°32'54"W	47.83
CE-173	S33°19'19"E	76.23
CE-174	S64°04'18"W	50.25
CE-175	N01°32'22"E	68.31
CE-176	N74°42'07"W	36.36
CE-177	S74°53'37"E	61.07
CE-178	S66°46'54"W	18.28
CE-179	N50°04'21"W	69.76
CE-180	S74°52'31"W	72.62
CE-181	S32°30'28"E	61.37
CE-182	N38°11'21"W	33.09
CE-183	N41°14'17"E	25.41
CE-184	N04°50'15"E	4.51
CE-185	N09°13'48"W	39.66
CE-186	N67°59'06"W	30.45
CE-187	S66°38'20"W	21.96
CE-188	S59°21'28"W	13.59
CE-189	S33°27'00"E	61.30
CE-190	S84°20'30"W	71.69
CE-191	S78°43'20"W	50.46
CE-192	S02°30'27"E	20.05
CE-193	S60°03'18"W	101.38
CE-194	N82°59'33"W	27.55
CE-195	N13°09'32"W	6.75
CE-196	S68°38'28"W	14.24
CE-197	S12°28'12"E	41.09
CE-198	S64°38'12"E	15.22
CE-199	N84°14'47"E	54.72
CE-200	N02°59'23"E	38.17
CE-201	N33°00'32"W	44.11
CE-202	N48°34'41"W	33.79
CE-203	N71°49'01"E	35.76
CE-204	N01°20'15"E	58.83
CE-205	S85°32'25"E	53.44
CE-206	S69°32'17"E	31.50

**PROPERTY LINE - CURVE TABLE**

CURVE	LENGTH	RADIUS	CHD. BRG.	CHD. DIST.
AC39	49.067	39.582	N13°06'59"W	46.007
AC40	134.397	770.067	N33°07'03"W	134.977
AC41	130.037	250.007	N73°01'06"W	128.537
AC42	187.347	880.007	S68°53'45"W	186.997
AC43	163.927	770.067	N68°53'45"E	163.617
AC44	47.027	25.007	S68°53'11"W	40.437
AC45	95.367	462.007	S51°00'14"E	95.197
AC46	156.257	538.007	S48°23'01"E	155.707
AC47	35.287	40.007	S80°28'30"E	34.147
AC48	394.857	80.007	S02°03'03"W	100.017
AC49	36.567	40.007	N14°18'25"W	35.307
AC50	133.567	465.007	N48°41'39"W	133.107
AC51	8.857	100.707	N64°52'39"E	8.867
AC52	17.887	146.007	S74°03'25"E	17.177
AC53	52.787	58.007	N76°21'15"E	50.997
AC54	82.087	110.707	S27°28'29"E	80.217
AC55	41.817	74.007	S02°27'48"E	41.067
AC56	30.267	124.007	S39°36'45"E	30.857
AC72	28.187	100.007	N79°50'52"W	28.097
AC73	39.647	50.007	S65°20'38"W	38.617
C1	308.617	478.577	S21°38'39"E	302.657
C2	338.467	429.997	S20°07'45"E	329.367
C3	68.557	445.007	S37°28'43"W	68.497
C4	109.817	532.007	S51°07'47"E	109.617
C5	232.567	110.707	S69°52'57"E	192.107
C6	155.597	880.007	S65°03'03"E	153.397
C7	39.037	30.007	S09°03'05"E	36.337
C8	8.107	30.007	S49°36'32"W	8.027

**PROPERTY LINE LINE TABLE**

LINE	BEARING	DIST.
AL44	N48°20'30"W	39.397
AL45	N62°07'44"E	14.867
AL46	N48°07'03"W	15.797
AL47	N58°17'03"W	68.387
AL48	S82°47'49"W	150.107
AL49	S62°47'49"W	150.717
AL50	S62°47'49"W	47.897
AL51	S45°20'27"E	28.657
L1	S09°21'35"W	0.747
L2	S01°43'17"E	72.817
L3	S38°21'01"W	80.187
L4	S33°03'50"W	110.377
L5	S45°52'27"E	22.867
L6	S48°07'03"E	145.117
L7	S48°07'03"E	30.297
L8	S41°30'32"W	66.067
L9	S48°07'03"E	8.367
L10	S48°07'03"E	26.177

**PUBLIC DRAINAGE EASEMENT LINE TABLE**

LINE	BEARING	DISTANCE
DR64	N27°00'00"E	65.63
DR65	S61°36'40"W	65.98
DR66	N01°13'14"W	34.99
DR67	N11°11'14"W	28.47
DR68	N65°48'46"E	25.60
DR69	S21°11'47"E	26.81
DR70	S21°11'47"E	24.00
DR71	N61°36'40"E	63.60
DR72	S31°28'50"E	28.89

**GENERAL NOTES:**

- Development of this property must conform to the Detailed Site Plan DSP-0101101 which was approved by the Prince George's County Planning Board on February 3, 2009 and District Council on April 20, 2009, or as amended by any subsequent revisions thereof.
- Development of this site shall be in conformance with Stormwater Management Concept Plan # 2006-0303-01, and any subsequent revisions.
- Conservation Easements described on this plat are areas where the installation of structures and roads and the removal of vegetation are prohibited without prior written consent from the M-NPCC Planning Director or designee. The removal of hazardous trees, limbs, branches, or trunks is allowed.
- This development is subject to restrictions shown on the approved Type I Tree Conservation plan (TCP011305-01), or as modified by the Type II Tree Conservation Plan, and precludes any disturbance or installation of any structure within specific areas. Failure to comply will result in a violation of an approved tree conservation plan and will make the owner subject to mitigation under the Woodland Conservation Ordinance. This property is subject to the notification provisions of CG-06-2006.
- Resubdivision of Lot 4 and Outlot D shall be in accordance with Preliminary Plan 4-06016 or any subsequent preliminary plans.

**SURVEYOR'S CERTIFICATE**  
I hereby certify that a boundary survey of the perimeter boundary of this subdivision and the division line between WTC Ventures, LLC and Petrie/Elg Ingleswood, LLC was prepared by me or under my direction in compliance with COMAR § 17.05.12.  
*Walter H. Petrie* 7/29/09  
Brian Wood  
Greenhouse and O'Leary  
Professional Land Surveyor  
MD Registration No. 19886

**SURVEYOR'S CERTIFICATE**  
I hereby certify that the information shown hereon is correct, and is a subdivision of Part of Parcel 24.  
This is a subdivision of part of the land conveyed by Petrie/Elg Ingleswood, LLC by Ingleswood North, LLC, et al by deed dated October 24th, 2006 and recorded among the Land Records of Prince George's County, Maryland in Liber 20354 at Folio 636. This subdivision of Parcel 24, as shown hereon, consists of 1,375,035 square feet or 31,5665 acres, of which 246,431 square feet or 5,6573 acres of land is dedicated to public by this plat.  
*Walter H. Petrie*  
C. V. Kully  
All Consultants, Inc.  
Professional Land Surveyor  
MD Registration No. 10977

**OWNER'S CERTIFICATE**  
We, Petrie/Elg Ingleswood, LLC, a Delaware limited liability company, owner of the property shown hereon and described in the Surveyor's Certificate, hereby adopt this plan of subdivision, dedicate the lands to Public Drainage Easements, Stormwater Management Easements and Floodplain Easements as shown, unto Prince George's County, Maryland; establish Conservation Easements as shown and grant the public utilities, their successors and assigns the Public Utility Easements (P.U.E.), as shown hereon, subject to Declaration of Terms and Provisions of Public Utility Easements, recorded among the land records of Prince George's County, Maryland in Liber 3703 at Folio 748, and further certifies:  
Property line markers will be placed in accordance with Section 24-120(a)(3)(F)(i) of the Subdivision Regulations, Prince George's County Code.  
There are no sales, actions at law, leases, mortgages, or trusts on the property included in this plat of subdivision, except that certain Consolidated, Supplemental, Amended and Restated Indenture of Trust, Assignment and Security Agreement dated as of September 30, 2008 by and between Owner and SunTrust Bank, as Agent ("Deed of Trust"), which Deed of Trust is recorded at Liber 30042, Folio 501 in the Land Records of Prince George's County, Maryland.  
*Walter H. Petrie*  
7/29/09  
DATE  
*Walter H. Petrie*  
WITNESS  
TRUSTEES UNDER DEED OF TRUST  
*Joseph A. Hilsberg*  
Joseph A. Hilsberg  
Trustee (as to both trustees)  
Date: 7/29/09

**FILED**  
AUG 7 2009  
CLERK OF THE COUNTY COURT  
PRINCE GEORGE'S COUNTY, MD

**PLAT FOUR**  
**LOT 4 AND OUTLOT D**  
**WOODMORE TOWNE CENTRE**  
**AT GLENARDEN**  
PRINCE GEORGE'S COUNTY, MARYLAND  
ELECTION DISTRICT No. 13  
**SCALE: 1"=200'**  
**JULY, 2009**

**DEPARTMENT OF ENVIRONMENTAL RESOURCES**  
**PRINCE GEORGE'S COUNTY, MARYLAND**  
APPROVED ON July 29, 2009  
*Walter H. Petrie*  
DIRECTOR OR DESIGNEE

**RECORDED: 8-7-09**  
**PLAT BOOK: PM031**  
**PLAT NO: 53**

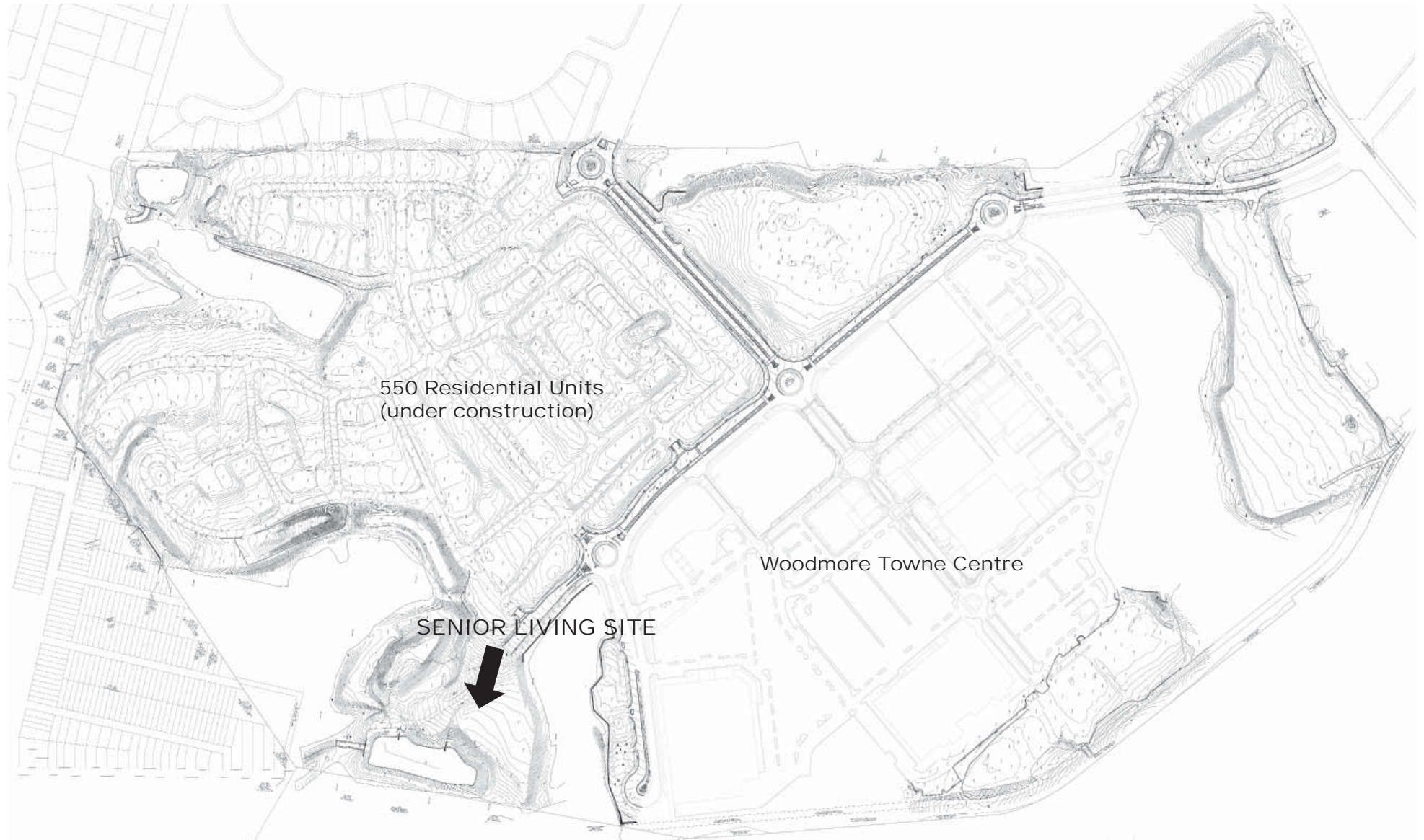
**PRELIMINARY PLAN No. 4-06016**  
**ZONED: M-X-T** DSP #07011

**M.N.P.C. & P.C. RECORD FILE NO. 5-09116**

**APPROVED:**  
*James M. O'Brien* CHAIRMAN  
*Sharon A. Justice* ASSISTANT SECRETARY

**THE MARYLAND NATIONAL CAPITAL PARK AND PLANNING COMMISSION**  
**PRINCE GEORGE'S COUNTY PLANNING BOARD**

Aerial Survey



## Area Overview

### GLENARDEN, MD / PRINCE GEORGE'S COUNTY, MA – OVERVIEW

Glenarden, MD is a city in the County of Prince George, located about 4 miles east of Washington, DC, 13 miles southeast of Bethesda, and 38 miles southeast of Baltimore. The city of Glenarden and Prince George's County are part of the Washington-Arlington-Alexandria, Metropolitan Statistical Area (MSA) (2012 population: 5,860,342). The Washington MSA is the most educated and, by some measures, the most affluent metropolitan area in the U.S. Glen Arden, with a 2013 population of 6,193, had graduation rates of 88.6% for high school, 26.9% for Bachelors' degrees and 10% for Graduate or professional degrees. Prince George's County had an estimated 2013 population of 890,081. Black Families within a 5-mile radius of Glenarden have incomes from \$103,438 to \$118,022, In 2013, Glenarden tied at second place as one of the safest places in Maryland, according to a survey by *Movoto*.

### TRANSPORTATION

The county, served by multiple interstate highways, contains a large portion of the Capital Beltway, Interstate 495, US 50 (east/west), three airports and access to the Port of Baltimore. Glenarden is served by Baltimore-Washington International Airport (25.9 miles), Ronald Regan Washington National Airport (16.8 miles) and Dulles International Airport (43 miles). There are three Amtrak stations within 14 miles of Glenarden. Metrobus provides fixed-route bus service and Metrorail.

### ECONOMY

Proximity to the Washing Metropolitan Area, which had a gross product of \$475.5 Billion in 2014, a Triple A Bond rating, highly skilled workforce, and a large supply of undeveloped land have contributed to Prince George's County's rapidly becoming the epicenter for economic development in the Washington metropolitan region. National Harbor (about 17 miles from Glenarden), a \$4 billion, 300-acre waterfront complex of condominiums, townhouses, restaurants, hotels and retailers, anchored by the Gaylord National Hotel and Resort, has served as a catalyst for attracting high-end retail and commercial development projects. Woodmore Towne Center at Glenarden, a 245-acre mixed-use development with more than 1,000 feet of frontage on the Capital Beltway (I-495) includes retail, residential, hotel and office, and is anchored by Wegmans, Costco and Best Buy.

Major industrial sectors in Prince George's County are professional, scientific, management, administrative, etc. (18.88%), educational, health and social services (17.97%), public administration (14.07%), other services (9.31%), arts, entertainment, recreation etc. (9.09%), finance, insurance, real estate (7.37%), information (6.41%), and retail trade (5.94%).



Major industry sectors in the 20706 area code – Lanham/Glenarden are: educational, health and social services (21.61%), Public administration (14.64%), Professional, scientific, management etc. (12.47%), retail trade (9.32%), finance, insurance, real estate (7.12%) and other services (except public administration (7.02%).

The top employers in the Prince George's County/Glenarden area are:

- Andrews Air Force Base (17,410 employees)
- University System of Maryland (11,730 employees)
- NASA-Goddard Space Flight Center (7,000 employees)
- Giant Food (5,394 employees)
- United Parcel Service (4,220 employees)
- U.S. Census Bureau (4,158 employees)
- US Internal Revenue Service (3,840 employees)
- Dimensions Healthcare (3,000 employees)
- Verizon (2,738 employees)
- Prince George's Community College (1,863 employees)
- USDA – Agricultural Research Center (1,700 employees)
- Chevy Chase Bank (1,456 employees)
- Southern Maryland Hospital Center (1,300 employees)

# WOODMORE TOWNE CENTRE: SENIOR LIVING DEVELOPMENT OPPORTUNITY

## HEALTH CARE

The population of Glenarden/Prince George's County resides in an area known for its medical research institutions such as Washington Hospital Center, Children's National Medical Center, and the National Institutes of Health in Bethesda, Maryland. Highly ranked Holy Cross Hospital (10.82 miles) is one of the best hospitals for 2014-15 (U.S. News & World Report), ranked fourth in the Washington, D.C., metro area and sixth in the state of Maryland, the highest ranked Maryland hospital in the Washington, D.C., metro area. It is also recipient of the Healthgrades Distinguished Hospital Award for Clinical Excellence™ (2014).

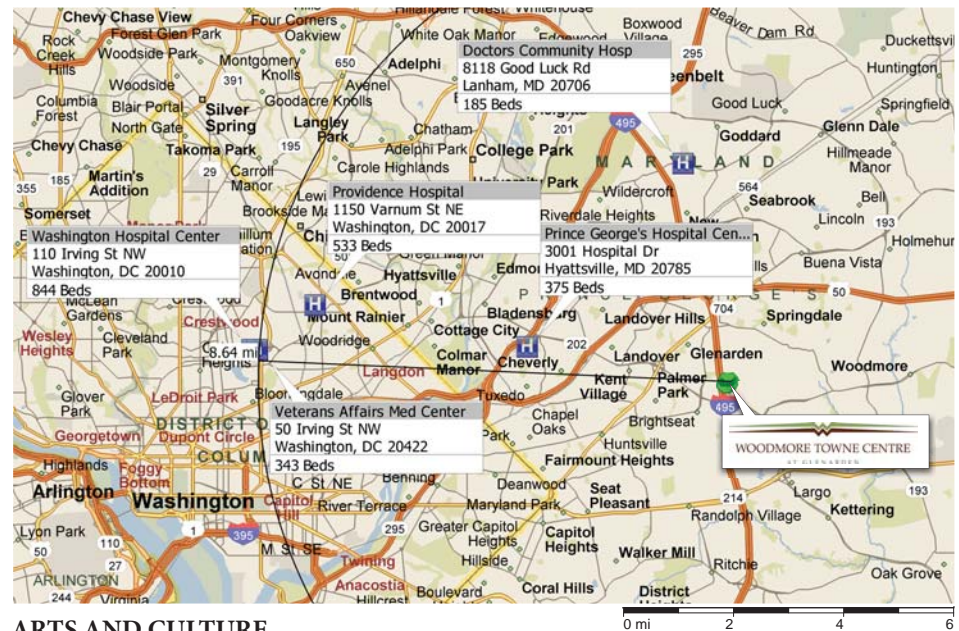
## EDUCATION

Newsweek magazine has named five Prince George's County schools to its list of "America's Top Public High Schools." (2009). Education Week, a national education publication, has ranked Maryland the number one public school system in the nation for the past five years. The Glenarden/Prince George area is home to a large number of highly ranked post-secondary institutions. Within 18 miles, some of these include: the prestigious University of Maryland-College Park (about 6 miles; 37,272 Students), ranked #62 in National Universities; Georgetown University (18 miles; 17,849 students), ranked #21 in National Universities; and George Washington University (15 miles; 25,264 students) ranked #54 in national universities. There is also Johns Hopkins (41 miles; 21,052 students) ranked #12 in National Universities.

## PARKS

Prince George's County has more than 27,000 acres of park land. Approximately 1/3 has been developed to provide recreation opportunities such as hiking, bicycling, and horseback riding. Approximately 46 miles of paved hiker/biker/equestrian trails run throughout the park system. Additionally, fitness trails, hiking trails, walking loop trails and nature trails are also located in neighborhood and community parks. In Glenarden the Theresa Banks Complex, is a fully equipped community center for both indoor and outdoor activities. Outdoor facilities include a lighted softball field with a lighted football/soccer overlay, play equipment, two basketball courts, two lighted tennis courts, and a picnic area. Also in the area are Six Flags America, Anacostia Park, Anacostia Museum & Center for African American History and Culture, National Arboretum, Kenilworth Aquatic Gardens, The College Park Aviation Museum, National Archives II, the Greenbelt Museum are some of the museums and historical sites easily accessible from Glenarden.

## Hospitals Map



## ARTS AND CULTURE

Located in the heart of the Washington, DC metropolitan area, Glenarden/Prince George's County residents have easy access to the enormous number of arts and cultural amenities available in the Washington, DC area. Washington, D.C., is a national center for the arts with institutions like the John F. Kennedy Center for the Performing Arts, home to the National Symphony Orchestra, the Washington National Opera, and the Washington Ballet. The National Gallery of Art, the Smithsonian Institution and numerous historic monuments and memorials are also located here. The Smithsonian Institution operates 19 museums and the National Zoo, all free to the public.

## SPORTS

Glenarden residents are able to enjoy games from all four major professional and semi-professional sports' teams in Washington DC. The Washington Wizards (National Basketball Association), the Washington Capitals (National Hockey League), and the Washington Mystics (Women's National Basketball Association), play at the Verizon Center in Chinatown. Nationals Park is home to the Washington Nationals (Major League Baseball). D.C. United (Major League Soccer) plays at RFK Stadium and the Washington Redskins (National Football League) play at nearby FedEx Field in Landover, Maryland.

## Sale Lease Disclosure

**Property:** 9301 Woodmore Center Drive, Glenarden, MD 20706

**Flood Zones.** According to Federal Emergency Management Agency, Fidelity National Flood Map No. 2452080045D dated September 6, 1996, the Property is not located in a flood zone or in a dam inundation zone. Many lenders require flood insurance for properties located in flood zones, and government authorities may regulate development and construction in flood zones. Whether or not located in a flood zone, properties can be subject to flooding and moisture problems, especially properties on a slope or in low-lying areas. Buyers and tenants should have their experts confirm whether the Property is in a flood zone and otherwise investigate and evaluate these matters. Flood Zone Designation: Zone C.

**Hazardous Materials and Underground Storage Tanks.** Due to prior or current uses of the Property or in the areas or the construction materials used, the Property may have hazardous or undesirable metals (including but not limited to lead-based paint), minerals (including but not limited to asbestos), chemicals, hydrocarbons, petroleum-related compounds, or biological or radioactive/ emissive items (including but not limited to electrical and magnetic fields) in soils, water, building components, above or below-ground tanks/containers or elsewhere in areas that may or may not be accessible or noticeable. Such items may leak or otherwise be released. Asbestos has been used in items such as fireproofing, heating/cooling systems, insulation, spray-on and tile acoustical materials, floor tiles and coverings, roofing, drywall and plaster. If the Property was built before 1978 and has a residential unit, sellers/landlords must disclose all reports, surveys and other information known to them regarding lead-based paint to buyers and tenants and allow for inspections (42 United States Code Sections 4851 et seq.). Sellers/landlords are required to advise buyers/tenants if they have any reasonable cause to believe that any hazardous substance has come to be located on or beneath the Property (California Health and Safety Code Section 25359.7), and sellers/landlords must disclose reports and surveys regarding asbestos to certain persons, including their employees, contractors, buyers and tenants (California Health and Safety Code Sections 25915 et seq.); buyers/tenants have similar obligations. If sellers/landlords know of the presence of mold that exceeds permissible exposure limits or poses a health threat, they are required to disclose that information in writing (California Health and Safety Code Section 26140). For residential properties, all contracts for sale must include certain mandated disclosures regarding gas and hazardous waste pipelines. (California Civil Code Section 2079.10.5.) Have your experts investigate and evaluate these matters.

**Americans with Disabilities Act (ADA).** The Americans With Disabilities Act (42 United States Code Sections 12101 et seq.) and other federal, state and local requirements may require changes to the Property. All commercial property owners and/or lessors are required to state on every lease form or rental agreement whether the property has undergone inspection by a Certified Access Specialist (CASp), and, if so, whether the property has or has not been determined to meet all applicable construction-related accessibility standards. (California Civil Code Section 1938.) Have your experts investigate and evaluate these matters.

**Taxes.** Sales, leases and other real estate transactions can have federal, state and local tax consequences. In sales transactions, Internal Revenue Code Section 1446 requires buyers to withhold and pay to the IRS 10% of the gross sales price within 10 days of the date of a sale unless the buyers can establish that the sellers are not foreigners, generally by having the sellers sign a Non-Foreign Seller Affidavit. Depending on the structure of the transaction, the tax withholding liability can exceed the net cash proceeds to be paid to the sellers at closing. California imposes an additional withholding requirement equal to 3 1/3% of the gross sales price not only on foreign sellers but also out-of-state sellers and sellers leaving the state if the sales price exceeds \$100,000. Withholding generally is required if the last known address of a seller is outside California, if the proceeds are disbursed outside of California or if a financial intermediary is used. Have your experts investigate and evaluate these matters.

**Broker Representation.** CBRE, INC. is a national brokerage firm representing a variety of clients. Depending on the circumstances, CBRE, INC. may represent both the seller/landlord and the buyer/tenant in a transaction, or you may be interested in a property that may be of interest to other CBRE, INC. clients. If CBRE, INC. represents more than one party with respect to a property, CBRE, INC. will not disclose the confidential information of one principal to the other.

**Seller/Landlord Disclosure, Delivery of Reports, Pest Control Reports and Compliance with Laws.** Sellers/landlords are hereby requested to disclose directly to buyers/tenants all information known to sellers/landlords regarding the Property, including but not limited to, hazardous materials, zoning, construction, design, engineering, soils, title, survey, fire/life safety, and other matters, and to provide buyers/tenants with copies of all reports in the possession of or accessible to sellers/landlords regarding the Property. Sellers/landlords and buyers/tenants must comply with all applicable federal, state and local laws, regulations, codes, ordinances and administrative orders, including, but not limited to, the 1964 Civil Rights Act and all amendments thereto, the Foreign Investment in Real Property Tax Act, the Comprehensive Environmental Response Compensation and Liability Act, and The Americans With Disabilities Act. If a pest control report is a condition of the purchase contract, buyers are entitled to receive a copy of the report and any certification and notice of work completed. Sellers/landlords must disclose reports and documents regarding a Property's energy use when selling, leasing, or financing an entire commercial building (20 California Code of Regulations Sections 1680 et seq.)

**Property Inspections and Evaluations.** Buyers/tenants should have the Property thoroughly inspected and all parties should have the transaction thoroughly evaluated by the experts of their choice. Ask your experts what investigations and evaluations may be appropriate as well as the risks of not performing any such investigations or evaluations. Information regarding the Property supplied by the real estate brokers has been received from third party sources and has not been independently verified by the brokers. Have your experts verify all information regarding the Property, including any linear or area measurements, the availability of all utilities, applicable zoning, and entitlements for the intended use. All work should be inspected and evaluated by your experts, as they deem appropriate. Any projections or estimates are for example only, are based on assumptions that may not occur and do not represent the current or future performance of the property. Real estate brokers are not experts concerning nor can they determine if any expert is qualified to provide advice on legal, tax, design, ADA, engineering, construction, soils, title, survey, fire/life safety, insurance, hazardous materials, or other such matters. Such areas require special education and, generally, special licenses not possessed by real estate brokers. Consult with the experts of your choice regarding these matters.

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**CONSULT YOUR ADVISORS** – This document has legal consequences. No representation or recommendation is made by Broker as to the legal or tax consequences of this Agreement or the transaction(s) which it contemplates. This form is not intended to substitute for any disclosures the law requires that the parties make to each other. These are questions for your attorney and financial advisors.