In Brief…

……..Berman Enterprises can press ahead on its plans for a new Bowie apartment building now that a key piece of county legislation has passed.

Berman’s Bowie Marketplace redevelopment on Route 450 benefits from CB-60-2015, which allows multi-family in the C-S-C zone, subject to certain criteria. The main act at Marketplace will be a new Harris Teeter store, but the developer also wants to add Class A apartments. CB-60 would also apply to several other Bowie properties.

….The RIS Paper building is no longer the RIS Paper building. It happened back in June but is just hitting the public record now. IYK Maryland Corp., an affiliate of grocer H Mart, paid $8.25 million for the 96,000 square foot warehouse once occupied by RIS at 350 Prince George’s Boulevard. Allen Cornell and John Michael at NAI Michael brokered the deal.

…….Royal Farms would bring hot coffee and gas to weary travelers in Brandywine. The Baltimore firm wants to build one of its convenience stores on five acres it controls along Route 5 at Moors Road and has newly filed a site plan application.

Stanley Martin Closes Deal

Buys ‘Ridges’ in Landover

With a newly revised plan in hand, the Stanley Martin Companies settled on “The Ridges of Landover Metro.”

The Reston, Va.-based developer paid $10.54 million for the 23.5-acre property on 75th Avenue just off Route 202. Once it’s started, Ridges will be one of the larger jobs in the county. At 358 units, it will include 165 fee-simple towns, 154 stacked two-over-two’s, and 39 condo towns, a density predicated on the nearby Metro station.

It will also give Stanley Martin increased momentum locally and in a broader array of product. As it is, Stanley Martin is building singles in Marlboro Riding and Waterford Estates, but its future plans take it not only into the attached units at Ridges but an entire section at Parkside in Upper Marlboro, where it will build 275 units, again in a mix of two-over-two’s and traditional towns.

Stanley Martin is banking that demand is back for the ‘two’s,’ which fell into disfavor when changes in mortgage law made them more difficult to sell. They’ve crept back into greater favor since then, and Stanley Martin will test their acceptance in the market.

The history at Ridges, meanwhile, goes back before the recession. As Hunters Ridge, it went through not just one but two foreclosures, and it was the second that delivered it into seller Gibraltar Capital and Asset Management’s hands. It also went through several design iterations and near-starts before lying largely fallow for about five years. Slowing it as well were several court appeals by the neighbors.

Stanley Martin’s contract came to light as part of the Landover Metro Sector Plan, when the builder first revealed that it hoped to keep the R-18 zoning, but increase the density and convert some of the towns into two-over-condos. Rich Samit, Bruce Winston and Aaron Lebovitz of Fraser Forbes Real Estate represented the seller in the transaction.

AutoDesk Adopts a Calverton Address

Software designer AutoDesk Inc. is settling in to work its digital magic in Calverton. The company leased 6,000 square feet at 11785 Beltsville Drive and has pulled a building permit to fit out its space. Landlord TruNorth has now signed two deals since taking ownership of the landmark office building along I-95. It first made room for Washington Homes and Community Hospice before landing AutoDesk.

TruNorth is giving the lobby an overhaul and hopes to have that work done by early December. John Schlegel, than at Colliers and now at Transwestern, brought the tenant, while Kevin Greaney and Rocky Kern at Cushman & Wakefield represent TruNorth.
**Aquilent Fuels Expansion**

With over a million dollars in loans from the state and county, Aquilent Inc. will almost double its Laurel presence.

Aquilent already has 62,000 feet at 1100 West Street in Laurel, but its adding another 34,000 feet next door. Between the two sites, it expects to be housing almost 600 full-time employees, including 286 that it figures to hire by 2020.

The county will dip into its Economic Development Incentive Fund (EDI Fund) to provide Aquilent with $250,000, while the state will provide $850,000 in loans. But Aquilent has to hit target goals that include signing a lease for 95,000 feet, and employing at least 599 full-time employees at the site by 2020.

**Metropolitan Meat, Seafood and Poultry Company**

is likewise landing state and federal money – though less of it – in looking to update its distribution facility.

Metropolitan will spend $5.3 million upgrading its 126,732 square foot facility at 1900–1950 Stanford Court in Landover. It’ll get some assistance from the county, in an $85,000 loan, and in a $200,000 loan from the state.

Like Aquilent, it has to meet some job targets and in this case, Metropolitan is promising to employ 230 full-time employees locally by 2020.

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**KHov Readies Start at Balk Hill**

One of the attributes of buying lots in Balk Hill from D.R. Horton was the quick start that the sale promised. Sure enough, the sale went down in September and buyer K. Hovnanian has already staked out its townhouse lots at the Mitchellville community and is nearly ready for sales.

KHov paid $109,090 per lot for a takedown of 28 finished lots at Balk Hill. The lots sit on the perimeter of the main circle into the community off St. Joseph’s Drive, meaning Wegmans is close enough to carry a couple bags of groceries home.

KHov hasn’t yet revealed its exact prices, but the ‘mid-$300’s’ teaser on the sign out front means it looks to go pretty closely head-to-head with Horton. Horton’s two-car garage ‘Norwood’ townhouse opens at $349,990.

A second take down of 27 lots is coming for KHov, giving the builder a big enough job to keep its name in front of buyers in Prince George’s after it had burned through its inventory.

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**Manokeek Owner Deals Away Two Pads**

The owner of the Manokeek Village Center spun off a couple of pad sites, finding one of the buyers from out west in sunny California.

JCR Companies sold the SunTrust Bank at the Accokeek shopping center for $1.8 million, and parted with a 7-11 store for $3.03 million. Both are outparcels to the 90,608 square foot Village Center anchored by Giant and Advance Auto Parts and located off Berry Road. JCR had ventured into the south county deal earlier this year, getting the property from Klaff Realty for $22 million in all.

According to published reports, SunTrust had four years remaining on its 1.06 acre site, but had exercised a first renewal and has three five-year options remaining. A partnership headed by the New Jersey-based Admar Group was the buyer.

An investor affiliated with a San Francisco ‘institution’ of the sandwich variety was the buyer of the 7-11 at Manokeek. The Tommy’s Joynt II LLC paid $3.03 million for the net lease deal in which 10 years remains. According to Google, Tommy’s Joynt is a ‘funky’ downtown restaurant in San Fran that dates back to 1947. Of course it’s funky; it’s in San Francisco.

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**FRIT Gets Laurel’s OK on New Apartments**

Federal Realty Investment Trust can eliminate from this earth about 52,000 feet of vacant retail at the Laurel Shopping Center – and replace it with new multi-family.

FRIT wants to add 180 apartments to the Laurel center, located off Route 1 at Marshall Avenue, and in recent weeks its application for a Revitalization Overlay plan won approval at the City’s Mayor and Council. FRIT will raze a former theater, fitness club and billiard hall to make room for the apartments, but says in its application it wants to rebuild that lost density elsewhere at the shopping center in the future. In all, Laurel Shopping Center is 390,000 feet of Giant Food-anchored retail.
**Change in Works at Westphalia**

The last section of Westphalia Row ought to be towns, with a small retail component, says its developer.

Right now, the plan for the final section at the Ritchie Marlboro Road community at Sansbury Road is 250 multi-family units and a 57,600 square foot retail/office building, plus a five-level parking garage.

Westphalia Row Partners LLC, headed by Haverford Homes, instead wants to amend that plan down to 66 fee-simple townhouse lots and a 10,000 foot one-story retail building.

Westphalia Row has been a workhorse for Haverford, with 13 townhouse closings this year and 62 in 2014. The average price has risen over that period by over $12,000, from $334,000 to $346,000. Haverford also sold townhouse lots to Dan Ryan Builders and Richmond American during the first two phases.

Haverford’s preference on the attached units in the third phase is for 16-foot, rear-loaded four-story towns. More urban in design, the 16-footers would be ‘distinctly different’ from the traditional towns built in the first two phases.

As for the smaller retail component, Haverford says a one-story building will rent where a two-story building wouldn’t. The cost of the garage alone would push rental rates higher than the market can bear.

**Manekin Gets Exeter Build Contract**

Manekin Construction got the contract for the heavy-duty work on Exeter Property Group’s new warehouse.

The Columbia-based firm pulled the building permit at the end of October to build approximately 95,000 square feet of industrial space at 6240 Columbia Park Road, at a cost of $7.3 million.

Exeter created room for a new building by buying both 6100 and 6300 Columbia Park Road in different deals. As well as getting a pair of warehouses, it got the land in between on which it could build another building. The 95,000 footer it plans will be geared towards the market’s mid-size tenants.

Another permit that went out the door would create a new Popeye’s Restaurant in the Ritchie Station Marketplace. The Michael Company is managing the tenanting of the Capitol Heights shopping center.

Coming in for permit were two big guns in the economic development realm: a Harris Teeter store that will anchor the Bowie Marketplace redevelopment; and the top-of-the-line ‘Hotel at University of Maryland in College Park.’

**Chesapeake Contracting** got the construction work on the Harris Teeter, where developer Berman Enterprises will use the grocery anchor as its basis for redeveloping the Route 450 retail center. And David Hillman of Southern Management is the force behind The Hotel, to be located opposite the University’s Main Gate on Route 1.

**Bermans Cut UTC Vacancy with Retail Deals**

People with a highly-charged attachment to kickboxing will soon have a place at the University Town Center to express themselves.

The national fitness and cardio firm ‘I Love Kickboxing’ picked the Hyattsville project for a second Maryland location, after Germantown, and expects to open soon.

The club is one of seven leases that Berman Enterprises has signed since it bought the retail at the East West Highway property in Hyattsville. The Rockville developer started with 50,000 feet of empty space and has cut the vacancy in half, to about 25,000 feet yet to fill. In all, Berman had paid about $25 million last summer for a big chunk of the UTC, including office, retail, parking and undeveloped land for more.

**The new tenants at UTC include:**
Luxury Nail & Spa
The Beauty Boutique
Bella Frozen Yogurt
Flippin’ Pizza
Yi Sushirido (opening 1Q16)
Street Kutz
I Love Kickboxing
Bon Chon (signed just prior to Berman’s tenure, but opened on its watch).
Buzz Says
Growers Looking

Here’s a potential group of tenants you never expected to see pricing warehouse space: folks that grow marijuana – legally.

Sources tell the Newsletter that some of the cultivators spurred to operate in the state by legislation approving medical marijuana – cannabis, technically – are including the county in their search for a place to grow.

The Maryland Medical Cannabis Commission started taking applications in September, and the state regulations passed over two years ago allow almost 100 dispensaries and 15 growing facilities statewide. The Sun reported that more than 350 applications to grow, process or dispense medical marijuana were filed with the Medical Cannabis Commission. Applications were filed for every county in the state, said the Sun.

Now, some of the companies looking to win those spots are looking for a place to work, including industrial spaces in Prince George’s. The different applicants likely hope to fulfill different roles, but the Sun article described one applicant for an Eastern Shore location who hoped to develop a ‘seed to sale’ operation that grows, processes and sells marijuana.

A story published in the Post in September quoted Council chairman Mel Franklin saying the County Council was interested in options for regulating medical marijuana but wasn’t trying to keep such facilities out.

USBI Gets to Be a Warehouse

The USBI warehouse in Largo can keep on being a warehouse, the Planning Board effectively agreed last week.

The approximately 99,000 square foot building at 8800 Lottsford Road is under contract to be sold to Industrial Income Trust, but as the new buyer was doing its due diligence, it found that a rezoning through the recent Largo Sector Plan had effectively rendered the building a ‘non-conforming use,’ that is, a use not permitted in the zone.

USBI is located within Largo’s ‘core,’ near the Metro Station, so despite its use, it was rezoned from E-I-A to M-U-I with the prospect of a long-term redevelopment to mixed-use. But the M-U-I doesn’t list warehouse and distribution as a ‘permitted use.’ Last week, over the objections of the local Largo Civic Association, the Board agreed to add it in this case, based on language in the Sector Plan.

The Civic group tenaciously argued that the Board is setting a precedent for other properties to likewise continue their uses indefinitely. It’s a case of ‘Me too,’ said the Association’s Chuck Reninger. Reninger argued that only by holding the line on such cases can the new Largo bloom. “It’s a Sector Plan ending up being less than desirable,” he argued.

USBI’s situation is similar to that of Atapco Properties a few months ago, which a few blocks away was likewise ensnared in a zoning change that trapped its flex buildings for a time in a pure office zone. The county master plan envisions Largo as a future downtown, and while that vision is for vertical development, the Board agreed that the intent of the Sector Plan was to make USBI’s current operations a legal use within the M-U-I zone, not a non-conforming one.

Retail Strategy Moves on to the Next Phase

Phase II in the county’s retail strategy begins now. The overall goal is stronger centers countywide, with more upscale retail populating the tenant lists. Having completed a market analysis that gives them a better idea of the strengths and weaknesses of the local market, county officials will now try to synthesize the results, while pursuing half a dozen goals.

At a follow-up worksession last week, Councilmembers were given their chance to shape the next phase, and the strongest message was to ensure that the strategies are in line with Plan 2035. That Plan identifies certain transit nodes – Prince George’s Plaza, New Carrollton and Largo in particular – where county dollars will be spent to create the most likely ‘downtowns.’

But planners also got a different message – that struggling centers and retail areas bereft of investment need the same attention. Those efforts are opposite sides of a coin in a sense, but Derick Berlage, heading up Park & Planning’s county-wide planning effort, says the strategies will speak to both angles.
Site Plan Deadlines OK’d

The full range of site plans will now have a deadline similar to that for preliminary plans, given the passage of CB-083-2015.

Sponsored by Mel Franklin and Derick Davis, the newly-passed legislation means that the major subdivision and site plan applications now all have specific time review periods attached to them. The new bill covers comprehensive design plans, conceptual and detailed site plans and specific design plans.

In each case, planning staff, the Planning Board and the District Council will each be guided by a deadline on their review. Remarkably, the County Council even clamped the time limits on its own reviews, conducted as the District Council.

It’s probably the biggest piece of legislation to pass this session, and just as telling, the Council left in committee a bill that would have added an MPDU requirement and another that would have reopened the traffic test of subdivision plans that are 10 years or older.

That the Council seems more ‘business friendly’ is a perception widely welcomed on the private side of the ledger. At the same time, the Council’s stance is made easier by the fact that most of the new development the group is seeing is development it wants. In pursuing transit opportunities, developers and the Council are locked in some sort of Vulcan mind-meld. It isn’t hundreds of townhouses impinging on the Rural Tier that the Council is generally reviewing; it’s a couple hundred units within walking distance to a Metro station.

As for the site plan legislation, Franklin had drafted the bill in response to a constant complaint from developers that they didn’t have ‘certainty’ in navigating the county’s entitlement process. He said he heard it most recently several times at a retail shopping center conference and, with Davis on board as a co-sponsor, introduced the bill this fall.

Bowie’s ‘Value’ Offering

The Bowie office market’s Class B office market offers an attractive value alternative to higher-cost Class A space in the region, says a report provided to the City.

Where Bowie’s Class A vacancy peaks at 26.4 percent, according to the report, its B space enjoys a far-healthier 7.5 percent vacancy. That puts it lower than its primary competitors like Annapolis, Crofton and Greenbelt. Only Crofton is likewise in the single-digit range, while Annapolis and Largo are both in the mid-teens, and Greenbelt is nearly 20 percent.

Put together by the City’s economic development committee based on CoStar data, the report says reasonable rents at a major highway location underlie Bowie’s Class B strength. Those rates, says the report, puts Bowie’s Class B rental average at $22.42 per foot, second only to Annapolis among its submarket competitors. The report put Bowie’s Class B inventory at just over 1 million feet.
Building Permits Issued
Oct. 20 – Nov. 2, 2015

Accokeek
NVR Inc., to build three units in ‘The Preserve,’ Accokeek, at:
- 3005 St. Mary’s View Road;
- 14001 Wheel Wright Place;
- 13911 Wheel Wright Place;

Caruso Homes, Crofton, Md. (301) 261-0277, to build a single-family unit at 16703 Rolling Tree Road, Accokeek;

Upper Marlboro
The Ryland Group, 4100 Monument Corner Drive, Fairfax, Va. (703) 502-5200, to build two single-family units in ‘Parkside,’ Upper Marlboro, at:
- 9502 Barton Oaks Court;
- 9507 Barton Oaks Court;

Mid-Atlantic Builders, Executive Boulevard, Rockville, Md. (301) 864-6500, to build two units in ‘Parkside,’ Upper Marlboro, at:
- 9305 Bay Leaf Court;
- 9301 Bay Leaf Court;

NVR Inc., (301) 937-9761, to build a single-family unit at 3610 Winterbourne Drive, Upper Marlboro, in ‘Beechtree’;

Lennar, 10211 Win coping Circle, #300, Columbia, Md. 21044, (410) 997-5522, to build a single-family unit at 2801 Winterbourne Drive, Upper Marlboro, in ‘Beechtree’;

Haverford Homes, to build a single-family unit in ‘BeechTree’;

Toll Brothers, Columbia Gateway Drive, Columbia, Md. (410) 872-9105, to build six units in ‘Marlboro Ridge,’ Upper Marlboro, at:
- 4309 Cross Country Terrace;
- 4305 Cross Country Terrace;
- 4605 Bridle Ridge Road;
- 4601 Bridle Ridge Road;
- 4307 Cross Country Terrace;
- 4502 Cross Country Terrace;

Other Locations
The Ryland Group, 4100 Monument Corner Drive, Fairfax, Va. (703) 502-5200, to build two units in ‘Brick Yard Station,’ Beltsville, at:
- 12621 Rustic Rock Lane;
- 12619 Rustic Rock Lane;

NVR Inc., (301) 937-9761, to build two units in ‘Bentley Park,’ Laurel, at:
- 14510 Newlyn Place;
- 14503 Parkgate Drive;

NVR Inc., (301) 937-9761, to build two units in ‘Fairwood,’ Bowie, at:
- 14101 Aberdeen’s Folly Court;
- 14105 Aberdeen’s Folly Court;

Townhouse Permits Issued

Ryland Group, (703) 502-5200, to build seven units at 12801 - 12813 Rustic Rock Lane, Beltsville, in ‘Brick Yard Station’;

NVR Inc., (301) 937-9761, to build six townhouse units in ‘Greenbelt Station,’ Greenbelt, at 5401 – 5411 Stream Bank Lane;


NVR Inc., to build eight townhouse units at 2234, to build a $400,000 store for a Popeye’s Restaurant at 9100 Basil Court, Largo;

Commercial Permits Issued
Oct. 20 – Nov. 2, 2015

Manekin Construction, 8601 Robert Fulton Drive, #200, Columbia, Md. 21046, (410) 290-1400, to build a $7.3 million warehouse for Exeter Property Group, at 6240 Columbia Park Road, Landover;

Largo Hotel LLC, to build $100,000 in mechanical work at 9100 Basil Court, Largo;

Greenskies Renewable Energy, 10 Main Street Extension, #E, Middletown, Ct., 06457, (860) 398-5408, to build a $616,953 solar improvement for Target at 3101 Donnell Drive, District Heights;

JRS Construction, 2043 E. Joppa Road, Parkville, Md. 21234, (443) 392-0416, or c/o The Michael Co., (301) 459-4400, to build a $9,100,000 store for Auto Zone, at 3000 Talbot Drive, Capitol Heights;

Mike Berry Construction, 2525 Broad Street, #103, Chattanooga, Tn, (423) 267-2234, to build a $400,000 remodel and addition for Auto Zone, at 5418 Queens Chapel Road, West Hyattsville;

GB Mall Limited Partnership, c/o Quantum Companies, to build a $175,000 fit-out for Five Below, at 6000 Greenbelt Road, Greenbelt;

Bush Construction, 2000 Clarendon Blvd, (703) 812-3800, to build a $250,000 fit-out for Auto Desk, at 11785 Beltsville Drive, Beltsville;

O’Brecht Services, to build a $360,000 fit-out at 7704 Matapeke Business Drive, Brandywine;

Hughes & Smith, 3016 Williams Drive, #100, Fairfax, Va. 22031, (703) 698-8000, to build a $300,000 fit-out for Chipotle at 2 Watkins Park Drive, Largo;

Nooralian Nelson Associates, 4640 Forbes Boulevard, #160, Lanham, Md. 20706, (301) 731-8020, to build a $117,900 fit-out at 4201 Northview Drive, Bowie, for Anne Arundel Urology;
Commercial Permit Applications
Oct. 20 – Nov. 2, 2015

**Combined Properties**, c/o Gluszko Architects, 2866 Horsehoe Pike, #1, Palmyra, Pa., (717) 838-9080, to build a $225,000 interior fit-out for Taco Bell, at 9409 Annapolis Road, Lanham; [Document text continues...]

**Preliminary Plans Submitted**

4-15021 – Westphalia Row, Phase III. Zoned M-X-T. 4.51 acres. 66 townhouse lots and a commercial parcel. Located at the southwest corner of Ritchie Marlboro Road and Sansbury Road, Upper Marlboro. Appl: Westphalia Row Partners LLC, 6110 Executive Blvd, #430, Rockville, Md. (301) 864-6500.

**Preliminary Plans Approved**
Oct. 29 and Nov. 5, 2015


**Site Plans Submitted**


Site Plans Approved
Oct. 29 and Nov. 5, 2015


Real Estate Transactions of Note

**Washington Property Inc.** to LIT Industrial Limited Partnership. 1717 McKinney Avenue, #1900, Dallas, Tx. 75202. Lots 8, 9 and 10 in ‘Washington Commerce Center’ and three parcels. Located at 3100, 3200 and 3300 Hubbard Road, Landover, Md. 23.02 acres. Improved with 303,000 square feet warehouse space. Zoned I-1. Tax ID: 13-1553239, 47 and 54. Liber 37485, page 314. Deed date: October 9, 2015. Purchase price: $34,200,000. Deed of Trust: $14.2 million. Prudential Insurance.


**Catherine M. Koester to 7307 Baltimore Avenue #109, LLC.** Unit 109 (Block B) in ‘College Park Professional Center Condominium.’ Located at 7307 Baltimore Avenue, College Park, Md. 20740. Unit is 1,748 square feet. Zoned M-U-I. Tax map 33C-4. Tax ID: 21-2356897. Liber 37515, page 499. Deed date: September 10, 2015. Purchase price: $205,000. Deed of Trust: $175,000. Catherine Koester.


(Continued on Page 8)
Real Estate Transactions (from p. 7)

JCR Manokeek Lots Investors LLC, c/o Joseph Reger, to Noho Ost Accokeek LLC, c/o Admar Group, 87 Ruckman Road, PO Box 1098, Alpine, NJ. Lot 8 in ‘Manokeek.’ Located at 405 Manning Road, Accokeek, Md. 20607. 1.06 acres. Improved with pad site building of 3,060 square feet. Zoned M-X-T. Tax map 161D-2. Tax ID: 05-3439056. Liber 37487, page 591. Deed date: September 1, 2015. Purchase price: $1,800,000.


RESIDENTIAL

NVR MS Cavalier Oak Creek Owner LLC to Toll MD XI LP, 250 Gibralta Road, Horsham, Pa. Lots 16 (B), 34 and 38 (A) in ‘Oak Creek Club.’ Located at 13501 Mary Bowie Parkway, and 14900 and 14903 Hopesdale Court, Upper Marlboro, 20774. Lots avg. 18,000 square feet. Zoned R-L. Tax map 77A-1. Tax ID: 07-5544204 and 5544248. Liber 37485, page 243. Deed date: September 24, 2015. Purchase price: $399,502.

