

DEVELOPING A
NEW POINT OF VIEW



NORTHPOINT

PLANNED & DESIGNED



CONSTRUCTION MANAGEMENT



CONSTRUCTION



ACQUIRED & INVESTED



DEVELOPED



Northpoint Realty Partners is a vertically-integrated real estate development, investment and construction firm with over 100 collective years of expertise in managing land, commercial and residential projects. Our team brings an irrepressible energy and a vested interest in the success of our partners to each and every project. We have a profound understanding and vision of what will succeed in the communities in which we work, and are driven to provide timeless spaces and truly exceptional, sustainable results for our clients.

The mission of our firm is to convert unrealized opportunities into unprecedented possibilities for our clients. Our continued success in accomplishing this can be directly attributed to the team's relentless ability to be proactive, flexible and nimble within every role. We research. We plan. We investigate. We design. We build. We develop. We manage. We collaborate. We envision. Our multi-faceted work keeps us constantly engaged and energized – a fluid, invigorating workflow that in turn inspires our clients. What remains static are our guiding principles. These represent who we are, where we came from and how we approach every undertaking.

DEVELOPING NEW POINT OF VIEW

GUIDING PRINCIPLES

WORK WITH INTEGRITY

Our tenacious approach to success demands modern, cutting-edge business solutions. Yet our values remain deeply rooted in tradition. Accountability. Honesty. Transparency. At every step of the process, we strive to do what's right. We always act in our client's best interest. And we communicate openly and candidly with our partners. Adhering to these tenets enables our clients to confidently place their trust in us, always.

CREATE STRATEGIC POSSIBILITIES

Drawing from a deep well of established industry networks and institutional expertise, we are able to approach projects from unexpected angles and devise bold, aspirational solutions. Our entrepreneurial backgrounds and enterprising nature, backed by exhaustive market research, enable us to identify and capitalize on untapped opportunities. We produce extraordinary returns and realize optimal value for our clients.

INSTILL CONFIDENCE

Each member of our team has a vested interest in the success of our partners. We align our intent with our clients' and investor' goals, forging a true partnership. Because we genuinely love what we do, we also make what can be a stressful, complicated process enjoyable. Our clients demand (and deserve) a high level of skill, expertise and engagement. But they are often surprised by just how passionate we are about our work, and how that reignites their own passion as well. We feel a genuine drive to make a positive impact – not just on the communities and projects we devote ourselves to, but also on our clients' daily lives.

NORTHPOINT DIFFERENCE

ESTABLISHED

With over 100 years of collective industry knowledge, expertise in capitalization over \$3 billion and more than 7 million square feet of residential, commercial and mixed-use spaces developed, we've got the market acumen and depth of knowledge to precisely execute even the most challenging undertakings.

TAKE CALCULATED RISKS

We harness an uncanny ability to unlock potential in real estate before the market does – which converts possibility into unprecedented opportunity for our clients.

CONNECTED THROUGH COLLABORATION

The capability to conduct every aspect of a project in house enables our team to deftly move throughout the complex stages of any project. Our transparent process – from inception to completion – is seamlessly integrated and decisively client-centric.

ALWAYS EVOLVE

Our strategic and profound understanding of the market empowers us to envision new solutions and consider unpredictable approaches. Dynamic growth is essential – not simply for the sake of evolving, but to ensure our work reflects its community while delivering optimal value to our partners.

"With most developers, it's about the profits and not about the quality or integrity of the deal. Northpoint Realty's philosophy is that if you plan your work and work your plan, the money will take care of itself. These are the kind of people you want to do business with."

ROBERT WALTERS
PRINCIPAL, AVISON YOUNG

CAPABILITIES

ACQUISITIONS & INVESTMENTS

- ▶ Local Knowledge
- ▶ Creative Solutions
- ▶ Transactional Capability
- ▶ Institutional Relationships
- ▶ Diversified Portfolio
- ▶ Sustainability

IDEAL OPPORTUNITY SIZE:
\$5M-\$100M

ALL PRODUCT TYPES

- ▶ Office
- ▶ Land
- ▶ Retail
- ▶ Multifamily
- ▶ Hotel
- ▶ Industrial/Flex

IDENTIFY

1

Our team assists investors, owners and developers in identifying sound investment opportunities that provide the greatest risk adjusted returns.

Northpoint has perfected the balancing act that every successful enterprise demands. Our fully-integrated, hands-on approach to service ensures a seamless, cohesive experience from inception to completion.

OUR SERVICES

A FULL SPECTRUM APPROACH TO REAL ESTATE

CAPABILITIES

PROGRAMMING

- ▶ Legal Entitlements
- ▶ Physical Possibilities
- ▶ Financial Feasibility
- ▶ Maximum Productivity

PLANNING & DESIGN

- ▶ Establish deliverables at each design and planning stage
- ▶ Coordinate production schedule
- ▶ Oversee and coordinate workflow of A/E and other vendors
- ▶ Continually monitor and review designs
- ▶ Recommend economies
- ▶ QA/QC
- ▶ Oversee materials/services selection
- ▶ Assist in identifying long-delivering items
- ▶ Maintain project records

IMAGINE

2

Every successful venture begins with a sound foundation. Our team's expertise, creativity and obsessive attention to detail ensures every client's vision is captured and protected throughout the lifecycle of a project.

CAPABILITIES

DEVELOPMENT

- ▶ Office, Residential or Mixed use
- ▶ Creative designs that are not only functional, but inspirational
- ▶ Address the environmental, economic, physical and political issues for each development project

CONSTRUCTION MANAGEMENT

- ▶ Pre-construction
- ▶ Construction
- ▶ Post Construction

CREATE

3

Our clients appreciate the total confidence delivered from our vast experience in overseeing every aspect of the development process – from land acquisition through construction and beyond.



REALIZE

4

With a clear and decisive focus on achieving optimal value for our clients, our team provides comprehensive asset management services.

CAPABILITIES

ASSET MANAGEMENT

- ▶ Pragmatic and entrepreneurial approach
- ▶ Work closely with our capital partners
- ▶ Determine client's short and long-term goals
- ▶ Find opportunities for value maximization and expense control
- ▶ Conduct market research, data analysis and revenue forecasting



NORTHPOINT LEADERSHIP



JONATHAN PENNEY
PARTNER

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Jonathan Penney brings more than 20 years of architecture and design experience to the Northpoint team. He started Penney Design Group, LLC in February of 2010 after 14 years at a multi-discipline international architecture firm as Principal of the commercial group. His expertise spans both new construction and renovation projects which cover a broad range of building types including mixed-use, retail, office, automotive, interiors, industrial, and residential. Mr. Penney focuses on leading his team through a comprehensive feasibility study to design concept through construction for each of his projects.

Jon has developed a thorough understanding of economic and market conditions which enables him to provide optimum programming for all commercial developments. To that end, Jon works closely with the owners, developers and contractors at the onset of a project to achieve the most viable economic and creative solution available. Jon holds a BS in architecture and a BA in architecture from Catholic University. He is a registered architect in 10 states and a member of the American Institute of Architects, International Council of Shopping Centers, Urban Land Institute, U.S. Green Building Council and the National Council of Architectural Registration Boards (NCARB).



TIMOTHY RIORDAN
PARTNER

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Timothy Riordan has more than 10 years of experience in commercial real estate development and finance. Tim began his career as a financial analyst at Morgan Stanley and has extensive experience procuring and capitalizing acquisition and development opportunities.

During his six-year tenure as Managing Director of Acquisitions at The Penrose Group, Tim was responsible for procuring and capitalizing more than 2 million square feet of development opportunities with a total capitalization of more than \$1 billion.

Opportunities included urban and suburban high-rise and mid-rise residential developments and urban land assemblages. Projects of note include the Park Crest community in Tysons Corner, Va. along with the Pike 3400 and Latitude Apartments in Arlington, Va.

Tim holds a BA in finance from James Madison University.



CHRISTIAN CHAMBERS
MANAGING PARTNER

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Christian Chambers has a background in real estate that includes procuring, capitalizing, and developing commercial real estate opportunities. As Managing Partner of Northpoint, he is responsible for the overall direction and management of the firm's acquisition and development initiatives. During his career, he has been responsible for acquiring and developing approximately 3 million square feet of hotel, commercial and residential properties with an overall capitalization of more than \$1.2 billion.

Northpoint Realty Partners, LLC, was born out of Christian's previous role and relationships as Managing Partner of Crimson Partners. During his tenure with Crimson, Christian was responsible for the acquisition, entitlement and development of projects such as Dulles Station East, Orbital Sciences HQ, The Maxwell, and 3901 North Fairfax Drive.

Prior to Crimson, Christian was a senior vice president and director of the Washington, DC office for Philadelphia based BPG Properties, LTD. While at BPG, he was responsible for the regional operations of its 2 million square foot commercial office operating portfolio and 1.5 million square feet of office, hotel, and retail development pipeline. Prior to BPG, Christian was with UK-based Grosvenor Property & Partnership, as well as Washington, DC-based Quadrangle Development, where he was instrumental in the acquisition, financing and development of projects such as the Hyatt Regency Chesapeake Bay Resort, Camden Court Apartments, Mount Vernon Place, 2020 K Street expansion, 1875 K Street, Marriott at Whiteflint, and MedImmune Inc.'s corporate headquarters. Christian started his career with the Clark Construction Group.

Christian is a member of the Urban Land Institute and Northern Virginia chapter of the NAIOP. Christian holds his bachelor's degree from Cornell University in landscape architecture and urban design, a master's degree in engineering from Catholic University, and has done work on his MBA in real estate and finance at Johns Hopkins University.

EVERY PROJECT IS ADEQUATELY STAFFED WITH OUR TEAM OF SEASONED PROFESSIONALS BASED ON THE PROJECT'S SIZE, SCOPE OF WORK, AND MARKET SECTOR.

FEATURED PROJECTS

CARLYLE TOWER

LOCATION:
Alexandria, Virginia

SCOPE:
360,000 SF Mixed-use
Office and Retail,
Renovation of the Entire
Core, New Building
Systems and Sitework.

COST:
\$142MM

Directly across from the Eisenhower Avenue Metro Station and adjacent to the National Science Foundation Headquarters, 2461 Eisenhower Avenue (Carlyle Tower) enjoys a location surrounded by luxury towers and office buildings. Rubenstein Partners acquired the building after its exterior was re-skinned and the interior was gutted. Wishing to draw upon Northpoint's knowledge of Alexandria and expertise in repositioning mixed properties, Rubenstein Partners hired us to fully renovate the building's interior and redefine the space. After acquisition of the asset we reprogrammed the office amenity spaces and retail center to transition the asset to perform as a recognizable and desirable destination. Our designs maximize interior space, showcase the building's impressive views and bring modern, clean lines to a building that, having been built in 1969, was showing its age. Our fully integrated approach has brought new life to the office building and retail and upon completion, the revamped property will be highly marketable and "the" place to be in Alexandria.



THE MAXWELL

LOCATION:
Arlington, Virginia

SCOPE:
163 Unit LEED-Certified
mid-rise apartment
development with
2,200 SF of retail.

COST:
\$55MM

In partnership with WashREIT as long term hold, Northpoint (formally Crimson Partners) embarked on the acquisition of a former Good Year Tire Center to design, entitle and develop a six-story multifamily building located within walking distance of the Ballston Metro Station in Arlington, VA. The project was completed on-time and under budget, and resulted in The Maxwell, a LEED Gold Certified luxury apartment building in the heart of Ballston. The property showcases 163 units with upscale finishes and smart technology, 2,200 square feet of ground level retail and 164 below-grade parking spaces on three levels. Amenities include a courtyard with outdoor living space, fitness center and recessed balconies.



LOCATION:
Alexandria, Virginia

SCOPE:
220 unit, 9 story apartment
building renovation of
common areas, building
systems and exterior.

COST:
\$44MM

THE MARK APARTMENTS

Permission Capital approached us with an exciting project in the Landmark area, a submarket of Alexandria, VA. Walking distance to the Van Dorn Metro and a short drive to Old Town, The Mark Apartments presented an opportunity for expansion in a strong infill market in Alexandria. We leveraged our team's extensive experience to introduce additional density by amending the building's original site plan and renovating the units and common areas. New features include top-tier finishes, increased storage and natural light in each unit, with amenities such as a pool and terrace, grilling patio, high-tech lounge and state-of-the-art fitness center.



3901 N FAIRFAX DRIVE

LOCATION:
Arlington, Virginia

SCOPE:
203,000 SF Mixed-use
development with
office, retail, a community
theater and parking.

COST:
\$97MM

Located in the heart of Rosslyn-Ballston, 3901 North Fairfax is a LEED Gold Certified 9-story, Class A office building. Northpoint (formally Crimson Partners) partnered with Bernstein Management in 2010 to acquire the site. The partnership chose to capitalize on our firm's entitlement and development expertise, as well as our extensive knowledge of the Arlington market. The entitlement process resulted in approximately 205,000 square feet of trophy office space with flexible and efficient 22,000-square-foot floor plates. The building's striking façade with a unique, angled glass curtain wall leads to nine stories of office space with generous, floor-to-ceiling windows and state-of-the-art building systems. Amenities include a conference facility; expansive onsite plaza with interactive water feature, shaded seating and lush landscaping; onsite, fully equipped fitness center, roof top terrace; and ground floor retail.



SEE MORE
PROJECTS

**GET IN TOUCH TO LEARN HOW
NORTHPOINT CAN BRING YOUR
VISION TO REALITY.**



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