



TRANSWESTERN

REAL ESTATE
SERVICES



BETHESDA, MD

PARK POTOMAC

Agency Leasing

Foulger-Pratt hired Transwestern to handle the leasing of 12435 Park Potomac Avenue, a 131,000-square-foot, six-story, Class A trophy office building that had 50,000-square-feet of vacant space.

Transwestern knew that in order to effectively lease the space, timing was key. Transwestern's team developed and implemented an aggressive brokerage campaign and actively pursued brokers to tour the building with clients. This direct and unparalleled approach would secure deal closings.

Foulger-Pratt retained the Transwestern team to secure tenants for the remaining space, as well as the leasing for the brand-new buildings at 12425, 12435 and 12505 Park Potomac Avenue. Within five months of taking on this assignment, three deals closed: Winchester Homes, Bronfman and Coldwell Banker Residential. Due to Transwestern's success, the team was hired to handle the leasing for a brand-new building that Foulger-Pratt was developing at Park Potomac.

“We are very excited to finalize the plans for our third building, especially since the first two have seen such tremendous success so far.”

Robert Kelly
Senior Vice President,
Foulger-Pratt