

COMPANY OVERVIEW & SERVICES

CONTENTS

COMPANY OVERVIEW	03
SERVICES	04-07
TEAM	08
HIGHLIGHTED TRANSACTIONS	09
Investment Sales	10
Multifamily	11
Residential	12
Industrial	13
Office	14
HIGHLIGHTED CLIENTS SERVED	15
CONTACTS	16



COMPANY OVERVIEW

CPG is a boutique land and investment sales real estate brokerage firm.

Equipped with a wealth of experience across multiple product and property types, CPG has forged a strong presence in the real estate investment and land development industry in Maryland, Virginia and Washington D.C.

CPG's approach to selling real estate is simple; understand the client's objectives, understand the property, understand the market, and execute on a plan to maximize return and minimize our client's risk. We maintain deep local ties to the investment, development and building community, and bring 75+ years of combined real estate experience with over \$2 Billion in lifetime consummated deals.



**RELATIONSHIP
DRIVEN BROKERAGE**



**\$780 MILLION+
TRANSACTIONS**



**MARYLAND, VIRGINIA
& WASHINGTON, D.C.**

INVESTMENT SALES

CPG works to maximize asset value for our clients in dispositions to achieve above market yields. When engaged on the acquisition side for our clients, CPG employs our knowledge base in conjunction with our deep local relationships to procure both on and off-market acquisitions for our clients. We integrate local market knowledge, skilled property analysis, and financial modeling with proven marketing strategies tailored to the client. We add value for buyers and sellers through our extensive database of qualified investors and owners of real estate.

Our team is experienced in a wide range of property types including office, retail, industrial and residential. We specialize in analyzing, evaluating, and executing on value-add investment sales creating the path for covered land investment strategies and long-term redevelopment sites.



SKILLED
PROPERTY ANALYSIS



PROVEN
MARKETING STRATEGIES



EXTENSIVE DATABASE
OF QUALIFIED INVESTORS

DEVELOPMENT BROKERAGE

CPG has become widely recognized as the premier development-focused brokerage firm across the DMV. Our firm specializes in identifying creative strategies that help owners maximize value while aligning with client needs and objectives. We have deep experience across all asset types, from raw land to redeveloping existing structures, and bring a comprehensive understanding of every jurisdiction throughout Maryland, Washington, D.C., and Virginia. CPG leverages longstanding relationships with local government authorities, engineers, architects, and land use attorneys to structure the most efficient and optimal deal path for each transaction.

CPG has successfully executed some of the most notable development transactions in the region, including projects designed for single-family homes, townhomes, condominium flats, multifamily communities, mixed use developments, office, and industrial assets. Our experience spans both ground-up development sites and complex building conversions, allowing us to navigate evolving market dynamics and reposition underutilized assets. To date, CPG has sold more than 5,000 residential units/lots and over 4 million square feet in development projects across the DMV, reinforcing our position as a trusted advisor and market leader in development-focused brokerage.



EXTENSIVE KNOWLEDGE
THROUGHOUT **MD, VA, & D.C.**



SOLD MORE THAN
5,000 RESIDENTIAL LOTS



OVER **4,000,000** SF OF
NEW DEVELOPMENT

1031 EXCHANGE

CPG has a proven track record of assisting clients with IRS Section 1031, or as more commonly referred to as the '1031 exchange', to defer capital gain taxes, and improve our clients real estate position. IRS Section 1031 is a complicated code, which if used effectively, can reduce significant tax burdens.

CPG is well experienced with this code, having closed over \$215MM of 1031 exchange property sales in the last 7 year alone. Along with our recommended consultants consisting of transactional attorneys, accountants, and lenders, we can help facilitate the process, and ensure a timely and profitable 1031 exchange which meets our investors needs.



CLOSED OVER
\$215MM OF 1031 EXCHANGE
PROPERTY



CATALOG OF
RECOMMENDED
CONSULTANTS



ENSURES A
TIMELY & PROFITABLE
1031 EXCHANGE

INVESTMENT MANAGEMENT

Combining our skill set across multiple asset classes, CPG is able to offer investment management services to lead and manage real estate investment acquisitions. CPG can source opportunities, equity and debt and assist with the overall deal structure as a GP or LP depending on the opportunity.

To date, CPG has sourced over \$150MM of active real estate investments including several major grocery anchored shopping centers. Our strategy is return driven in core markets with long term re-development potential. Additionally, CPG has the ability to perform on value-add opportunities including repositioning through rezoning, entitlements and development.



SKILL SET
**ACROSS MULTIPLE
ASSET CLASSES**



SOURCED MORE THAN
**\$150MM OF ACTIVE
REAL ESTATE INVESTMENTS**



ABILITY TO PERFORM ON
VALUE-ADD OPPORTUNITIES



MYCHAEL COHN
FOUNDER & CEO

301.523.7191 | mcohn@cohnpropertygroup.com



JOSH SIMON
PRINCIPAL

301.4618699 | jsimon@cohnpropertygroup.com



ANDREW BROWN
SENIOR VICE PRESIDENT

301.524.9362 | abrown@cohnpropertygroup.com



AARON LEBOVITZ
SENIOR VICE PRESIDENT

703.576.7806 | alebovitz@cohnpropertygroup.com



SAM GORDON
DIRECTOR

301.651.3589 | sgordon@cohnpropertygroup.com



MAGGIE MORRIS
DIRECTOR OF MARKETING

703.627.8693 | mmorris@cohnpropertygroup.com



HIGHLIGHTED TRANSACTIONS



ROLLINGWOOD SHOPPING CENTER

WOODBIDGE, VA

Existing 110,000 SF grocery anchored center on 15.09 Acres

\$18.25MM | CPG SOURCED BUYER
OFF-MARKET



WOODLAWN SHOPPING CENTER

ALEXANDRIA, VA

Existing 120,000 SF shopping center on 8,555 Acres

\$13.75MM | CPG SOURCED BUYER
OFF-MARKET



DOLLAR GENERAL PORTFOLIO

TN & KY

Portfolio of 9 STNL Dollar Generals

\$10.2MM | CPG SOURCED THE SELLER



ODENTON MEDICAL CENTER

ODENTON, MD

Existing 33,000 SF mixed-use medical building

\$6.2MM | CPG SOURCED BUYER
OFF-MARKET

FRITO LAY DISTRIBUTION

MD & VA LOCATIONS

7-Unity Frito Lay distribution facility portfolio in Virginia & Maryland

\$23MM | CPG SOURCED BUYER
OFF-MARKET



4405 EAST WEST HWY

BETHESDA, MD

Existing 66,000 SF office building to be redeveloped in to 350,000 SF mixed use project

\$21.5MM | CPG EXCLUSIVELY REPRESENTED
THE SELLER - 15 OFFERS



THE BOTANIST

FAIRFAX, VA

270 Unit Multifamily Apartments & 50-2 over 2 Unit Development with Surface Parking Lot

\$10.4MM | CPG SOURCED THE BUYER OFF-MARKET

ONE CALVERT PLACE

BALTIMORE, MD

Existing 169,098 SF office building purchased for a conversion to multifamily apartments

\$11.1MM | CPG SOURCED BUYER OFF-MARKET

CRESTWOOD SQUARE

FREDERICK, MD

Conceptually planned for 330 multifamily units & 80 townhomes

\$10.2MM | CPG EXCLUSIVELY REPRESENTED THE SELLER - 9 OFFERS

MAGNOLIA HAUS AT TUSCARORA CREEK

FREDERICK, MD

189 unit multifamily land bay in 900+ unit PUD

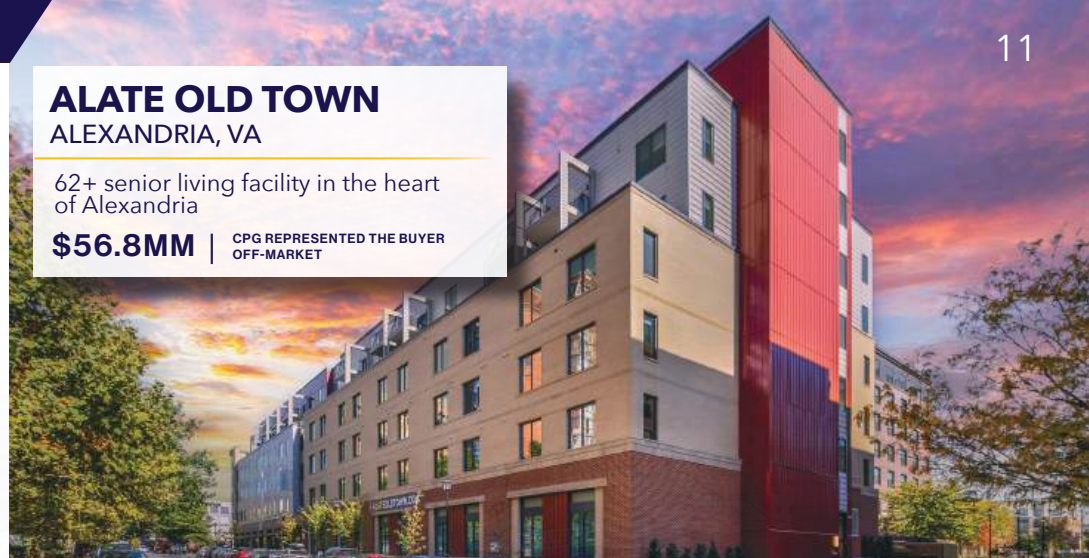
\$6.05MM | CPG EXCLUSIVELY REPRESENTED THE SELLER - 9 OFFERS

4405 EAST WEST HWY

BETHESDA, MD

Existing 66,000 SF office to be redeveloped into multifamily with ground floor retail

UNDER CONTRACT | CPG EXCLUSIVELY REPRESENTS THE SELLER

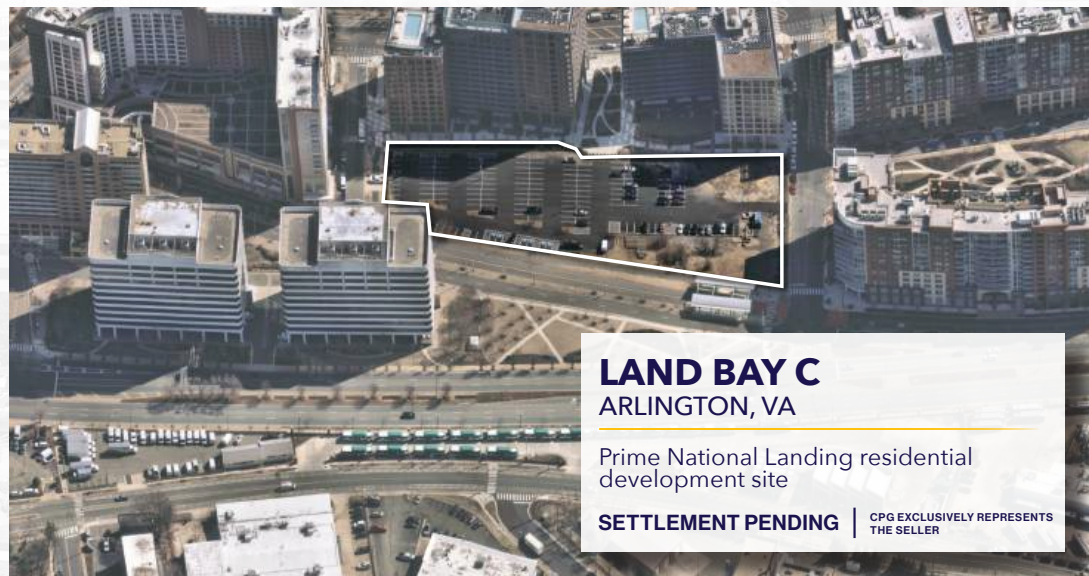


ALATE OLD TOWN

ALEXANDRIA, VA

62+ senior living facility in the heart of Alexandria

\$56.8MM | CPG REPRESENTED THE BUYER OFF-MARKET



LAND BAY C

ARLINGTON, VA

Prime National Landing residential development site

SETTLEMENT PENDING | CPG EXCLUSIVELY REPRESENTS THE SELLER



WASHINGTON SQUARE

ROCKVILLE, MD

Existing 25,296 SF office on 2.17 acres to be redeveloped into 48 stacked townhomes

\$8.23MM | CPG EXCLUSIVELY REPRESENTED THE SELLER



TIDES AT RIVER MARSH

CAMBRIDGE, MD

309 fully approved lots surrounding the Cambridge Hyatt & Golf Course including single family detached townhomes & villas

\$5.5MM | CPG EXCLUSIVELY REPRESENTED THE SELLER - 5 OFFERS



OAKTON VIEW

OAKTON, VA

30 lot single family home development

\$5MM | CPG EXCLUSIVELY REPRESENTED THE SELLER - 8 OFFERS



FRALEY FARM

DERWOOD, MD

67 executive lot community in Montgomery County, MD

PENDING | CPG EXCLUSIVELY REPRESENTED THE SELLER - 15 OFFERS



KELLERTON

FREDERICK, MD

305 remaining lots in 750 unit master planned community

PENDING | CPG EXCLUSIVELY REPRESENTED THE SELLER - 9 OFFERS (1ST PHASE CLOSED)

HUNTERS BRANCH PHASE II

FAIRFAX, VA

Development of 76 two-over-two stacked townhomes

\$17MM | CPG EXCLUSIVELY REPRESENTED THE SELLER



GAVER MEADOWS

HAGERSTOWN, MD

162 single family lots in Funkstown, MD on 67 acres

\$10.7MM | CPG EXCLUSIVELY REPRESENTED THE SELLER



COLUMBIA GAS OF VA

VINT HILL, VA

21,255 SF of Industrial Leased to Columbia Gas of Virginia

\$5.8MM | CPG SOURCED BUYER OFF-MARKET



HAMPTON PARK WAREHOUSE

CAPITOL HEIGHTS, MD

24,500 of industrial partially leased with buyer to occupy vacancy

\$4.12MM | CPG SOURCED BUYER OFF-MARKET



TWINBROOK METRO FLEX

ROCKVILLE, MD

40,000 SF of industrial delivered vacant

\$4MM | CPG SOURCED BUYER OFF-MARKET



WOODYARD INDUSTRIAL PARK

CLINTON, MD

Planned 175,000 SF class A warehouse development with outdoor storage

\$4MM | CPG EXCLUSIVELY REPRESENTED THE SELLER - 7 OFFERS

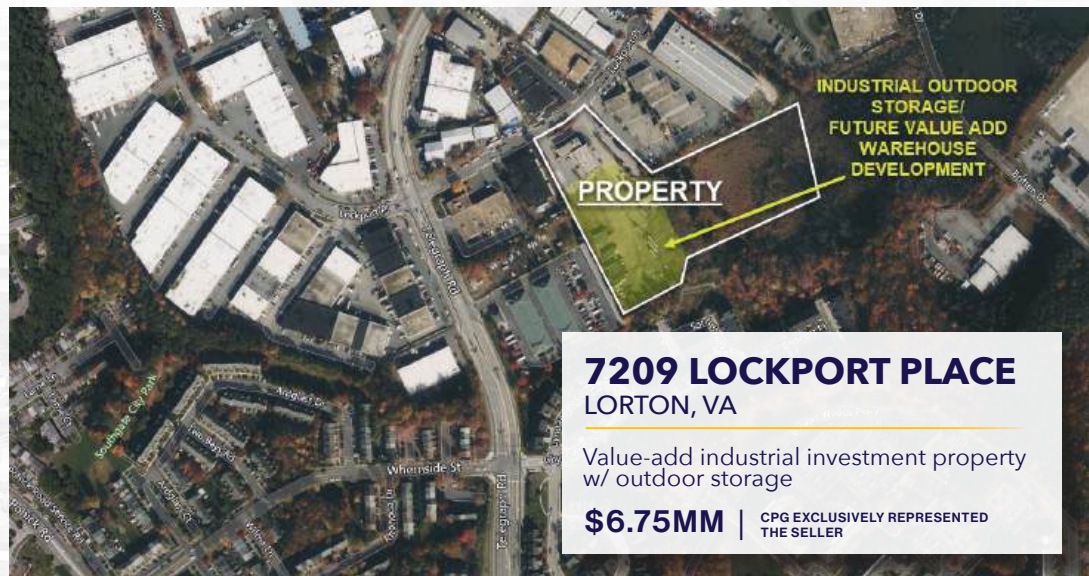


CONNER COMMERCE CENTER

MANASSASS PARK, VA

70,590 SF of industrial with development potential

\$12.5MM | CPG EXCLUSIVELY REPRESENTED THE SELLER



PROPERTY

INDUSTRIAL OUTDOOR STORAGE / FUTURE VALUE ADD WAREHOUSE DEVELOPMENT

7209 LOCKPORT PLACE

LORTON, VA

Value-add industrial investment property w/ outdoor storage

\$6.75MM | CPG EXCLUSIVELY REPRESENTED THE SELLER



600 E STREET NW

WASHINGTON, D.C.

Office Repositioning Opportunity for
Up to 380k SF

SIGNED LOI | CPG EXCLUSIVELY REPRESENTS
THE SELLER



FORBES TECH CENTER

LANHAM, MD

Existing 61,000 SF office on 3.85 Acres

\$5.62MM | CPG SOURCED BUYER
OFF-MARKET



PARKLAWN PLAZA

ROCKVILLE, MD

Existing 44,030 SF office on 1.75 acres to
be redeveloped

\$4.55MM | CPG EXCLUSIVELY REPRESENTED
THE BUYER



8618 WESTWOOD CENTER DR

VIENNA, VA

Existing 110,556 SF office on 5.01 acres to
be redeveloped

UNDER CONTRACT | CPG EXCLUSIVELY REPRESENTS
THE SELLER



30 W GUDE RD

ROCKVILLE, MD

Existing 128,440 SF office building on 7.2
Acres, zoned MXE

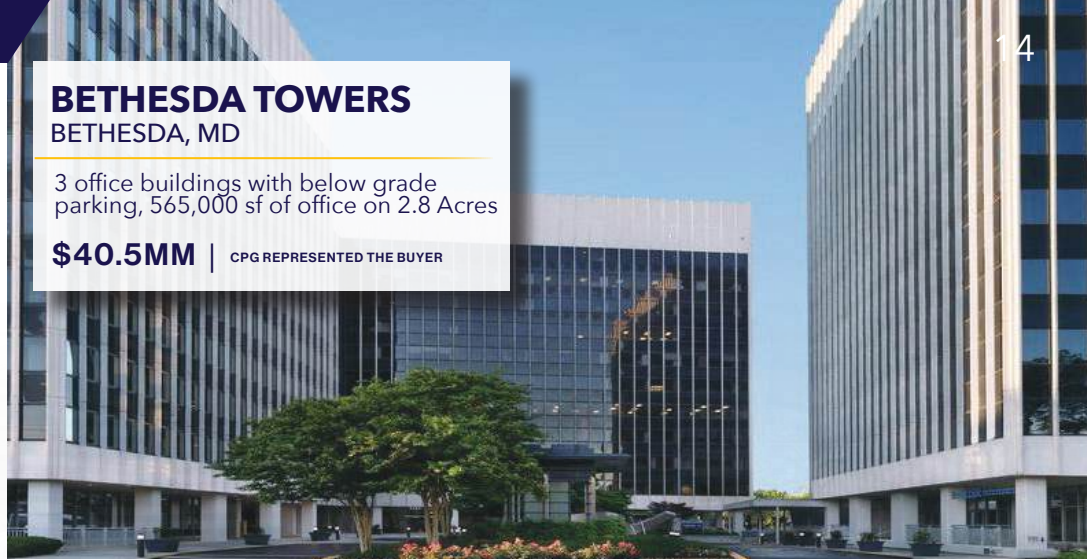
FOR SALE | CPG EXCLUSIVELY REPRESENTS
THE SELLER

BETHESDA TOWERS

BETHESDA, MD

3 office buildings with below grade
parking, 565,000 sf of office on 2.8 Acres

\$40.5MM | CPG REPRESENTED THE BUYER



HUNTERS BRANCH

FAIRFAX, VA

Office campus to be redeveloped into
472-unit apartment building and 76
two-over-two stacked townhomes

\$28.9MM | CPG REPRESENTED THE BUYER
OFF-MARKET



CPG | RELATIONSHIP DRIVEN REAL ESTATE

MYCHAEL COHN

Founder & CEO
301-523-7191
mcohn@cohnpropertygroup.com

JOSH SIMON

Principal
301-461-8699
jsimon@cohnpropertygroup.com

AARON LEBOVITZ

Senior Vice President
703-576-7806
alebovitz@cohnpropertygroup.com

ANDREW BROWN

Senior Vice President
301-524-9362
abrown@cohnpropertygroup.com

SAM GORDON

Director
301-651-3589
sgordon@cohnpropertygroup.com

MAGGIE MORRIS

Director of Marketing
703-627-8693
mmorris@cohnpropertygroup.com



📍 7272 Wisconsin Avenue, 10th Floor, Bethesda, MD 20814

☎ (301) 945 0154

🌐 cohnpropertygroup.com