



CoStar Tenant[®] **Sample Reports**

With CoStar Tenant you get verified profiles of commercial tenants across top U.S. markets and critical pieces of information, including: lease expiration dates, business type, neighboring tenants, employee size, contact names and growth rates.

Tracking and communicating this tenant information is made easy with numerous presentation quality reports. This sampling will give you a better idea of the content, style and customization that the reports offer:

- Fact Sheet
- Move Lead
- Submarket Quick Stats
- Call Tracker

Schedule a demo to see how Tenant can give you the inside track on anticipating and targeting tenant activity.

888-226-8153
Sales@CoStar.com

American Cancer Society

www.cancer.org

901 E St NW
Suite 500
Washington, DC 20004-2013



Phone: (202) 661-5700
Fax: (202) 661-5750

Tenant Profile

Space Use: **Office** Floor(s): **5**
 Employees at Loc: **60** SF/Employee at Loc: **437**
 Year Loc Established: **1946** Time at Location: **5 Years, 10 Months**
 Industry: **Personal Services/Commercial Lease Co**
 SIC Code/Desc: **8621 - Professional Organizations**
 HQ/Branch: **Branch that is Stable serving National customers**

Number of Locations: **4** Employees (Grand Total): **85**
 Year Established: **1946** SF Occupied (Grand Total): **75,679 SF**
 Future Co. Growth: **Stable** Territory: **National**
 Organization Type: **-**

Research Updated: **10/12/2005** First Verified: **7/22/2003**

Contact	Title	Phone
Dan Smith dan.smith@cancer.org	National Vice President Best Leasing Contact, Decision Maker	(202) 661-5700
Barbara Carazzo barbara.carazzo@cancer.org	Office Manager Decision Influencer	(202) 661-5700

Tenant Notes: Government Relations Office.7/04

Lease Information

SF Occupied: **26,258 SF** Est Paid Rent/SF: **\$43.50**
 Occupancy Status: **Leased** Est Asking Rent/SF/yr: **-**
 Lease Expiration: **09/30/2008** Estimated Spread/SF: **-**
 Lease Began: **10/01/2001** Spread Ratio: **-**
 Time Remaining: **1 Year, 1 Month** Estimated Spread/yr: **-**

Building Information

Bldg Type: **Office** Bldg Status: **Built Oct 1989**
 Class: **A** % Leased: **14.7%**
 Rent/SF/yr: **-** Total Avail: **232,651 SF**
 RBA: **249,000 SF** Bldg Vacant: **212,502 SF**
 Stories: **10** Typical Floor Size: **23,000 SF**
 Owner Type: **-** Land Area: **0.66 AC**
 Tenancy: **Multiple Tenant** Zoning: **DDC4, Washington DC**
 Core Factor: **0%** Owner Occupied: **No**

Floor	SF Avail	Floor Contig	Bldg Contig	Rent/SF/yr + Svs	Occupancy	Term	Type
E LL	20,149	20,149	20,149	Negotiable	10/2007	5-10 yrs	Direct
P GRND	1,800-19,741	19,741	19,741	Negotiable	Vacant	Negotiable	Direct
E 2nd	24,553	24,553	77,822	Negotiable	Vacant	5-10 yrs	Direct
E 3rd	26,567	26,567	77,822	Negotiable	Vacant	5-10 yrs	Direct
E 4th	26,702	26,702	77,822	Negotiable	Vacant	5-10 yrs	Direct
E 6th	25,332	25,332	114,939	Negotiable	Vacant	5-10 yrs	Direct
E 7th	25,013	25,013	114,939	Negotiable	Vacant	5-10 yrs	Direct
E 8th	22,578	22,578	114,939	Negotiable	Vacant	5-10 yrs	Direct
E 9th	22,844	22,844	114,939	Negotiable	Vacant	5-10 yrs	Direct
P 10th	19,172	19,172	114,939	Negotiable	Vacant	5-10 yrs	Direct



1130 Connecticut Ave NW

Washington, DC 20036

Bldg Status: Built 1986
 Bldg Type: Office
 Class: A

RBA: 218,571 SF
 Stories: 12
 Typical Floor Size: 18,500 SF

% Leased: 96.2%
 Total Avail: 64,394 SF
 Rent/SF/yr: \$42.09



Tenant	Industry	# Emp.	SF Occupied	Floor(s)	Move Date	Expiration Date
American Insurance Association	Personal Services	100	44,693	8-10	12/31/2008	
James F Mcconnell	Law Firms	5	13,551	3	02/16/2005	02/28/2010
Dezenhall Resources	Business Services	20	10,199	6	07/31/2003	08/11/2012
Joseph R. Loring & Associates, Inc.	Engineers/Architects	27	8,809	7	02/01/1994	02/01/2014
Starpower Communication, LLC	Communications	15	8,501	4	03/01/2001	
Crown Consulting			8,331	8	12/31/2008	11/05/2011
Kimball Office	Manufacturing	8	7,892	11	05/01/2003	04/30/2008
The Abigail Adams National Bancorp	Financial Institutions	50	7,635	2	11/02/2002	12/31/2012
Gavisund	Personal Services	16	7,270	11	12/01/2003	11/30/2008
HSBC Bank	Financial Institutions		7,032	12	09/30/2006	10/01/2007
RCN Corporation	Communications		6,192	GRND	06/01/2002	06/01/2012
The Boston Globe	Communications	18	5,939	5	09/30/1993	
Schering-Plough Healthcare	Manufacturing	6	4,480	5	11/05/1998	11/30/2008
Manpower International	Business Services	12	4,037	5		09/30/2009
Graham Staffing Services, Inc.	Business Services	13	3,991	6	04/01/2000	
TDI			3,887	4	01/29/2007	01/29/2012
Panasonic Corp.	Retailers/Wholesalers	10	3,863	11	03/01/2004	03/31/2009
Brandywine Realty Trust	Real Estate	6	2,109	3	12/31/2005	
SPS			1,895	4	09/29/2006	09/29/2011
1001 Restaurant Corp	Retailers/Wholesalers	4				
International Strategy and Investment	Financial Institutions					
Future: Ferguson Group			16,332	3,4	10/01/2007	10/01/2012
Future: Smith, Gambrell & Russel, LLP			6,852	11	09/01/2007	11/01/2013
Future: NAI			4,037	5	09/01/2007	09/01/2012
Future: Simeone & Miller			3,154	3	11/01/2007	11/01/2012
Future: Lenscrafters			3,100	1	10/01/2008	07/15/2017

Total Number of Tenants for 1130 Connecticut Ave NW: 26

Samra University

www.samra.com

Industry: Personal Services/Commercial Lease Co
 SIC Code/Desc: 8299 - Schools & Educ Services
 HQ/Branch: Main HQ is a Corp/LLC that is Stable serving National customers
 Research Updated: 05/11/2007

Tenant is relocating into 26,000 SF at 1730 W Olympic Blvd, Los Angeles, CA on 10/01/07

Current Address

South Robertson Bldg
 3000 S Robertson Blvd
 Suite 400
 Los Angeles, CA 90034-3158
 (310) 202-6444



Future Address

City National Bank
 1730 W Olympic Blvd
 Los Angeles, CA 90015-1008



Occ. Status: Leased
 Lease Began: 09/20/1997
 Lease Expires: -
 Employees at Loc: 20
 Floor(s): 4
 Space Use: Office
 SF Occupied: 13,292 SF
 SF/Employee: 664 SF

Move Date: 10/01/2007
 Lease Begins: 10/01/2007
 Lease Expires: 10/01/2017
 Sign Date: 05/02/2007
 Floor(s): 3,4
 Space Use: Office
 SF Leased: 26,000 SF
 SF/Employee: 1,300 SF

Contact	Title	Phone
Hyung Park hyung@samra.edu 3000 S Roberston Blvd, Los Angeles, CA, 90034	President Best Leasing Contact, Decision Maker	(310) 202-6444
Johng Ahn jahn@samra.edu 3000 S Roberston Blvd, Los Angeles, CA, 90034	Chief Executive Officer Decision Influencer	(310) 202-6444

Sales Tracking

SALESPERSON: _____	1ST CALL: _____	MEETING: _____
DATE: _____	2ND CALL: _____	POTENTIAL CLOSE DATE: _____
POTENTIAL SALES: _____	3RD CALL: _____	ACTUAL SALES: _____

Psomas
www.psomas.com

Industry: Engineers/Architects
 SIC Code/Desc: 8711 - Engineering Services
 HQ/Branch: Branch is a Corp/LLC that is Growing Rapidly serving National customers
 Research Updated: 05/14/2007

Tenant is relocating into 15,312 SF at 28480 Avenue Stanford, Valencia, CA on 10/01/07

Current Address	Future Address
<p>Valencia Corporate Center Valencia Corporate Center 28470 Avenue Stanford Suite 200 Valencia, CA 91355-1460 (661) 219-6000</p> 	<p>Valencia Corporate Center Valencia Corporate Center 28480 Avenue Stanford Valencia, CA 91355-1121</p> 
<p>Occ. Status: Leased Lease Began: 11/06/2001 Lease Expires: - Employees at Loc: 40 Floor(s): 3</p> <p>Space Use: Office SF Occupied: 10,740 SF SF/Employee: 268 SF</p>	<p>Move Date: 10/01/2007 Lease Begins: 10/01/2007 Lease Expires: 10/01/2014 Sign Date: 07/03/2007 Floor(s): 2</p> <p>Space Use: Office SF Leased: 15,312 SF SF/Employee: 382 SF</p>

Contact	Title	Phone
<p>Matthew Rowe mrowe@psomas.com 28470 Avenue Stanford, Valencia, CA, 91355</p>	<p>Vice President Best Leasing Contact, Decision Maker</p>	<p>(661) 219-6000</p>
<p>Theo Smith tsmith@psomas.com 11444 W Olympic Blvd, Los Angeles, CA, 90064</p>	<p>Facilities Manager Decision Influencer</p>	<p>(310) 954-3700</p>

Sales Tracking

SALESPERSON: _____	1ST CALL: _____	MEETING: _____
DATE: _____	2ND CALL: _____	POTENTIAL CLOSE DATE: _____
POTENTIAL SALES: _____	3RD CALL: _____	ACTUAL SALES: _____

Legend Mortgage Corporation

www.legendmortgagela.com

Industry: Financial Institutions
 SIC Code/Desc: 6162 - Mortgage Bankers
 HQ/Branch: -
 Research Updated: 05/22/2007

Tenant is relocating into 5,668 SF at 6380 Wilshire Blvd, Los Angeles, CA on 09/29/07

Current Address	Future Address
<p>Goldfield Galleries 8380 Melrose Ave Suite 1106 Los Angeles, CA 90069-5422 (800) 806-5363</p>	<p>The Plaza 6380 Wilshire Blvd Los Angeles, CA 90048-5003</p>
	
<p>Occ. Status: Leased Lease Began: - Lease Expires: - Employees at Loc: 5 Floor(s): -</p> <p>Space Use: - SF Occupied: 2,600 SF SF/Employee: 520 SF</p>	<p>Move Date: 09/29/2007 Lease Begins: 09/29/2007 Lease Expires: 09/29/2012 Sign Date: 07/31/2007 Floor(s): 11</p> <p>Space Use: Office SF Leased: 5,668 SF SF/Employee: 1,133 SF</p>

Contact	Title	Phone
Mitchell Ohlbaum 8380 Melrose Ave, Los Angeles, CA, 90069	President Best Leasing Contact, Decision Maker	(323) 966-2669

Sales Tracking

SALESPERSON: _____	1ST CALL: _____	MEETING: _____
DATE: _____	2ND CALL: _____	POTENTIAL CLOSE DATE: _____
POTENTIAL SALES: _____	3RD CALL: _____	ACTUAL SALES: _____

Submarket Quick Stats Report

Number of Tenants: 1740

Total SF Occupied: 31,036,716 SF

	Minimum	Average	Maximum
Tenant's Lease			
Number of SF Occupied:	3,000 SF	17,837 SF	710,000 SF
Time at Location	less than a month	6 years, 8 months	99 years, 7 months
Time Remaining:	less than a month	3 years, 6 months	17 years, 7 months
Location Buildings			
RBA	3,244 SF	185,720 SF	708,753 SF
Percent Occupied	0.0%	96.8%	100.0%

Statistics Result by Industry Type			Tenants by Industry																												
Industry Type	Number	Percentage																													
Unknown	324	18.6%	<table border="1"> <caption>Tenants by Industry</caption> <thead> <tr> <th>Industry Type</th> <th>Percentage</th> </tr> </thead> <tbody> <tr><td>Personal Services</td><td>27.9%</td></tr> <tr><td>Unknown</td><td>18.6%</td></tr> <tr><td>Law Firms</td><td>13.2%</td></tr> <tr><td>Business Services</td><td>10.1%</td></tr> <tr><td>Financial Institutions</td><td>5.9%</td></tr> <tr><td>Government</td><td>4.3%</td></tr> <tr><td>Retailers/Wholesalers</td><td>4.0%</td></tr> <tr><td>Medical</td><td>2.8%</td></tr> <tr><td>Manufacturing</td><td>2.4%</td></tr> <tr><td>Real Estate</td><td>2.4%</td></tr> <tr><td>Engineers/Architects</td><td>2.3%</td></tr> <tr><td>Communications</td><td>1.7%</td></tr> <tr><td>All Others</td><td>4.4%</td></tr> </tbody> </table>	Industry Type	Percentage	Personal Services	27.9%	Unknown	18.6%	Law Firms	13.2%	Business Services	10.1%	Financial Institutions	5.9%	Government	4.3%	Retailers/Wholesalers	4.0%	Medical	2.8%	Manufacturing	2.4%	Real Estate	2.4%	Engineers/Architects	2.3%	Communications	1.7%	All Others	4.4%
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All Others	4.4%																														
Business Services	176	10.1%																													
Communications	30	1.7%																													
Engineers/Architects	40	2.3%																													
Financial Institutions	102	5.9%																													
Government	74	4.3%																													
Law Firms	230	13.2%																													
Manufacturing	42	2.4%																													
Medical	49	2.8%																													
Personal Services	486	27.9%																													
Real Estate	41	2.4%																													
Retailers/Wholesalers	69	4.0%																													
All Others	77	4.4%																													

Occupancy Status	Tenants by Lease Expiration (next 5 years)														
<p> ■ Unknown ■ Leased ■ Owned ■ Subleased </p>	<table border="1"> <caption>Tenants by Lease Expiration (next 5 years)</caption> <thead> <tr> <th>Year</th> <th>Percentage</th> </tr> </thead> <tbody> <tr><td>2012</td><td>17.2%</td></tr> <tr><td>2011</td><td>15.5%</td></tr> <tr><td>2010</td><td>21.3%</td></tr> <tr><td>2009</td><td>19.4%</td></tr> <tr><td>2008</td><td>21.9%</td></tr> <tr><td>2007</td><td>4.7%</td></tr> </tbody> </table>	Year	Percentage	2012	17.2%	2011	15.5%	2010	21.3%	2009	19.4%	2008	21.9%	2007	4.7%
Year	Percentage														
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2011	15.5%														
2010	21.3%														
2009	19.4%														
2008	21.9%														
2007	4.7%														
*based on number of space transactions	*based on the soonest future lease expiration date for each tenant														

Customer	Location Address	Call Date	Follow up Action	Comments
ACA Capital Holdings, Inc. _____ Alan S. Roseman (212) 375-2000 Chief Executive Officer msatz@aca.com _____ Marylynn Campbell Managing Director mcampbell@aca.com _____ Edward Gilpin Chief Financial Officer mcampbell@aca.com	Marine Midland Bank Bldg 140 Broadway New York, NY 10005 Phone: (212) 375-2000 Fax: (212) 375-2100 Lease Expires: 08/31/2010 Add Lease Exp: 12/01/2010 SF Occupied: 51,061 SF			My Notes:
AmeriChoice _____ Thelma Duggin (212) 509-5999 President tduggin@americhoice.com _____ Sam Srivastava (212) 509-5999 General Manager ssvivastava@americhoice.com	7 Hanover Sq New York, NY 10004 Phone: (212) 509-5999 Fax: (212) 509-1929 Lease Expires: 03/31/2014 SF Occupied: 55,960 SF			My Notes:
Fitch, Inc. _____ Stephen W. Joynt (212) 908-0500 President & Chief Executive Officer stephen.joynt@fitchratings.com _____ Richard Borges stephen.joynt@fitchratings.com	1 State Street Plz, 33rd F New York, NY 10004 Phone: (212) 908-0500 Fax: (212) 480-4435 Lease Expires: - SF Occupied: 54,935 SF			My Notes:
Lester Schwab Katz & Dwyer, LLP. _____ Harold L. Schwab (212) 341-4234 Senior Partner hschwab@lskdnylaw.com _____ Donna Saccone ((21) 2) -964- Facilities Manager dsaccone@lskdnylaw.com	Equitable Bldg 120 Broadway New York, NY 10271 Phone: (212) 964-6611 Fax: (212) 267-5916 Lease Expires: 06/01/2010 SF Occupied: 58,043 SF			My Notes:



Customer	Location Address	Call Date	Follow up Action	Comments
<p>Mitchell & Titus, LLP</p> <p>____ Bert N. Mitchell (212) 709-4500 Chairman & Chief Executive Officer bert.mitchell@mitchelltitus.com</p> <p>____ Anthony S. Kendall (212) 709-4500 Managing Partner anthony.kendall@mitchelltitus.com</p>	<p>1 Battery Park Plz New York, NY 10004</p> <p>Phone: (212) 709-4500 Fax: (212) 709-4680</p> <p>Lease Expires: 01/01/2014 SF Occupied: 51,020 SF</p>			My Notes:
<p>Nyfix, Inc.</p> <p>____ P. Howard Edelstein Chief Executive Officer</p> <p>____ Judy Rouse Facilities Manager jrouse@javtech.com</p> <p>____ Steven R. Vigliotti Chief Financial Officer jrouse@javtech.com</p>	<p>100 Wall St New York, NY 10005</p> <p>Phone: (646) 525-3000 Fax: (212) 809-1013</p> <p>Lease Expires: 06/30/2014 SF Occupied: 52,153 SF</p>			My Notes:
<p>The Topps Company, Inc.</p> <p>____ Arthur T. Shorin (212) 376-0300 Chairman & Chief Executive Officer ashorin@topps.com</p> <p>____ Catherine K. Jessup (212) 376-0300 Chief Financial Officer cjessup@topps.com</p>	<p>Topps Company Bldg 1 Whitehall St New York, NY 10004</p> <p>Phone: (212) 376-0300 Fax: (212) 376-0573</p> <p>Lease Expires: 06/30/2009 SF Occupied: 60,000 SF</p>			My Notes:

