



COMPANY OVERVIEW

Since 1967, we have remained true to our mission: creating homes for businesses. Unwavering in our approach, Merritt Properties has grown to become one of the region's leading commercial real estate development companies. With nearly 16 million square feet throughout Maryland and Northern Virginia, we offer the area's largest privately held portfolio of office, flex, warehouse and retail space.

Our Philosophy

We believe if you do the right thing, your business will prosper. Leroy Merritt, who founded our company more than 50 years ago, often completed deals on a handshake and that level of trust and respect continues at our company today.

We build for the long-term and we manage all of our own properties. Therefore, we've always valued lasting relationships over short-term gain – committed to honest and fair business dealings that grow our customer relationships into long-term partnerships.

Our Capabilities

As a fully integrated developer, our in-house capabilities are expansive. They include land entitlement and rezoning, site development, new construction, redevelopment, interior build-outs, leasing, property maintenance, interior design, financing, accounting, marketing and LEED/green building method and evaluation.

Over the past 50 years, we have also remained true to our conservative financial approach, which has allowed us to weather periods of economic turbulence and emerge each time a stronger, smarter company. This means you'll benefit from our expertise built on five decades of strategically developing, positioning and repositioning land in the Baltimore/Washington region.

Merritt's Competitive Advantage

- » Nearly 16 million square feet of commercial real estate developments, strategically located near major transportation arteries and key demand drivers.
- » 50 year history of long-term development
- » More than \$1.8 billion in real estate investments.¹
- » 94% occupancy rate.²
- » 190 employee owners dedicated to more than 1,200 customers.
- » Credentialed personnel to navigate complex requirements for security-related customers and green building initiatives.
- » In-house property maintenance, HVAC, interior design and customer service.
- » Affiliated construction division, Merritt Construction Services, provides general contracting and construction management for Merritt's portfolio, as well as third-party clients.
- » Conservative financial approach with long-standing banking and investor partnerships.

¹ Current value as of 6/2/2017.

² Current occupancy as of 6/2/2017.

merrittproperties.com

Corporate Office: 410.298.2600

Virginia Office: 703.858.2725

Creating Homes for Businesses Since 1967®

OUR PORTFOLIO

Maryland

Located in the Mid-Atlantic region within the Baltimore-Washington corridor, Merritt's developments are strategically aligned with the Port of Baltimore, BWI/Thurgood Marshall Airport, major highway systems and government agencies.

Product Type/ Life Cycle	Total GLA
Light Industrial	6,519,487
Bulk	3,505,547
Flex	911,521
Office	2,988,015
Retail	169,428

Virginia

Merritt's Northern Virginia portfolio is located in Loudoun County, the world's top data center colocation market with close proximity to mission-critical government agencies and Washington Dulles International Airport, a highly educated workforce and an affluent consumer base.

Product Type/ Life Cycle	Total GLA
Light Industrial	108,800
Bulk	289,584
Flex	147,430
Office	771,145
Under Construction	278,650

