

Howard/Arundel REPORT

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In Brief...

.....A California buyer helped itself to a true Big Gulp a month ago, as it bought the 7-11 in Odenton.

1101 Annapolis LLC paid \$1.57 million for the store at 1101 Annapolis Road, in one of those triple net deals so popular right now. A partnership headed by Stuart Title sold the store.

.....A pair of sizable properties in Howard won Prelim/Sketch approval in the last weeks. Deer Springs and the Mason Property, both managed by Land Design & Development, cleared that hurdle and head forward.

Deer Springs is a mix of 129 singles and towns in Laurel, while Mason is 93 lots on Old Annapolis Road in Columbia. LD&D has lined up Beazer Homes for a first phase of lots at Mason.

.....COPT CEO Roger A. Waesche says leasing trends point to more bullish behavior on the part of its tenants. Leasing in its construction pipeline has grown from 62 to 74 percent in the second quarter. Waesche said the firm has seen four quarters of 'better than expected demand,' suggesting its customers are 'regaining the confidence to make longer-term space commitments.'

'Two Rivers' Ready to Flow *Bond Proceeds Spur Land Development*

A major new community on its way in Gambrills will test the market for active adult buyers.

Though reclamation work has already started, off-site infrastructure and on-site lot development at 'The Preserve at Two Rivers, located on Conway Road west of Route 3 is now beginning. Classic Communities controls 1,545 of the 2,060 lots, and Koch Associates has the other 515

While the two both have positions in the project, they are operating independently on their own lots. For its part, Bethesda-based Classic is finalizing negotiations with a yet-undisclosed national builder. With site work underway, the two could begin home sales in either late 2013 or early 2014. Koch officials haven't disclosed their plans.

Two Rivers is one of the few new projects in Anne Arundel to actively pursue seniors. It will do it in part with a range of amenities that Classic officials say they are still finalizing. Ironically, Anne Arundel has been shedding age-restricted lots over the past several years, as changes in school capacity have allowed developers to switch to market housing.

Though far more limited in number, senior communities around the area seem to be enjoying some of the overall market uptick. Senior housing has historically rebounded well, in part because seniors have usually paid down their existing mortgages, and can participate in a market's return. But Two Rivers will be one of the largest planned communities to test that theory after the last recession.

During the planning stages, Classic and Koch won approval of a taxing district that will pay for some of the public infrastructure improvements. The first bond issue of that district has now been issued, providing a flow of development dollars.

Office Lease Follows Land Deal in Curtis Bay

A Curtis Bay property changed hands, sending the former tenant to another location in Glen Burnie. It was S&K Charter LLC that paid \$1.5 million for 4.61 acres of heavy industrial. Key to the sale for the purchasers was the W-3 zoning that allows outside storage of equipment and vehicles. The owners are now looking to fill the 5,472 square feet of office, plus a shop and on-site Quonset hut.

Jos. B. Fay Construction, meanwhile, exited the property and signed a lease for 6,600 square feet at 6711 Baymeadow Road, Glen Burnie. In leaving Curtis Bay, Fay split its operations and also signed up for a shop building and four acres in Baltimore City.

Alan Orman and Bob Oare of Cassidy Turley brokered the deal.

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