



LAND & COMMERCIAL, INC.

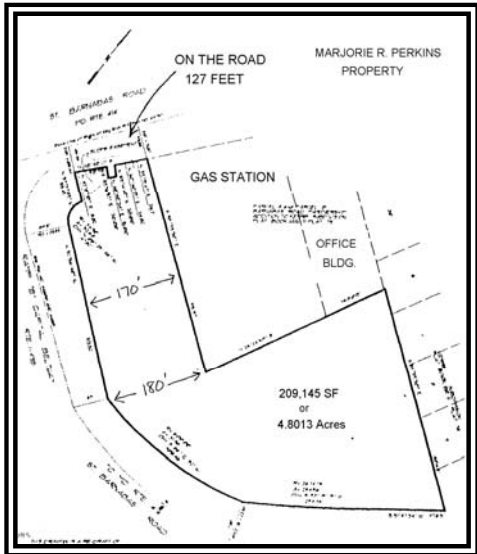
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More than 30 Years of Experience

Leo Bruso, SIOR

Commercial Real Estate Digest

Fall 2003

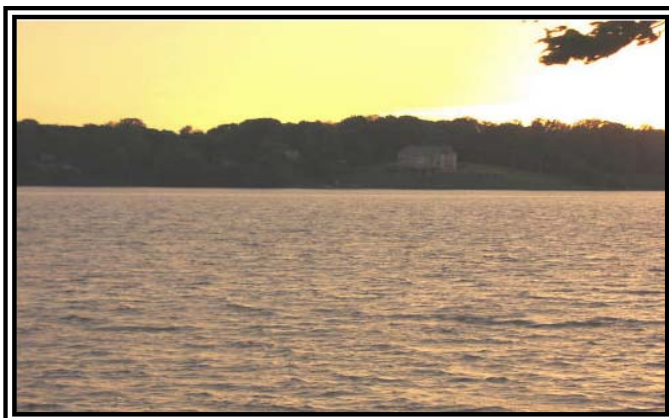
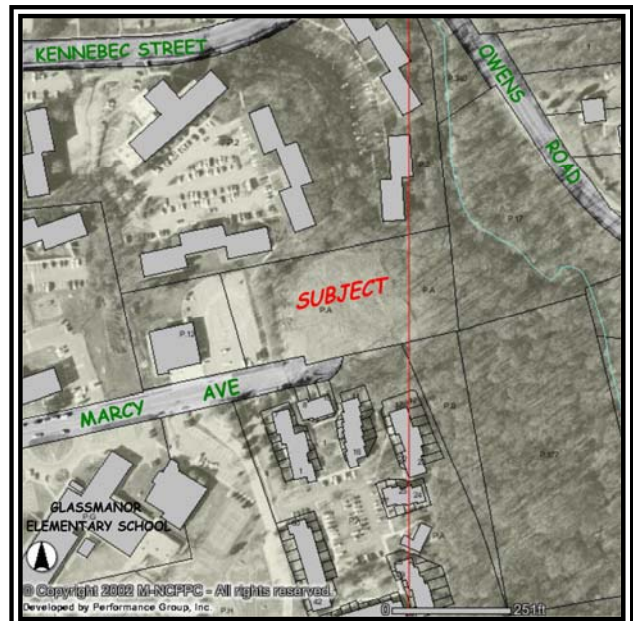


COMMERCIAL

5711 St. Barnabas Road, Oxon Hill - Capital Beltway Interstate 495/95, Interchange Exit 4B. Approximately 4.8 acres of land zoned CM – Commercial Miscellaneous, allowing for all vehicle uses, motels, offices, restaurants, etc. You'll have access from St. Barnabas Road and Beltway visibility with an Average Daily Traffic Count of 143,212 (2002). The property will be graded and storm drainage installed through the site. Water, sewer, electric and gas are available at the site. The site is next to Exxon Tiger Mart/Car Wash. Also Ten acre auto site.

MULTI-FAMILY SITE FOR SALE

1150 Marcy Avenue, Oxon Hill, Brighton Hill Condominiums, Approved to be 24 units. 6 ADA units, multi level with no elevator requirement. Property is approximately 1.98 acres located on the north side of Marcy Avenue, northeast of the intersection of MD 210 and I-95. Asking price is \$375,000. This site has been permitted, cleared, graded with storm drainage system installed. Owner has moved. We have other sites for senior housing 400 units.

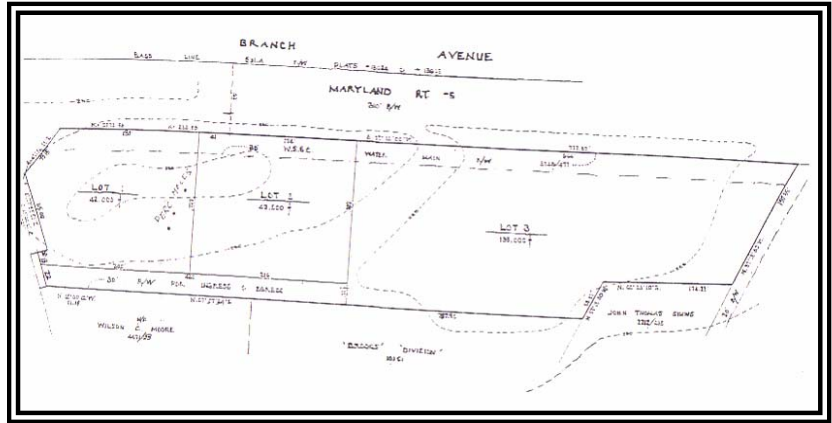


WATERFRONT PROPERTY

11207 Riverview Road, Fort Washington, Maryland. Enjoy the best view of Virginia with beautiful sunsets! This waterfront property is approximately 23.5 acres on Riverview Road, with approximately 595 feet on the Potomac River. This land is across from an exquisite new community of luxurious single family homes on Riverview Road. One of a Kind site.

LAND LEASE

Land is for lease at **7401 Moores Rd, Brandywine**, at the corner of Branch Avenue (**MD Rt.5**). With an Average Daily Traffic Count of 62,650 (2002) your business will have excellent visibility from Route 5, a major highway from Washington, DC to the Southern Maryland Counties. Lease price is \$7,500 per month, with the option to purchase the property in six years at a sales price of \$835,000. The lease includes an office building on public water. A second perked site is also on the property. Approximately 3+ out of 5 acres are cleared. This location is ideal for car sales, and other automotive uses.



6210 Allentown Rd., Camp Springs

Former Pyles Lumber Yard. Available for **lease only** on this 1.56 acre corner site located on Route 337 (Allentown Road) and Route 5 (Branch Avenue) and Old Branch Avenue. The site is nearly square. Owner prefers NNN ground lease at \$11,000 per month. The traffic count on Branch Avenue is 108,250 per day (2002 statistics).

SIOR SPRING PROFESSIONAL CONFERENCE

Our broker, Leo Bruso, SIOR (*The Society of Industrial and Office Realtors*) and his wife Faye, recently attended the 2003 SIOR Spring Conference at the Grand Wailea Resort, April 24-27 in Maui, Hawaii. More than 500 SIOR members and other industry professionals from around the world attended the event. The conference featured noteworthy educational, networking, and entertainment activities. The opening general session, "Lessons Learned from the Thrill of Victory and the Agony of Defeat" on Friday, April 25, featured Roy Firestone, award winning broadcaster, and host of ESPN's Up Close and Up Close Prime Time. Mr. Firestone's tribute to the American spirit, reflected in our passion for sports and country, captured the essence of patriotism, competition, and fair play, and provided an inspirational kickoff to the 2003 Spring Convention. Another general session, "You can Negotiate Anything," featured renowned author and speaker, Herb Cohen. Mr. Cohen shared some of his personal negotiation strategies gleaned from more than 30 years as a professional negotiator. Still another general session featured, Luis A. Belmonte, Executive Vice President of Development for AMB Property Corporation who discussed the short and long-term factors impacting the economy and the commercial brokerage sector. Hollywood special effects guru, Michael Weber discussed problem-solving techniques in the closing general session, "Creating Elegant Solutions to Your Toughest Problems." Weber's company, Deceptive Practices, creates physical (non-computer generated) special effects for movies and television. In between educational programs, attendees participated in a variety of special events that promoted networking. Mr. Bruso continually strives to keep abreast of changes in the commercial real estate market.



Leo with his wife, Faye, in Hawaii

A SAMPLING OF TRANSACTIONS

Commercial

8908 Woodyard Road, Clinton. 28 Acres from Parkwood Health Care Facilities to Next Realty Mid-Atlantic. Zoned CSC with 25 acres residential.

6310 Old Branch Avenue, Camp Springs. 23,087 square foot CM zoned parcel from Glen Pyles to USA Limousine Service. \$285,000.

14320 Old Marlboro Pike, Upper Marlboro. CO zoned office condo from Frank Haskell to John Principe.

9612 Marlboro Pike, Upper Marlboro. Office Condo in Melwood Townhouses from Raymond Brubeck to Abe Musa.

Industrial Lease

15863 Commerce Court, Upper Marlboro. Lease of Condo Unit to Centennial Contractors Enterprises, Inc. Landlord is Brian & Vanessa Comer.

Churches

3235 Swann Road, Suitland. 1.67 acres with 8,000 SF church. From Suitland Christian Church to Life Changing Faith Christian Church. \$420,000.

400 Patrician Lane, Largo. 2.9 acre church site zoned RR from L&C Inc. Alpha LP to Joseph Strawbridge.

Building Sites

Riverview Road, Fort Washington. 19 Lots sold from LBJ Properties to Mid-Atlantic Builders.

Lots are RE zoned and construction has begun on all of the lots, sales to \$900,000.

10000 Old Fort Road, Fort Washington.

6 acres zoned RE from Virgil Deal to L&C PSP.

4654 Pendall Drive, Fort Washington.

10 lots zoned RE from Benito Troiano to Raymond Procopio. \$225,000.

7220 Livingston Road, Fort Washington.

17 lots zoned RR from Driggs Corp. to CRET Construction, Inc. \$310,000.

Land

11425 Brandywine Road, Clinton.

68.6 acres zoned R80 from Jeffrey Buckler to Washington Management & Development Co., Inc. \$1,200,000.

6401 Accokeek Road, Brandywine. 5

acres zoned RR from Walter Meinhardt to Bardon, Inc.

5300 Floral Park Road, Brandywine.

283+ acres zoned RA from Walter Meinhardt (Floral Park LLC) to Meinhardt Partners. \$1,300,000.

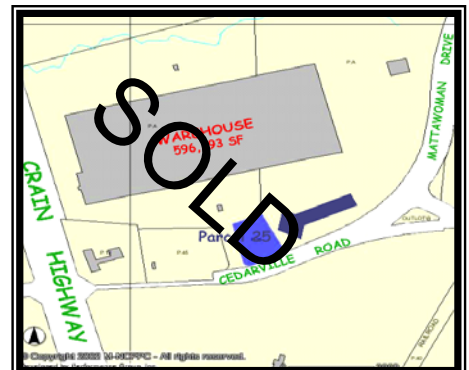
3210 Steed Road, Fort Washington.

118 acres zoned RE from BJ Sworbuck to Holly Ridge Development. \$1,221,000.

Over 43 properties sold or leased recently including many under contract totaling approx. 1,580 acres of Land sold, Building Sites, and Business Condominiums.

INDUSTRIAL LAND FOR SALE

7910 Cedarville Road, Brandywine. Approximately 1.06 acres are now available on Cedarville Road, just off Route 301 (Crain Highway) and Route 5 (Branch Avenue) in Brandywine. The site is level and fenced and is currently being used as a storage yard. Your building would be visible to 81,250 (2002 ADT) vehicles per day on Route 301/5. Zoning is I-1 (Light Industrial) which permits some retail uses. Larger sites, to over 100 acres available.



We need Residential Land to Sell !!

CALL 301-952-9705



PARK PLACE CONDOMINIUM

21 Industrial Parkway, Circle #201, Waldorf.

At the heart of St. Charles Business Park, this location offers high visibility with a high exposure from the Motor Vehicle Administration (MVA), which happens to be next door. In this business/office condo you will have approximately 1,150 square feet with multiple rooms. You will have a nice view from this clean, corner unit. Ample parking is available. It is only 30 minutes from downtown Washington, DC. For Sale. \$120,000. Visit our website to view various photos of the interior rooms.

WWW.LANDCOMMERCIAL.COM