

**Stephen D. Potts, Jr.**  
Senior Managing Director



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### Specialty

- Mid-market Investment Sales

### Select Clients

- Alexandria REIT
- Blackrock Realty
- Brookfield Properties
- Carr Properties
- First Potomac Realty
- Foulger Pratt Development
- Invesco Realty Advisors
- Meritage Properties
- RREEF Funds
- TA Associates
- The Artery Group
- The JBG Companies
- Washington REIT
- Zuckerman Gravely

### Professional Affiliations

- The Real Estate Group

### Career Summary

Mr. Potts, a Senior Managing Director in the Washington, D.C. office of HFF (Holliday Fenoglio Fowler, L.P.) joined the firm in 2007 and has over 20 years of commercial real estate experience. Mr. Potts is primarily responsible for the marketing and sale of office and industrial properties throughout the Washington, D.C. region.

Prior to HFF, Mr. Potts spent seven years as an Executive Director in the Investment Services Group at GVA Advantis. Mr. Potts, along with his partner Jim Meisel, completed over 90 investment sales transactions during his tenure with GVA. Prior to joining GVA, Mr. Potts spent five years as a partner at Morris McNair & Associates, Inc., where he represented local and regional clients in the acquisition and disposition of a broad range of commercial property and land. Prior to that, he was a Vice President at The Carey Winston Company for seven years.

HFF DC was ranked the number one investment sales firm in the DC region in 2008 by GWCAR and has been ranked as the number one capital markets intermediary in the DC region every year since 2002. The office has executed more than \$22.1 billion of commercial real estate transactions since 2001.

### Representative Assignments

PROPERTY	LOCATION	TYPE	VALUE
800 K and 801 Eye Streets	Washington, D.C.	Office	\$275,000,000
7200 Wisconsin Avenue	Bethesda, MD	Office	\$135,000,000
The Boulders	Richmond, VA	Office	\$96,250,000
Blackwell I & II	Rockville, MD	Office	\$78,630,000
1750 K Street, NW	Washington, D.C.	Office	\$76,000,000
Milestone Business Park	Gaithersburg, MD	Office & Flex	\$60,500,000
1020 19th Street, NW	Washington, D.C.	Office	\$48,000,000
1920 L Street, NW	Washington, D.C.	Office	\$47,500,000
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460 Herndon Parkway	Herndon, VA	Office	\$44,100,000
Sullyfield Commerce Center	Chantilly, VA	Office & Flex	\$41,100,000
734 15th Street	Washington, D.C.	Office	\$31,750,000
Jefferson Building	Washington, D.C.	Office	\$26,200,000
475 School Street, SW	Washington, D.C.	Office	\$25,650,000
9 West Watkins Rd	Gaithersburg, MD	Laboratory	\$25,600,000
Annapolis Commerce Park East	Annapolis, MD	Office & Flex	\$19,250,000
Uptown Self Storage	Washington, D.C.	Self-Storage	\$13,300,000

### Professional Designations

- Licensed Real Estate Broker - Washington, DC, Maryland and Virginia
- Recognized by GVA as the top producing broker (along with partner Jim Meisel) in Washington, D.C. in 2003, 2004, 2005 and 2006
- Ranked in the top three in production nationally for GVA every year from 2001 - 2006

### Education

- Bachelor of Arts, The University of North Carolina at Chapel Hill

### Civic Affiliations

- Landon School Alumni Board - Chairman Alumni Giving, 2003 – 2004
- Washington Choral Arts Society - Benefit Finance Chair, 2006