



Holliday Fenoglio Fowler, L.P.

February 24, 2010

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**HFF closes \$31.25 million sale
of Gables Rothbury in suburban Washington, D.C.**

WASHINGTON, D.C. – The Washington, D.C. office of HFF (Holliday Fenoglio Fowler, L.P.) announced today that it has closed the sale of Gables Rothbury, a 204-unit, Class A multi-housing community in Montgomery Village, Maryland.

HFF managing director Dave Nachison and director Alan Davis led the marketing efforts on behalf of the seller, Gables Residential. Avalon Bay Communities, Inc. purchased the property for \$31.25 million, all cash.

Gables Rothbury is located at 20120 Rothbury Lane approximately 21 miles northwest of Washington, D.C. via Interstate 270 in Montgomery Village, Maryland. Completed in 2005, the property has one-, two- and three-bedroom units averaging 1,111 square feet each. Community amenities at the 96% occupied complex include a fitness center, swimming pool, business center, conference room, resident library, community room with billiard table, picnic area with grills, children’s playground, storage units and 48 attached garages.

“Gables Rothbury is the highest quality multi-housing property in the Gaithersburg/Germantown submarket. It is uniquely positioned to benefit from favorable fundamentals such as strong demand from consistent population and job growth. Future supply constraints due to the current economic climate will ensure superior operating performance,” said Nachison.

Gables Residential is a privately owned REIT, which owns, develops and manages multi-housing communities and mixed-use developments in Atlanta, Austin, Dallas, Houston, South Florida, Southern California and metropolitan Washington, D.C. Additionally it has third-party management operations in the Chicago, New York, Phoenix, central and North Florida and Washington state markets. Currently, the company manages more than 35,000 apartment homes, owns 63 communities with nearly 17,000 units and has an additional 20 communities in lease-up or under development.

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AvalonBay Communities, Inc. is in the business of developing, redeveloping, acquiring and managing high-quality apartment communities in the high barrier-to-entry markets of the United States. These markets are located in the Northeast, Mid-Atlantic, Midwest, Pacific Northwest and Northern and Southern California regions of the country.

HFF (NYSE: HF) operates out of 17 offices nationwide and is a leading provider of commercial real estate and capital markets services to the U.S. commercial real estate industry. HFF offers clients a fully integrated national capital markets platform including debt placement, investment sales, advisory services, structured finance, private equity, loan sales and commercial loan servicing. www.hfflp.com.

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