

DAVID ALPERSTEIN

PRINCIPAL



PROFILE

David Alperstein is a principal at FD Stonewater offering 20 years of real estate industry and management consulting experience. With primary specializations in both complex federal government real estate transactions and creative repositioning of commercial assets, David provides transactional and strategic guidance to our valued clients in property marketing, major lease negotiations and asset management engagements. David has been a market leader in the Federal arena for 15+ years, offering best-in-class leadership in the marketing and leasing of office and special-use space, transaction due diligence and lease contract negotiations on more than 300 separate federal government lease transactions across the country, totaling over 7 million square feet of space. David also leads of our agency leasing team, representing building owners primarily focused in re-positioning and marketing commercial office properties in the DC Metropolitan area, and our tenant representation team, bringing unique insights and analysis to office users seeking long-term spaces solutions.

In addition to his key role on our Brokerage platforms, David is FD Stonewater's Chief Operating Officer and a member of the firm's management and investment committees.

EXPERIENCE REPRESENTING INVESTOR/OWNERS (GOVERNMENT TRASACTIONS)

THE PETERSON COMPANIES

Transaction advisory services on the leasing of over 3.25 million square feet of build-to-suit space for high security, federal government tenants.

BRISTOL GROUP, INC

Senior marketing and transaction lead in the leasing of approximately 600,000 square feet of space to various federal agencies at 131 M Street, NE in Washington, DC and 1800 N Kent St in Rosslyn, VA.

CIM GROUP

Transaction leadership on over 750,000 square feet of renewals and new leases with federal tenants at 370 L'Enfant Plaza and 800 N. Capitol Street buildings in Washington, DC. Additionally, successfully brokered the acquisition of a 76,000-square foot net new lease for the U.S. Federal Bureau of Investigation in Oakland, CA.

MONDAY PROPERTIES

Advisor to Monday in leasing over 300,000 square feet of renewals and new leases to federal tenants in their Rosslyn, VA portfolio.

CLARION / CALSTRS

Advisor to Clarion, asset manager, and CALSTRS, owner, in the value critical renewal of the Drug Enforcement Agency's 500,000+ square foot headquarters lease in Arlington, VA.

BROOKFIELD

Advisor to Brookfield in the value critical renewal of the Pension Benefit Guarantee Corporation's 325,000 square foot headquarters lease in Washington, DC.

TISHMAN SPEYER

Provided transactional guidance to Tishman Speyer on numerous assets across their national portfolio, including the negotiation of a renewal for a major FBI lease in Milwaukee, WI, and currently serves as their federal government leasing broker on two buildings in the DC region targeting Government tenancy.

PREVIOUS EXPERIENCE

Vice President, Jones Lang LaSalle, Government Investor Services, Washington, DC 2001-2009

David served as a vice president with the Government Investor Services group in Jones Lang LaSalle's (Spaulding & Slye) Washington, DC office. During his tenure with JLL, he serviced both government agencies (tenant-rep) and private sector landlords in achieving their institutional real estate objectives in completing over 3 million square feet of transactions.

Management Consultant, 1995- 2000

Prior to entering the real estate industry and pursuing his MBA, David spent 5+ years in the management consulting arena advising corporate clients on business strategy, planning and implementation.

EDUCATION

University of Maryland, Smith School of Business, MBA, Finance and Strategy
James Madison University, BA, International Affairs, Cum Laude

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PARKWAY PROPERTIES

Transaction leadership in the renewal negotiation of 189,000 square foot U.S. Department of Health and Human Services lease in Chicago, IL.

WESSELS / IRS COVINGTON

Represented the owner/developer of a two building complex in securing a value-critical, long-term renewal with the IRS for 413,000 square feet and in the sale of buildings to a public REIT.

THE LIONSTONE GROUP

Led the successful negotiation of a value critical full-building lease renewal of an FDA tenancy in Rockville, MD. In addition, David has supported Lionstone in the pursuit of numerous federal lease contracts across the country, including for the FBI in Austin, TX and the VA in San Francisco, CA.

MCI / WORLDCOM

Team leader on a creative endeavor to arrange a sole-source, multi-building property lease for over 500,000 square feet between a bankrupt entity (MCI/ Worldcom) and the then-newly created TSA. The team concurrently navigated the complex bankruptcy and federal real estate acquisition process to identify and implement a solution that allowed TSA's headquarters to be up and running in only 6 months. David supported the leasing, design, construction and investment sales services on behalf of the MCI/Worldcom bankruptcy liquidation agent.

FORTRESS / STONEWATER PARTNERS

Provided transactional leadership in the 220,000 square foot lease renewal for the Department of Agriculture in Alexandria, VA. Following the completion of this long-term lease renewal, David also provided support to the investment sales effort, which resulted in an enormously successful sale on behalf of ownership.

CARLYLE GROUP

Represented Carlyle Group on the positioning of a 312,000 square foot speculative development project aimed at federal government tenancy in Chantilly, VA. Advised in the successful disposition of this asset upon delivery.

THE JBG COMPANIES

Represented JBG in the renewal negotiations for over 100,000 square feet of FDA space in multiple assets in Rockville, MD. Provided transactional and marketing leadership in the pursuit of Government tenants across JBG's holdings in the DC Metropolitan region.

SFFP

Represented South Florida Federal Partners on over 200,000 square feet of government build-to-suits for the U.S. Department of Homeland Security across South Florida.

THE HEYMAN ENTERPRISE

Represented on over 200,000 square feet of government renewals at L'Enfant Plaza asset in Washington, DC.

DUBON GROUP

Representing ownership on 100,000 square feet IRS renewal in San Juan, PR.

REPOSITIONING AND TENANT REPRESENTATION ASSIGNMENTS

1310 L STREET, NW

Led repositioning, marketing and leasing of this 150,000 square foot asset in Washington, DC to numerous private sector tenants. Supported redevelopment plan of building amenities and created marketing plan to successfully position asset.

1255 22ND STREET, NW

Led repositioning and marketing of this 120,000 square foot asset in Washington, DC. Supported redevelopment plan and diligence in conversion to multi-family.

INSTITUTE MANAGEMENT

Led Tenant representation engagement for 93,000 square foot special-use training facility for Government Contractor in Rosslyn, VA.

HGA

Led Tenant representation engagement for 30,000 square foot A&E firm in Alexandria, VA.