

Process. Execution. Results

The Edge Capital Markets Group is a leading investment sales practice in the Washington, D.C.-Baltimore region, executing more than 110 transactions valued in excess of \$1.15 billion over the past 17 years.

Specializing in the Sale of:

- Suburban office
- Flex-office
- Industrial
- Flex/warehouse
- Suburban retail
- Mixed-use assets

Our Services Include:

- Exclusive mass-marketing disposition campaigns
- "Short list" disposition campaigns
- 1031 exchange matching & representation
- REO & receivership asset valuation & dispositions
- Asset valuations & disposition strategy advisory

Our Team Offers:

- Comprehensive database of qualified investors & active 1031 exchange buyers
- Institutional-quality execution of the marketing & sale process
- Deep network of investors, developers, lenders & 3rd party vendors

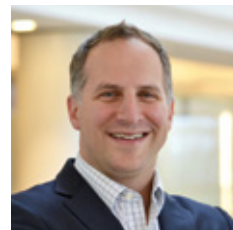


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Our Team



**JOE
FRIEDMAN**

Partner

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Partial Client List Includes:

Berkeley Partners
Broad Street Realty
Brookfield
Clark Enterprises
Curtis Properties
Douglas Development
Duke Realty
Finmarc
First Potomac Realty Trust
Harvey Companies
Kenwood Management
Korth Companies
Lee Development Group
Marva Properties
Velsor Properties
Site Realty
Stanford Properties
Polinger Company
West End Capital
Willco Companies

Background

Joe Friedman is a Partner in Edge's Capital Markets Group, the investment sales platform for the company. He has 16 years of experience in the field of investment sales brokerage in the Washington/Baltimore region. Joe has directed the marketing and sale of over 100 transactions and successfully sold over \$1 billion of industrial, flex, neighborhood retail, and suburban office property in the Washington DC/Baltimore Metro region. He has represented a broad range of prominent high-net worth private owners, private equity groups and REITs.

Joe has previously served as Managing Director of investment sales at Metcap Advisors and Transwestern, Director of investment sales at McShea & Company and a research associate at CBRE and CoStar Group.

He is currently co-chair of the NAIOP MD/DC Capital Markets Committee and served four years as a committee chair for NAIOP Real Estate Emerging Leaders (REEL). He is an honorary member of the exclusive DC Real Estate Group for Washington's top real estate professionals under 40.

Career Recognitions

- 2018 Member of the Year Nominee - NAIOP DC/MD CHAPTER
- 2018 Chairperson, Capital Markets Committee - NAIOP DC/MD Chapter
- 2013 Top Producer award at McShea & Company
- 2008 Member, DC Real Estate Group, Top Washington, D.C. Real Estate Professionals under 40
- 2007 "Top 35 Real Estate Professionals Under 35" in Bisnow on Business in Washington, D.C.
- 2005 Transwestern's Mid Atlantic "Rookie Agent of the Year"

Education & Licenses

- 2000 B.A., Industrial and Organizational Psychology, University of Michigan - Ann Arbor
- 2010 Masters, Commercial Real Estate with Finance concentration, Georgetown University
- Joe is licensed as a real estate salesperson in Maryland, Virginia and Washington, D.C.



**WILL
KOSTRZEWSKY**

Associate

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Background

As an Associate with Edge's Capital Markets Group, Will is responsible for business development and execution of investment sales of industrial, flex, suburban office, and neighborhood retail property in the greater Washington, D.C. metropolitan area.

After graduating from Indiana University with a Bachelor's in Public Affairs, Will launched his career at Cummins Inc., a leading Fortune 200 automotive and industrial manufacturing company. At Cummins, Will spent six years developing professional expertise and leadership experience in Marketing Analytics, Competitive Intelligence, and Corporate Strategy. Will then completed a full-time MBA at UNC Kenan-Flagler Business School (ranked #19 in the U.S.) where he concentrated in Real Estate and Corporate Finance.

Education & Licenses

- Bachelor's degree in Public Affairs with a Management concentration and minors in Business & French, Indiana University
- Master's of Business Administration with a Real Estate & Corporate Finance concentration, University of North Carolina, Kenan-Flagler Business School