



### David Fritz

Principal

NAI KLNb

(443) 574-1410

[dfritz@klnb.com](mailto:dfritz@klnb.com)

### Scope of Responsibilities

David has been working in the commercial real estate industry for the past 29 years. He has focused on marketing office and investment properties and negotiating for corporate tenants as well as institutional owners. Prior to joining KLNb, LLC, David was a developer's representative for MIE Properties, Inc. (d.b.a. St. John Properties) and Douglas Legum Development.

### Background & Experience

Selected Career Highlights • Represented Phillips HQ, LLC and Under Armour for 25,000 square foot office lease • Sold 60 acre educational campus and academic buildings on behalf of bondholders in Olney, Maryland • Represented Columbia Town Center for GGP's 9 building portfolio totaling approximately 1 million square feet of office space • Represented Buyer in a 1031 tax deferred exchange valued over \$25 million in Baltimore/Washington Corridor • Represented American Health Properties, Inc. to complete a \$5 million tax deferred exchange in St. Louis, MO in cooperation with an NAI partner • Represented TESST Corporation and The Medix School for a total of over 45,000 SF classroom and office space • 42,000 SF office lease for the State of MD/Department of Education Disability Determination Services • Coordinated the Request for Proposal and site selection for Bally's Health and Tennis Corporation's office requirement for a 90,000 SF regional service center • Located the Mid-Atlantic headquarters along with 12 medical clinics for Concentra Medical in the Washington/Baltimore area • Increased occupancy from 30% to 70% of distressed office property totalling 90,000 square feet • Represented ViaSat, Inc. in their site selection for a Mid-Atlantic headquarters facility and regional office totaling 70,000 SF in Germantown, Linthicum, and Aberdeen, Maryland • Negotiated 40,000 SF build-to-suit for General Services Administration/Military Enrollment Processing Station - Elkridge, Maryland • Project manager during construction phase of Dorsey Business Center, a 75 acre, 300,000 SF business park in Washington/ Baltimore Corridor • Sold a 68,000 SF office building occupied by Verizon Wireless in Annapolis, Maryland • Site selection for Manor Care's Assisted Living & Alzheimer's Facilities in Washington/Baltimore Corridor Education University of Maryland, College Park B.S. Marketing

### Professional Affiliations & Designations

Archdiocese of Baltimore - Real Estate Advisory Board Member  
Certified Commercial Investment Member (CCIM) - Designee  
Society of Industrial and Office Realtors (SIOR) - Past Chapter President  
New America International (NAI) - Office Council, Past Chairperson  
State of Maryland - Broker of Record for KLNb, LLC  
District of Columbia – Associate Broker's License

### Educational Background

University of MD, College Park  
B.S. Marketing