News release

JLL

JLL closes the sale of Class A industrial in Woodbridge, VA

Fully leased 113,490-square-foot asset trades hands to global pension fund advisor

WASHINGTON, D.C., Oct. 1, 2025 – JLL Capital Markets announced today the sale of 95 East Distribution Center, a 113,490-square-foot newly-built industrial asset located at 13600 Dabney Rd. in Woodbridge, Virginia.

JLL worked on behalf of the seller, a partnership between Washington, D.C.-based The Pinkard Group and New York-based Cannon Hill Capital Partners, in the sale to a leading institutional pension fund advisor.

This state-of-the-art distribution facility features a 32-foot clear height, 14 dock doors with 13 knock-out panels and 10,143 square feet of outdoor storage space. Future-proofed attributes of 95 East Distribution Center place the property in the top 10% of all industrial assets built within the last five years.

Strategically positioned adjacent to Route 1 and less than five minutes from Interstate 95 and Prince William Parkway, 95 East provides exceptional visibility and access to the greater Washington, D.C. metropolitan market and the densely populated East Coast corridor. The facility offers convenient access to one of the region's most sought-after labor pools and proximity to all major regional roadways.

The property is fully leased to Goodwill of Greater Washington, which consolidated out of multiple locations, and Zippy Shell, relocating from Dulles-Manassas. Goodwill uses the facility for warehousing and redistribution to its 21 retail stores throughout the Washington, D.C. metropolitan area, as well as inventory management for their e-commerce capabilities. Zippy Shell utilizes the space for their local and regional container storage and moving logistics operations.

The JLL Mid-Atlantic Industrial Capital Markets team was led by Senior Managing Director Bill Prutting, Senior Directors Craig Childs and Chris Dale and Director Ginna Wallace, supported by JLL's Metro D.C. Industrial Leasing team of Executive Managing Director John Dettleff and Senior Managing Director Dan Coats, and its debt partners, Managing Director Robert Carey and Associate Gus Caiola.

"The Woodbridge submarket has evolved into one of Northern Virginia's most dynamic industrial markets, with 96.4 percent occupancy and exceptional barriers to entry that make new development prohibitively expensive," said Prutting. "Located within the only industrial-zoned overlay area in the submarket, this property benefits from supply constraints and being a receiver of displacement of industrial occupiers due to data center growth, which ensures sustained low vacancy and continued rental rate growth in this supply-constrained corridor."

JLL Capital Markets is a full-service global provider of capital solutions for real estate investors and occupiers. The firm's in-depth local market and global investor knowledge delivers the best-in-class solutions for clients — whether investment sales and advisory, debt advisory, equity advisory or recapitalization. The firm has more than 3,000 Capital Markets specialists worldwide with offices in nearly 50 countries.

For more news, videos and research resources, please visit JLL's **newsroom**.

About JLL

For over 200 years, JLL (NYSE: JLL), a leading global commercial real estate and investment management company, has helped clients buy, build, occupy, manage and invest in a variety of commercial, industrial, hotel, residential and retail properties. A Fortune 500 company with annual revenue of $23.4 billion and operations in over 80 countries around the world, our more than 112,000 employees bring the power of a global platform combined with local expertise. Driven by our purpose to shape the future of real estate for a better world, we help our clients, people and communities SEE A BRIGHTER WAY℠. JLL is the brand name, and a registered trademark, of Jones Lang LaSalle Incorporated. For further information, visit jll.com.

About The Pinkard Group

The Pinkard Group is a regional real estate investment and development company that operates across the spectrum of property types in the Greater Washington DC Metropolitan area.

The firm's ethos is driven by our desire to transform properties to be more productive and fulfilling spaces for those who use them, to recruit and nurture talent with integrity, and to deliver consistently high returns to our investors.

The Pinkard Group offers an operating platform noted for enduring RELATIONSHIPS, extensive EXPERIENCE and a demonstrated ability to add value to properties. This is the Pinkard ADVANTAGE.

About Cannon Hill

Capital Partners Cannon Hill Capital Partners is a privately-held, vertically-integrated real estate operator, developer and investment manager headquartered in New York City with offices in Washington, D.C., Boston, MA and New Jersey. Cannon Hill creates value through owning, operating, and developing Class-A office, life science, multifamily, and industrial properties in high-barrier U.S. markets across the Northeast and Mid-Atlantic. Please visit www.cannonhillcap.com and LinkedIn for more information.