



Gerard DiRuggiero
Broker & Managing Member
UrbanLand Company, LLC

Proven Experience

Broker with 31 years of real estate experience:

- Created progressive, fresh real estate brokerage company providing high-quality services for condominium developers in DC's established and emerging neighborhoods
- Licensed in DC, Maryland and Virginia
- Sold over 1,178 units
- Brokered numerous land sales, including assemblage of parcels from unrelated owners for 2020 Lofts (5 separate owners; now 146 units) and The Floridian (4 separate owners; now 118 units), and various other deals (see below)
- Extensive knowledge of construction, renovation, development and management
- Developed web-based marketing tools for modern purchasers, including well-trafficked website (30,000 visitors a month) and extensive database of 200,000+ area prospects and realtors for email campaigns and follow up
- Developed an active Facebook page with over 5,800 fans
- Owned/operated over 200 rental units
- Substantive experience in difficult real estate markets including lender negotiations, loan workouts
- 18 sales agents

* * *

Current / Recent DC New Construction / Conversion Brokerage Projects Include:

- *The Floridian*—919 & 929 Florida Ave, NW—118 units (sold out)
- *Parker Flats at Gage School*—2035 2nd St, NW—92 units (sold out)
- *Nova Vitalis (tenant conversion)*—1106 & 1108 Columbia Rd, NW—40 units (sold out)
- *Jefferson Condominium*—5401-5407 9th St, NW—39 units (87% sold)
- *1215-1219 K St, NE*—49 units (under construction)
- *New Plaza (tenant conversion)*—1115 12th St, NW—37 units (sold out)
- *Lofts @ Brightwood*—5832 Georgia Ave, NW—32 units (sold out)
- *The Four Twenty (tenant conversion)*—420 16th St, SE—31 units (45% sold)
- *Josephine*—440 RI Ave, NW—20 units (sold out)
- *Deanwood Station*—4810 Quarles St, NE—18 units (16 units sold)
- *Capitol Overlook I & II*—211-227 R St, NE—18 units (sold out)
- *The Renee*—1629 L St, NE—18 units (33% sold)
- *Mount Pleasant Heights* —3510 16th St, NW—16 units (sold out)
- *Renaissance at Logan*—1618 11th St, NW—16 units (sold out)
- *315G*—315 G St, NE—16 units (sold out)
- *Petworth Flats*—4266 7th St, NW—15 units (sold out)
- *The Euclid (tenant conversion)*—907 Euclid St, NW—14 units (sold out)
- *Bloomingdale 1812*—1812 & 1814 North Capitol St, NW—13 units (under construction)
- *Todd Place*—302-310 Todd Pl, NE—12 units (sold out)
- *LeDroit Place*—1907 3rd St, NW—12 units (sold out)
- *Stella*—1917 & 1921 2nd St, NE—12 units (sold out)
- *Capitol House*—1628 C St, SE—12 units (sold out)
- *The Monique*—445 R St, NW—12 units (sold out)
- *Georgian Heights*—950 Longfellow St, NW—12 units (6 units sold)
- *Rhode Island Pointe*—6 RI Ave, NW—9 units (sold out)
- *The Chelsa* — 1461 Girard St, NW—9 units (sold out)
- *Durant Manor*—1929 16th St, NW—8 units (88% sold)
- *Wilson House*—1215 10th St, NW—8 units (sold out)
- *River Walk*—500 25th Pl, NE—8 units (75% sold)
- *The Jefferson*—610 Jefferson St, NW—7 units (sold out)
- *The Avenue*—2576 Sherman Ave, NW—6 units (sold out)

- *The Renaissance*—628 14th St, NE – 4 units (50% sold)
- *Circa 38*—1907 3rd St, NW—4 units (sold out)
- *Eckington Hill*—2 S St, NE—4 units (sold out)
- *Lexington*—12 S St, NE—4 units (sold out)
- *Howard Square*—1806 6th St, NW—4 units (sold out)
- *The Randolph*—1714 & 1716 3rd St, NE—4 units (sold out)
- *Colossal* – 1730 1st St, NW—2 units (sold out)
- *Alpha*—1539 9th St, NW—2 units (sold out)
- *Nth*—907 N St, NW—2 units (sold out)
- *22 T Street*—22 T St, NE—2 units (sold out)

Land / Commercial

- 2020 12th St, NW—18,000SF, CR zoning (sold) currently 2020 Lofts
- 919-929 Florida Ave, NW 17,000SF, CR zoning (sold) currently The Floridian
- 1215-1219 K St, NE—12,893SF, C2A zoning (sold)
- 1402-1410 H St, NE & 1401 Florida Ave, NE—6,649SF, C3A zoning (sold)
- 3rd & Randolph Pl, NE—6 lots, R4 zoning (sold)
- 435 R St, NW—3 lots; 6,000SF, C2A land (sold)
- 1912 8th St, NW—1,800SF, C2A zoning (sold)
- 4226 7th St, NW—15—unit shell (sold)
- 3911 1st St, NE – 12 unit apartment building (sold)
- 1515 Rhode Island Ave, NE—8-unit shell (sold)
- 223 18th St, SE—4-unit shell (sold)
- 12 S St, NE—4-unit shell (sold)
- 306-308 K St, NE 2 lots, R4 zoning (sold)
- 215 Randolph St, NE 4 lots, R4 zoning (sold)
- 2nd & Randolph St, NE 2 lots, R4 zoning (sold)
- 1873 3rd St, NW, R4 zoning (sold)
- 216 Morgan St, NW, R4 zoning (sold)
- 1418 Florida Ave, NW—3 unit (sold)

Other Projects of Note

- *Kennedy Flats*—604 & 610 Longfellow St, NW—40 units (sold out)
- *Eckington Station*—330 Rhode Island Ave, NE—28 units (sold out)
- *Columbia Square*—2600 & 2604 Sherman Ave, NW—28 units (sold out)

- *Brookland House*—2615 4th St, NE—26 Units (19 units sold)
- *Capitol Square*—1520 & 1524 Independence Ave, SE—24 units (sold out)
- *The Nebraska*—51 Randolph Pl, NW—19 units (sold out)
- *The Jordan*—314 V St, NE—15 units (sold out)
- *Deco Flats*—1380 Bryant St, NE—14 units (sold out)
- *Potomac Square*—1323 K St, SE—12 units (sold out)

* * *

Education: B.A. in Marketing, Roger Williams College, Bristol, RI, 1984

Affiliations: National Association of Realtors, Greater Capital Area Association of Realtors, Northern Virginia Association of Realtors, Prince George's County Association of Realtors

February 2015
 913 Florida Avenue, NW
 Washington, DC 20001
 202-299-9223 P
 202-299-9225 F
www.urbanlandcompany.com

* * *