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Chairman Goeffrey Griffis
District of Columbia Board of Zoning and Adjustment
441 4th Street, N.W., Suite 210 South
Washington, DC 20001

September 30, 2002

Dear Chairman Griffis:

I am writing you today to urge you to approve the construction of the National Assoc. of Realtors (NAR) new building at 500 New Jersey Avenue N.W. Your approval of this construction will revitalize the area around the U.S. Capitol and spur economic growth in this area as well. Allowing the National Assoc. of Realtors to build this building will.

ATTRACT NEW BUSINESS: The building will bring new business to Capitol Hill. While NAR will occupy the top four floors of the 12-floor building, the balance of office space and two retail spaces—about 60,000 square feet—will be leased to outside tenants.

SUPPORT LOCAL COMPANIES: Most of the $45 million in construction and acquisition capital goes to Washington, D.C., area businesses.

--project developer is Washington-area developer Lawrence N. Brandt Inc.
--Providing construction management services is Carr America of Washington
--Local architectural services provided by Bannigan and Associates
--Many D.C. contractors and subcontractors will be used.

ENHANCE THE AREAS AESTHETICS: The building will raise the bar in terms of design. The concept is dramatic and modern yet appropriate for the location. Three world-class architectural firms submitted design concepts. Winner was Graham Gundy Architects of Cambridge, Mass.

BE ENVIRONMENTALLY FRIENDLY: NAR's new building will be A 'GREEN' BUILDING. Environmentalists will be proud that the structure will be one of the most environmentally "green" commercial structures in the nation. Among its state-of-the-art environmental features are:

-- Verification systems to measure air quality and other internal environs
--Specially designed curtain wall glazing for thermal heat dissipation
--exterior sun control device – "Brise Soleil"
--a 'grey water' recyclable water system
--state of the art lighting controls and systems

Case No. 16930
Exhibit No. 87

Board of Zoning Adjustment
District of Columbia
CASE NO.16930
EXHIBIT NO.87

Chairman Griffis, please give NAR the approval the go forward the construction their new Building. The economy of DC really needs this project. Thank you.

Sincerely,

John E. Ferruggiaro II