



LEONARD BOGORAD
MANAGING DIRECTOR
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Len has over 30 years of real estate consulting experience. He specializes in market and financial analysis and valuation of residential, retail, office, hotel, industrial, and mixed-use developments; metropolitan development trends; fiscal and economic impact analysis; and economic development strategies.

Len has directed hundreds of consulting engagements, including work on such notable projects as D.C. USA, University of Maryland Town Center, Downtown Silver Spring, Reston Town Center, and National Harbor, as well as numerous particular residential, retail, office, hotel, and mixed-use and master-planned community developments throughout the United States.

Prior to joining RCLCO, Len was Senior Vice President and Director of the Washington office of Real Estate Research Corporation (RERC). Before joining RERC, Len served as Director of Housing and Neighborhood Development for the Metropolitan Area Planning Council in Boston; Senior Staff Associate for the Connecticut Conference of Municipalities; and development consultant for a firm in New Haven, Connecticut.

He is a longstanding member of the Urban Land Institute (ULI). Len has spoken for organizations such as the Urban Land Institute and the Northern Virginia Building Industries Association, and has been published in *The Journal of Real Estate Development*, *Mortgage Banker*, *Corridor Real Estate Journal*, *Industrial Development*, *Tax Credit Advisor*, *The Washington Post*, *Real Estate Finance Journal*, *Urban Land*, and *Washington Business Journal*.

EDUCATION

Harvard University,
Bachelors Degree

University of
Pennsylvania, Master of
City Planning

AFFILIATIONS

Urban Land Institute

Lambda Alpha Honorary
Land Economics Society

SELECTED PROJECT EXPERIENCE

Downtown Silver Spring

RCLCO was retained by Foulger-Pratt Cos. and subsequently by Montgomery County to determine the county and state fiscal and economic impacts of the project to help attract the required public incentives. RCLCO has also conducted various market analyses in support of the development.

National Harbor

RCLCO was retained by The Peterson Companies to conduct market and financial analyses of a major mixed-use development along the Potomac River, and to determine the fiscal and economic impact of the development on Prince George's County and the State of Maryland.

D.C. USA

RCLCO was engaged by the National Capitol Revitalization Corporation to conduct a market feasibility and TIF financial analysis for the D.C. USA retail development project in Columbia Heights.

Loudoun County Metro Impact

Project Director

RCLCO was retained by Loudoun County to conduct a detailed market analysis to forecast the impact of the planned rail stations on development in the station areas and in the county as a whole. RCLCO then determined the fiscal impact that this development would have on the county, including the countywide increment as a result of the rail extension.

Kettler

Market analyses of rental apartments in Southeast D.C. and Columbia Heights

JBG Properties

Market and financial analysis for rental apartments and condos, Washington, DC, and suburbs

Clark Realty Capital

Rental apartment market analyses, downtown and upper NW, DC

ULI Terwilliger Center for Housing

Study of regional workforce housing needs and housing supply and demand dynamics in the Washington, D.C., region