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SAMSON PROPERTIES AND SMART CARE SIGN LEASES TOTALING 29,000 SQUARE FEET OF SPACE WITH ST. JOHN PROPERTIES, INC. AT GREENLEIGH

Virginia-based residential brokerage firm leases 10,000 square feet of space and medical benefits company expands into 19,000 square feet in 1,000-acre mixed-use community

BALTIMORE, MD (March 2) – Residential brokerage firm **Samson Properties** and medical benefits company **Smart Care, LLC** have separately signed leases with St. John Properties, Inc. for a combined 29,000 square feet of commercial office space at Greenleigh, a 1,000-acre mixed-use community located in Baltimore County. Both groups will occupy 6211 Greenleigh Avenue. Virginia-based Samson Properties leased 10,600 square feet of space in the four-story building, selecting Greenleigh as the site for its next entry into the Baltimore metropolitan region. Smart Care, considered among the largest Medicare Advantage enrollment centers on the East Coast, will expand from its existing 6,400 square foot space at 11615 Crossroads Circle in Greenleigh, and relocate into more than 19,000 square feet of space. **Matt Lenihan**, Vice President of Leasing for St. John Properties represented the landlord in these transactions.

Samson Properties operates 30 offices throughout the Maryland, Virginia and Washington, D.C. region. Founded by Danny Samson in 2000, the firm also leases space at St. John Properties' Melford Town Center in Prince George's County and, with this new location, will have 10 Maryland offices.

More than 300 full and part-time residential brokerage professionals are expected to work at the Greenleigh location at full capacity, adding to the more than 3,600 currently working with the company. Samson Properties provides full-service guidance and support to consumers with residential sales and leasing, land, investment properties, short-sales, foreclosures and bank-owned properties and commercial sales and leasing. The company also owns and operates Cardinal Title Group, a full-service title and settlement company.

“After achieving tremendous success with the opening of our Belair and Columbia offices, we looked at the White Marsh and Middle River area as the site for our next conquest,” explained Donny Samson, Chief Executive Officer of Samson Properties. “Over the past several months, we have recruited and subsequently hired many talented real estate professionals and several skilled managers, which provides us with confidence to quickly achieve significant market share in the greater Baltimore area. Our in-house title and settlement entity simplifies the entire home buying and home selling process which benefits our agents and clients.”

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“After touring eight to 10 properties in Baltimore County, we believe Greenleigh offers the type of energy and freshness that we wish to be a part of,” Samson added. “It is close to both Baltimore City and Harford County which is convenient for our agents, and the community provides room for growth and opportunity based on the plans for future residential development. Greenleigh’s proximity to Interstate 95 is a significant advantage for brokers that service the central areas of Maryland and into Virginia. 6211 Greenleigh Avenue offers a best-in-class business environment -- both inside and out -- that sets the perfect tone for the professionalism we offer our customers.”

Smart Care, which has leased space at Greenleigh since 2018, offers a range of Medicare Advantage plans for individuals 65 years of age and older in need of comprehensive healthcare plans. The company also operates offices in Orlando, Florida and Fort Worth, Texas.

“Our operation has doubled in size over the past year and we fully expect to quadruple our business in the near future, so this expansion was critical to our company,” stated Mike Valenti, Managing Partner for Smart Care, LLC. “We consider Greenleigh a dynamic community with the on-site amenities and open spaces conducive to creating a comfortable working environment for our employees. This location provides access to a tremendous hiring pool, with our recruitment extending from Harford County and into Baltimore City and Baltimore County.”

St. John Properties, together with partner Somerset Construction Company, initiated development activities on Greenleigh, a 1,000-acre mixed-use business community that includes multiple real estate classes including multifamily product, in 2007. Greenleigh reflects a “New Urbanism” concept, with approximately 500 acres carved out for a range of housing options, mid-rise commercial office buildings and complimentary retail and hospitality amenities.

6211 Greenleigh Avenue contains 99,504 square feet of Class ‘A’ commercial office space. It features an open design with 25,000 square foot floorplates and 10-foot ceiling heights, and is surrounded by a free surface parking lot. The building has achieved LEED Gold certification, and offers an eco-friendly environment.

LEED certification is available from the U. S. Green Building Council (USGBC) and is presented to buildings that satisfy requirements related to performance, health, durability, operational affordability and the use of environmentally-sound practices. This building achieved LEED Gold certification for its excellence in implementing energy and water efficient systems, building materials with low impact to the environment and drought-resistant landscaping, among others characteristics.

“Samson Properties continues to quickly expand in a highly-competitive industry and their presence at Greenleigh will positively impact their ability to recruit new talent and serve the needs of the greater Baltimore area,” stated Sean Doordan, Senior Vice President, Leasing & Acquisitions for St. John Properties. “We are confident in the company’s ability to execute its business plan in this market given the continued influx of jobs and overall strength of the regional economy. Based on their sustained success of the Bowie office at Melford Town Center, we expect similar accomplishments at Greenleigh in Baltimore County.”

“Smart Care has achieved tremendous momentum and robust growth in the past year and its first priority when expanding was to remain headquartered at Greenleigh,” Doordan added. “Due to our continued commitment to build speculative commercial space, we were able to quickly accommodate their requirement within the community, which will minimize disruption to their employees and day-to-day operations. We expect this will not be the last time for their need for expansion space.”

Current restaurants and retailers now open at Greenleigh include Michael’s Café Raw Bar & Grill, Potomac Pizza Grill, Dunkin’ Donuts, Royal Farms, Subway, Thai Rainbow, and Crossroads Wine & Spirits, among others. Also contained within the mixed-use community is the 120-key White Marsh Marriott SpringHill Suites hotel.

More than 27,000 vehicles pass Concourse Circle on a daily basis, which offers direct visibility from MD Route 43 (White Marsh Boulevard). In addition, nearly 40,000 people reside within a three-mile radius of the site with an average household income topping \$88,000.

On completion, Greenleigh will include 1,900 residential units including single-family homes, townhomes and multifamily units, and nearly two million square feet of commercial office and flex/R&D space. In total, the development will support more than 2.5 million square feet of commercial, retail and hospitality space.

Founded in 1971 and headquartered in Baltimore, Maryland, St. John Properties, Inc. is one of the Mid-Atlantic’s largest privately held commercial real estate firms. The company is distinguished by their commitment to customer service, achievements in green building, and top-rated workplace culture. Throughout St. John Properties’ 50-year history, the company has developed more than 21 million square feet of flex/R&D, Office, Retail and Warehouse space serving more than 2,500 clients in Maryland, Colorado, Louisiana, Nevada, Pennsylvania, Virginia, Utah, and Wisconsin. For more information about the company, visit www.sjpi.com.