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Urban Pace Closes Out M Street Flats at Record Speed: Project Sells in 8 Days

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Washington, DC. Urban Pace, a Washington, DC, real estate sales company, today announced a record-setting sell-out of its project M Street Flats (www.mstreetflats.com), developed by Community Three Development. The 10-unit condominium was 100% sold only eight days after it went on the market.

“We attribute this success to a number of factors,” said Lynn Hackney, President of Urban Pace (www.urbanpace.com). “The product, the location, our sales team, our marketing partners. It all came together to create this amazing result.”

Grant Epstein, President of Community Three, adds M Street Flats to a growing list of innovative urban residential projects that feature sustainability as a major characteristic. Its project “The Nine” was sold by Urban Pace in 2009 in just a few weeks. Jeremy Aldridge of Urban Pace served as Sales Manager on both projects.

“I like working with Urban Pace not only for the amazing sales pace they have been able to achieve on our projects, but also because they really understand our business philosophy,” said Epstein. “They work with us to bring just the right product to the market while preserving the environmental sensitivity that is the hallmark of our approach.”

At M Street Flats the inclusion of ample outdoor courtyard space to daylight interior spaces and natural ventilation is combined with the reuse of the existing exposed brick facades. Ten urban condominiums emerge featuring low impact, high quality and sustainable materials.

“Grant has an eye for development locations that combine the architectural features people desire for their living spaces with the potential for sustainable construction methods that benefit the community at large,” said Suzanne Des Marias, an Urban Pace broker who has represented Community Three on its acquisitions.

Urban Pace (www.urbanpace.com) was established in 2001 to provide specialized sales and marketing services to builders and developers of urban condominium and townhome projects.

Community Three is a full-service real estate development company, experienced in providing first class development support throughout the entire public process. It has paired a unique strategy for realizing the potential of underutilized real estate with an efficient operational structure to ensure the timely and successful execution of its development and investment targets.

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