

## Griffin and Maher of Cushman & Wakefield broker \$610 million sale of 100 Federal Street

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On behalf of an affiliate of Bank of America, N.A., Cushman & Wakefield of Massachusetts, Inc. (C&W) completed the \$610 million sale of 100 Federal St., an office tower located in the city's Financial District. C&W's capital markets group of Robert Griffin and Edward Maher exclusively represented the seller and procured the buyer, Boston Properties, Inc. Bank of America's in-house investment banking division, Bank of America Merrill Lynch, served as co-advisor.

Rising 37-stories above the city, 100 Federal St. is a class A office tower, originally designed as the headquarters for The First National Bank of Boston. 100 Federal St. is widely considered to be one of the highest-quality buildings in downtown and, at 1,305,266 s/f, is also one of the city's largest buildings. The signature brown polished granite building, with its unique reverse hourglass design, has served as the corporate offices for Bank of America Corp. and its predecessor companies since its construction in 1971, and subsequent renovation of the lobby and adjacent plaza in 1994.

In 2009, the tower was awarded an Energy Star label for its superior operating efficiencies, and in 2011 it obtained LEED Silver Certification for Existing Buildings. Amenities include a fitness center, 600-seat cafeteria, auditorium, conference center, a coffee/sandwich shop and a full-service Bank of America branch, convenience store, hair salon and shoe repair shop. The asset also features the Boston College Club, a private dining facility on the 36th floor which offers membership to building tenants.

100 Federal St. is currently 92% leased to a diverse group of office and retail tenants, with the majority of the space occupied by Bank of America.

This is the first time since its construction in 1971 that 100 Federal Street has been available for sale. The buyer, Boston Properties, owns several iconic office towers in Boston, including The Prudential Tower and The John Hancock Tower.

## About Cushman & Wakefield

Cushman & Wakefield is one of the world's largest privately-held commercial real estate services firm. The company advises and represents clients on all aspects of property occupancy and investment, and has established a preeminent position in the world's major markets, as evidenced by its frequent involvement in many of the most significant property leases, sales and assignments. Founded in 1917 it has 235 offices in 60 countries and more than 14,000 employees. It offers a complete range of services for all property types, fully-integrated on a global basis, including leasing, sales and acquisitions, debt and equity financing, investment banking, corporate services, property management, facilities management, project management, consulting and appraisal. The firm has more than \$5.5 billion in assets under management through its wholly-owned subsidiary Cushman & Wakefield Investors. A recognized leader in local and global real estate research, the firm publishes its market information and studies online at www.cushmanwakefield.com/knowledge. For the New

England area, Cushman & Wakefield maintains offices in Boston; Manchester, N.H.; Hartford and Stamford, Conn.; and Portland Maine.

About Bank of America, N.A.

Bank of America, N.A. is one of the world's largest financial institutions, serving individual consumers, small- and middle-market businesses and large corporations with a full range of banking, investing, asset management and other financial and risk management products and services. The company provides unmatched convenience in the United States, serving approximately 57 million consumer and small business relationships with approximately 5,700 retail banking offices and approximately 17,750 ATMs and award winning online banking with 30 million active users. Bank of America is among the world's leading wealth management companies and is a global leader in corporate and investment banking and trading across a broad range of asset classes, serving corporations, governments, institutions and individuals around the world. Bank of America offers industry leading support to approximately 4 million small business owners through a suite of innovative, easy-to-use online products and services. The company serves clients through operations in more than 40 countries.

## About Boston Properties, Inc.

Boston Properties, Inc. is a fully integrated, self-administered and self-managed real estate investment trust that develops, redevelops, acquires, manages, operates and owns a diverse portfolio of class A office space, one hotel, three residential properties and three retail properties. The company is one of the largest owners and developers of class A office properties in the United States, concentrated in five markets - Boston, New York, Princeton, San Francisco and Washington, D.C.

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