



Press Release

BenefitMall Signs Lease at Fairmount Place III in Towson New building 45% leased

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TOWSON, Md. – BenefitMall, a national provider of products and services to employee benefit brokers, has signed a lease with developer Heritage Properties for 22,500 square feet of space at the new Fairmount Place III office building in Towson.

The deal means that Heritage has leased nearly 45% of the four-story, 88,000-square-foot property, which is expected to open in first quarter of 2006. Legg Mason Walker Wood signed a lease for 16,500 square feet of space at Fairmount Place III last Sept.

BenefitMall is leasing the entire fourth floor and plans to move all 115 employees from offices at 10540 York Rd. in Cockeysville, Md.

“We look forward to doing business at Fairmount III in Towson,” said Fran Guillott, BenefitMall Regional Vice President. “The convenient location of the property and the commitment from Heritage to ensure that both the needs of our employees and customers would be met, were significant factors in our decision to move to this location,” Guillott added.

Located at 501 Fairmount Ave., Fairmount Place III is Towson’s first new class A office space since 1992. Heritage built the \$12 million project on speculation. It includes a 500-space, stand-alone parking garage that will serve tenants.

“Interest in Fairmount Place III and central Towson continues to be strong. BenefitMall’s lease is another indication of a vibrant market that’s attracting and meeting the demand for quality office space in the heart of Towson,” said Jim Railey, president of Heritage Properties...



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...The Fairmount Place complex also includes the six-story RCM&D Building at 555 Fairmount Ave., built by Heritage in 1985; and Fairmount Place II, a 10-story tower at 515 Fairmount Ave., built by Heritage in 1987.

About BenefitMall

BenefitMall is the complete broker-oriented sales solution that provides brokers with products, services and tools to make selling employee benefits to small businesses more efficient. Headquartered in Dallas and in business for 25 years, BenefitMall offers small-business brokers thousands of plans from more than 100 leading insurance carriers, either directly through the Company's sales offices, or via its website, <http://www.benefitmall.com>.

BenefitMall is the largest General Agency in the country supporting brokers in the selling of employee benefits to small businesses and has sales and support offices located in 27 U.S. markets serving 11 states. BenefitMall sells more than \$2 million in new premiums per day through a national network of more than 15,000 independent brokers who are registered with them.

About Heritage Properties

Towson-based Heritage Properties, Inc. is a full-service real estate development and property management company specializing in suburban office space. Established in 1986, Heritage has expertise in all aspects of commercial real estate, including site selection, design and construction; marketing and leasing; finance, accounting and asset management; and day-to-day operations.

Heritage's portfolio of approximately two million square feet includes Fairmount Place and Radio Park in Towson; Joppa Center and White Marsh Center in Baltimore County; Laurel Bush Professional Center in Harford County, Md.; and Carolina Central Industrial Center in North Carolina.