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WASHINGTON, DC

DEVELOPMENT MENT REPORT

A publication by



CBRE

2016 / 2017 EDITION

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WASHINGTON, DC DEVELOPMENT REPORT

2016/2017 EDITION



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ABOUT

WDCEP

The Washington DC Economic Partnership (WDCEP) is a non-profit, public-private organization whose core purpose is to actively position, promote, and support economic development and business opportunities in Washington, DC.

Our mission is to promote DC's economic and business opportunities and support business retention and attraction activities. Through historical knowledge of the city's business and economic climate; accurate analytics, data, and research; and community partners and access, WDCEP is the central organization in Washington, DC that connects public and private sectors, neighborhoods, and real estate communities to local, national, and international audiences. WDCEP's

purpose and success aligns with its partners in the city: to facilitate dynamic relationships with nonprofit, change agents, technology visionaries, artists, real estate entrepreneurs, and global enterprise leaders based on independent thinking and objective insights. We stay one step ahead of the vibrant and evolving economic landscape by monitoring the pulse of DC's developers, startups, entrepreneurs, and big and small businesses.



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THE DC DEVELOPMENT REPORT

The DC Development Report is a summary of the major development and construction projects in the District of Columbia. WDCEP tracks major development/construction projects throughout the year and performs an annual "development census" in the month of August. This research and outreach receives contributions from more than 100 developers, architects, contractors, and economic development organizations and results in updates to more than 400

projects. While our database of projects is constantly being updated, for the purposes of this publication all data reflects project status, design, and information as of August 2016.

Although every attempt was made to ensure the quality of the information contained in this document, WDCEP and CBRE makes no warranty or guarantee as to its accuracy, completeness, or usefulness for any given purpose.

TABLE OF CONTENTS

1

DEVELOPMENT OVERVIEW

- 6 ECONOMIC OVERVIEW
- 12 DEVELOPMENT OVERVIEW
- 14 MOST ACTIVE DEVELOPERS, ARCHITECTS & CONTRACTORS

2

DEVELOPMENT SECTOR

- 21 OFFICE
- 33 RETAIL
- 45 RESIDENTIAL
- 57 HOSPITALITY
- 69 EDUCATION

3

NEIGHBORHOOD DEVELOPMENT

- 80 BELLEVUE / CONGRESS HEIGHTS
- 82 CAPITOL RIVERFRONT / BUZZARD POINT
- 84 GOLDEN TRIANGLE / WEST END
- 86 MT. VERNON TRIANGLE / SHAW / DOWNTOWN
- 88 UNION MARKET / NOMA

4

APPENDIX

- 92 METHODOLOGY
- 93 ACKNOWLEDGEMENTS

99 M
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development since 2001*

* Preliminary figures. October 2016

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An aerial, high-angle view of a modern urban development. The central focus is a large, multi-story building with a prominent green roof and a facade of dark, perforated panels. To the left, a wide pedestrian plaza with a grid pattern and small trees runs alongside the building. A multi-lane road with several cars and trucks is visible in the lower right. The overall scene is bright and clear, suggesting a sunny day.

DEVELOPMENT OVERVIEW

ECONOMIC OVERVIEW
DEVELOPMENT OVERVIEW
MOST ACTIVE

E ECONOMIC OVERVIEW

By: Adam Brick, Senior Research Analyst, CBRE

ECONOMIC OVERVIEW OF WASHINGTON, DC

Washington, DC has seen a steady rise in total employment since 2012. In September 2016, DC recorded over 780,000 employees, representing an increase of 1.8% or 13,800 jobs since September

2015. Meanwhile, the unemployment rate continues to decline. DC recorded an unemployment rate of 6.5% in September 2016, compared to the ten-year high of 10.2% in 2011.

The table below presents the historical change and growth in employment levels for DC's major industry groups over the past five and 10 years.

TOTAL EMPLOYMENT

	2007–YTD 2016		2012–YTD 2016	
	CHANGE (000'S)	CHANGE (%)	CHANGE (000'S)	CHANGE (%)
Education & Health Services	31.6	32.4	11.1	9.4
Professional & Business Services	12.8	8.4	10.8	7.0
Leisure & Hospitality	19.1	33.8	9.3	14.0
Retail Trade	5.6	31.3	4.7	24.9
Financial Activities	2.0	6.9	2.9	10.4
Other Services	8.8	13.9	3.8	5.6
Transportation & Utilities	0.1	2.1	0.7	16.7
Mining, Logging, and Construction	1.3	9.8	0.6	4.3
Manufacturing	-0.5	-29.4	0.2	20.0
Wholesale Trade	0.2	4.2	-0.1	-2.0
Information	-4.5	-21.0	-0.4	-2.3
Federal Government	10.9	5.7	-6.1	-2.9

Source: CBRE Research, U.S. Bureau of Labor Statistics; October 2016.

Office Employment

DC is on track to see an increase in office-using employment in 2016, having already observed the creation of 9,500 new jobs year-to-date in September. The federal government accounted for the largest share of jobs growth, its second

straight year of sustained growth. The Financial Activities and Professional and Business Services also saw slight rises in employment, while employment in the Information sector declined 1.2% YTD in September.

OFFICE EMPLOYMENT

	2015 (000'S)	YTD 2016 (000'S)	CHANGE (000'S)	CHANGE (%)
Federal Government	198.1	201.8	3.7	1.9
Professional & Business Services	161.6	164.5	1.6	1.8
Financial Activities	30.1	30.9	0.8	2.7
Information	17.1	16.9	-0.2	-1.2
Other Services	71.0	71.9	0.9	1.3
Total Office Employment*	517.0	526.5	9.5	1.8

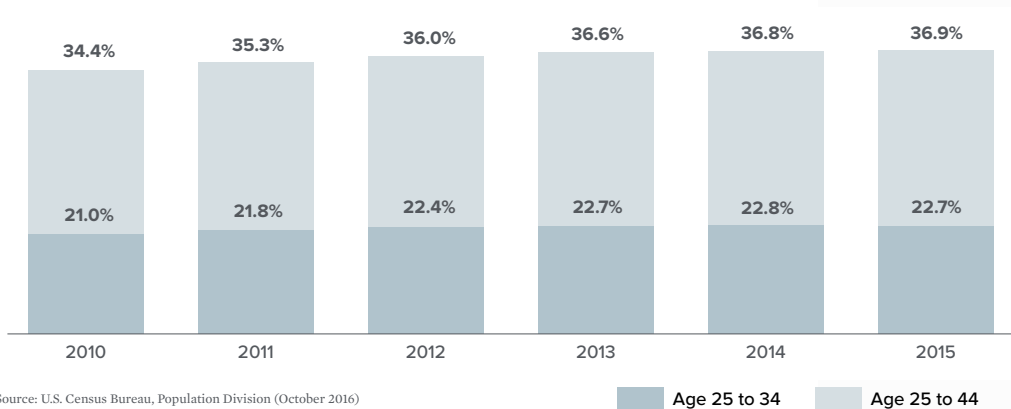
Source: CBRE Research, U.S. Bureau of Labor Statistics; October 2016 (*totals include other sectors not listed above).

POPULATION GROWTH

Young Professionals

DC continues to attract a growing number of millennials. Since 2005, the share of young professionals—aged 25 to 44—in DC increased from 32.7% of the population to 36.9% in 2015. Since 2010, this segment of the population grew by 19%.

YOUNG PROFESSIONALS % OF DC POPULATION



Source: U.S. Census Bureau, Population Division (October 2016)

Birth Rate

DC saw its birth rate decline for the fifth year in a row in 2015, although the rate remains slightly higher than the U.S. average. In 2015, DC experienced 14.3 births per 1,000 people compared to 12.5 births for the U.S.

	U.S. BIRTH RATE (PER 1,000)	DC BIRTH RATE	DC TOTAL POPULATION (000'S)	AGE 25 TO 44 (000'S)	AGE 25 TO 44 (%)
2005	13.9	14.5	567	186	32.7%
2006	14.0	14.7	571	188	32.9%
2007	14.3	15.1	574	190	33.1%
2008	14.1	15.4	580	193	33.3%
2009	13.9	15.1	592	199	33.6%
2010	13.0	15.2	605	208	34.4%
2011	12.7	15.0	620	219	35.3%
2012	12.5	14.9	635	229	36.0%
2013	12.5	14.8	650	237	36.6%
2014	12.5	14.6	660	243	36.8%
2015	12.5	14.3	672	248	36.9%

Sources: CBRE Research, Moody's Analytics, U.S. Census Bureau; October 2016.



EMPLOYMENT TRENDS

Public vs. Private Sector

Public and private sector employment in DC grew over the past 10 years, albeit with a substantial difference in the two sectors' growth rates. While the private sector expanded 16.6% from 2007 to 2016, the public sector grew by 5.9%. As the impact of the government's stimulus plan dissipated, so too did public sector employment. Between 2012 and September 2016, government employment dropped 0.3%. Meanwhile, the private sector labor market continues to perform strongly and has averaged an 2.2% annual growth rate since 2012.

Legal Services

DC is one of the nation's most important law markets, with 94 of the Am Law 100 present in the city. The Legal Services sector in DC reached peak employment in June 2008 with 37,800 jobs. However, the legal industry shed jobs in the recession, and although employment levels have since rebounded, total employment of 29,800 in September 2016 remains 21% below pre-recession levels.

Federal Government

After numerous years of contraction, federal government employment grew by 3,700 jobs year-over-year in September 2016. Federal government jobs account for the largest sector of office employment in DC, with 38.3% of all office-using jobs. Federal government employment still remains 6.3% less than its 10-year peak of 215,300 jobs in 2011.

Educational Services

Between 2007 and September 2016, employment in Educational Services increased over 44% to 61,700 employees. The majority of these job gains were since 2010, accounting for 12,200 new jobs. Although this sector is not a typical occupier of commercial office space, the rise in employment has supported the DC economy at a broader level.

Health Care and Social Assistance

The Health Care and Social Assistance sector has seen extraordinary employment growth over the past five- and 10-year periods. Since 2007, the workforce expanded 23.2%, while more than half of that growth occurred between 2011 and 2016. Like Educational Services, the growth in this sector has affected the wider economy rather than the commercial office market.

	2007-YTD 2016			2012-YTD 2016		
	CHANGE (000'S)	CHANGE (%)	AAGR (%)	CHANGE (000'S)	CHANGE (%)	AAGR (%)
Total Private	76.5	16.6%	1.7%	43.6	8.8%	2.2%
Total Public	13.6	5.9%	0.5%	0.7	0.3%	-0.3%
Legal Services	-5.7	-16.1%	-1.4%	0.4	1.4%	0.1%
Federal Government	10.9	5.7%	0.5%	-6.1	-2.9%	-1.1%
Educational Services	18.9	44.2%	4.7%	7.8	14.5%	3.5%
Health Care and Social Assistance	12.7	23.2%	2.5%	3.3	5.1%	1.3%

Sources: CBRE Research, Moody's Analytics, U.S. Census Bureau; October 2016.

INVESTMENT SALES

Foreign Purchasers

DC office sales activity has been robust for several years and has remained steady in 2016 after record setting numbers in 2015. According to Real Capital Analytics, annual office sales totaled about \$3 billion through mid-October 2016, around the same figure at this point in 2015.

Foreign capital investment in the DC office market continues to be strong. The total amount of cross-border investment represented 61% of the total sales volume as of YTD 2016 (through mid-October), compared to 57% in 2015 and 55% in 2014. Moreover, DC is the third most active destination in the U.S. for global capital in 2016.

Top Market Destinations for Global Capital

Global capital YTD 2016 (through mid-October) for closed and under contract deals in the U.S. including entity-level acquisitions.

MARKET	TOTAL PROPERTIES	TOTAL VOLUME (\$M)
Manhattan	26	\$10,282.2
Los Angeles	16	\$2,459.1
DC	16	\$2,281.2
San Francisco	12	\$1,789.2
Dallas	11	\$1,689.0
Boston	10	\$1,075.0
Seattle	11	\$945.4
Philadelphia	42	\$863.6
Chicago	6	\$533.8
Other	145	\$5,039.6
Total	295	\$26,958.2

Source: Real Capital Analytics; October 2016.

The market for trophy office buildings has been especially strong with close to 30% of all deals YTD fetching over \$600 per square foot. Four deals this year have surpassed the \$1,000 per-square-foot threshold, exceeding 2015's total of three. This includes Merchant National's purchase of 819 7th St., NW, Eastbanc's purchase of 1931 13th St., NW, Blackstone's purchase of 815 Connecticut Ave., NW, and Investcorp's purchase of 733 10th St., NW.

Blackstone Group's pending purchase of 815 Connecticut Ave., NW for \$250 million is part of a larger purchase of Alecta's U.S. real estate portfolio.

Origin of Foreign Capital for DC

(January 2012–October 2016)

COUNTRY	TOTAL PROPERTIES PURCHASED	TOTAL VOLUME (\$M)	PERCENTAGE
Germany	10	\$1,746.90	18.9%
Norway	6	\$1,576.50	17.1%
South Korea	5	\$1,316.60	14.3%
Japan	9	\$1,270.60	13.8%
Israel	9	\$695.50	7.5%
Australia	7	\$606.10	6.6%
Kuwait	2	\$516.00	5.6%
Canada	6	\$503.80	5.5%
UK	4	\$297.10	3.2%
Other	8	\$692.40	7.5%
Total	66	\$9,221.50	

Source: Real Capital Analytics; October 2016.

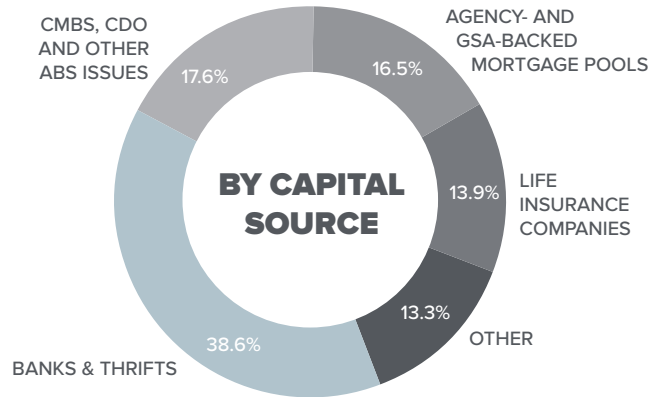
Foreign Sellers

Foreign capital has been among the least active in the disposition of DC office assets over the last two years. Of the top 20 sellers who disposed or recapitalized assets in the last two years, approximately 25% were foreign.

Sources of Capital

The main sources of investment debt capital remain banks and thrifts, while sources of development capital include EB-5 financing and bond issuances. Dock 79, part of MRP Realty’s four-phase, 1.2 million sq. ft. mixed-use development project in the Capitol Riverfront received funding from a range of sources. Along with a \$65 million loan from First Niagara Bank, this project also utilized \$17 million in preferred equity through EB-5 financing.

U.S. COMMERCIAL & MULTIFAMILY DEBT OUTSTANDING



Source: Mortgage Bankers Association; October 2016.

NOTABLE OFFICE SALES COMPS (Q1 2016-Q3 2016)

PROPERTY ADDRESS	SALE PRICE (\$M)	PRICE PER SF	BUYER (TRUE) COMPANY	SELLER (TRUE) COMPANY	DATE
815 Connecticut Ave., NW	\$250.1	\$1,060	Blackstone	Alecta	Pending
150 M St., NW	\$246.5	\$501	MetLife	StonebridgeCarras	Q3 2016
1615 L St., NW	\$229.0	\$549	Carr Properties	Spitzer Enterprises	Q1 2016
1030 15th St., NW	\$228.0	\$695	Unizo	Invesco RE	Pending
1100 1st St., NE	\$217.5	\$566	Unizo	Rockefeller Group JV	Q3 2016
733 10th St., NW	\$180.0	\$1,054	Investcorp	Jamestown	Q1 2016
175 N St., NW	\$175.3	\$501	MetLife	StonebridgeCarras	Q3 2016
529 14th St., NW	\$155.5	\$325	Normandy RE Partners	Quadrangle Development	Q1 2016
820 1st St., NE	\$140.5	\$471	Unizo	Harbor Group	Q3 2016
1 Thomas Circle, NW	\$116.8	\$508	LaSalle Investment	GE Asset Management	Q3 2016

Source: CBRE Research, Real Capital Analytics; October 2016

“Foreign capital has been among the least active in the disposition of DC office assets over the last two years.”



Investment Sales – Multifamily

The H Street corridor continues to gain traction as one of DC’s most up and coming neighborhoods. The largest deal in 2016 took place in the revitalized neighborhood, with the Flats at Atlas selling for \$95 million, commanding an average price of \$373,346 per unit.

NOTABLE MULTIFAMILY SALES COMPS (Q1 2016-Q3 2016)

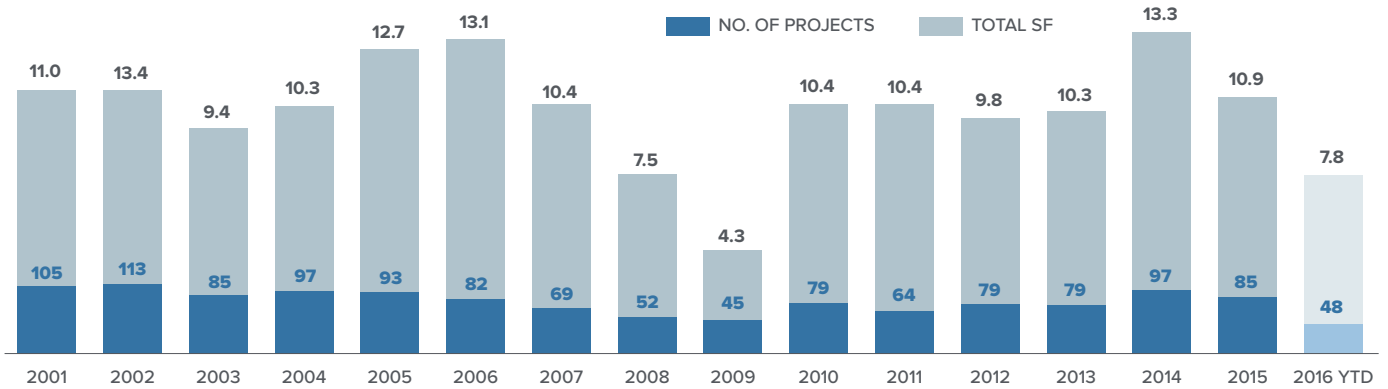
PROPERTY ADDRESS	SALE PRICE (\$M)	PRICE/UNIT	BUYER (TRUE) COMPANY	SELLER (TRUE) COMPANY	DATE
1301 U St., NW	\$119.0	\$626,316	Equity Residential	TIAA-CREF	Pending
1600 Maryland Ave., NE	\$94.9	\$369,407	Westbrook Partners JV Kettler	Clark Realty Capital	Q1 2016
5210 3rd St., NE	\$82.7	\$268,506	Ivanhoe Cambridge	Rockwood Capital JV Greystar Management	Q2 2016
950 24th St., NW	\$78.3	\$397,433	Varsity Investment Group	South Decatur Inc.	Q2 2016
2011 15th St., NW	\$53.6	\$558,333	Berkshire Income Realty	Bozzuto Group NV Commercial	Q3 2016
1705 E. Capitol St., NW	\$47.0	\$333,333	Bell Partners	JBG Tritec Real Estate Co.	Q3 2016
2601 Virginia Ave., NW	\$36.0	\$180,000	Urban Investment Partners JV JP Morgan	George Washington University	Q3 2016
2651 16th St., NW	\$16.5	\$187,500	Akelius Residential AB	William Calomiris Co	Q2 2016
1840 Columbia Rd., NW	\$12.8	\$1,065,750	Bernstein Management	Cadence DC LLC	Q2 2016
2900 Adams Mill Rd., NW	\$8.5	\$197,674	Akelius Residential AB	Adams Mill Enterprises LLC	Q1 2016

Source: CBRE Research, CoStar, Real Capital Analytics; October 2016.



D DEVELOPMENT OVERVIEW

DC DEVELOPMENT GROUNDBREAKINGS (AUGUST 2016, SQ. FT. IN MILLIONS)¹



SUMMARY OF PROJECTS (AUGUST 2016)

	PROJECTS	SQ. FT.	ESTIMATED VALUE (\$B)
Completed	1,232	159,922,955	\$49.7
2001	79	10,863,811	\$2.2
2002	85	9,311,374	\$2.2
2003	95	11,410,828	\$3.1
2004	95	11,483,445	\$2.7
2005	87	10,153,302	\$2.4
2006	102	12,941,180	\$3.7
2007	73	11,621,355	\$3.6
2008	82	12,178,351	\$4.1
2009	86	12,248,868	\$4.4
2010	52	7,977,660	\$2.5
2011	56	5,615,403	\$2.3
2012	66	7,512,581	\$2.4
2013	78	11,313,101	\$4.7
2014	71	11,533,842	\$4.6
2015	69	6,502,785	\$2.7
2016 YTD	56	7,255,069	\$2.1
Under Construction	166	27,625,456	\$11.8
2016 delivery	59	6,421,233	\$2.9
2017 delivery	75	12,954,304	\$5.1
2018 delivery	29	7,068,179	\$3.2
2019 delivery	3	1,181,740	\$0.5
Pipeline	414	126,765,154	\$37.8
Near Term	134	18,839,154	\$6.6
Medium Term	129	19,683,801	\$5.1
Long Term	151	88,242,199	\$26.2

1. All projects

DEVELOPMENT OVERVIEW



PROJECTS COMPLETED (2001–AUGUST 2016)

	# OF PROJECTS	SQ. FT.	UNITS	ROOMS
Office	255	53,557,282	--	--
Retail	339	7,350,419	--	--
Residential	574	61,018,905	61,011	--
Hospitality	184	18,046,283	--	15,165
Education	192	17,088,606	--	--

Total Estimated Value of Projects: \$49.7 billion



159.9 MILLION

Square Feet Completed

PROJECTS UNDER CONSTRUCTION

	# OF PROJECTS	SQ. FT.	UNITS	ROOMS
Office	30	6,587,440	--	--
Retail	69	1,513,197	--	--
Residential	99	13,046,459	14,847	--
Hospitality	32	4,356,767	--	2,938
Education	10	1,431,216	--	--

Total Estimated Value of Projects: \$11.8 billion



27.6 MILLION

Square Feet Under Construction

PROJECTS NEAR TERM

	# OF PROJECTS	SQ. FT.	UNITS	ROOMS
Office	27	3,938,573	--	--
Retail	60	1,196,466	--	--
Residential	84	10,189,356	11,241	--
Hospitality	23	1,226,932	--	729
Education	8	1,863,426	--	--

Total Estimated Value of Projects: \$6.6 billion



18.8 MILLION

Square Feet Near Term

PROJECTS MEDIUM TERM

	# OF PROJECTS	SQ. FT.	UNITS	ROOMS
Office	20	3,596,887	--	--
Retail	67	1,045,002	--	--
Residential	100	12,722,525	13,921	--
Hospitality	23	2,038,537	--	829
Education	6	125,000	--	--

Total Estimated Value of Projects: \$5.1 billion



19.7 MILLION

Square Feet Medium Term

PROJECTS LONG TERM

	# OF PROJECTS	SQ. FT.	UNITS	ROOMS
Office	55	28,293,531	--	--
Retail	86	3,671,286	--	--
Residential	87	37,887,598	37,680	--
Hospitality	27	2,943,378	--	3,219
Education	18	3,128,975	--	--

Total Estimated Value of Projects: \$26.2 billion

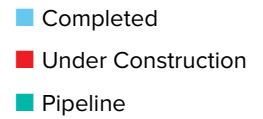


88.2 MILLION

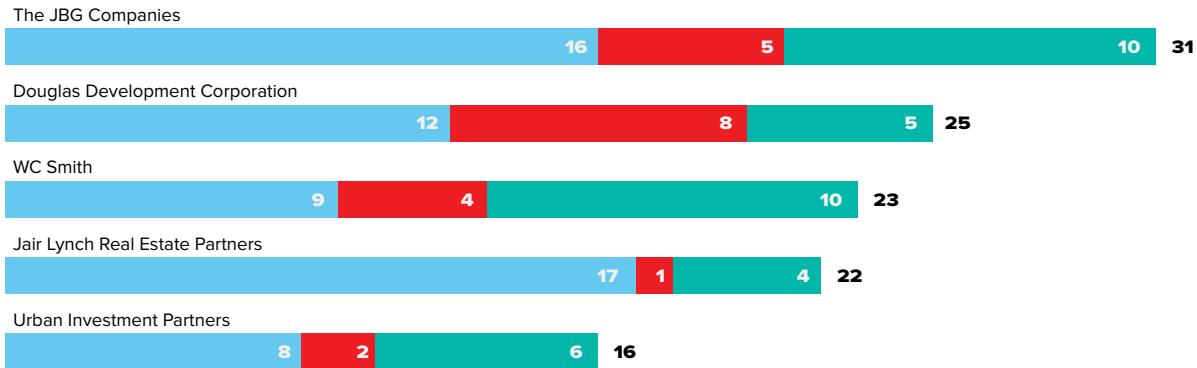
Square Feet Long Term

D DEVELOPMENT OVERVIEW

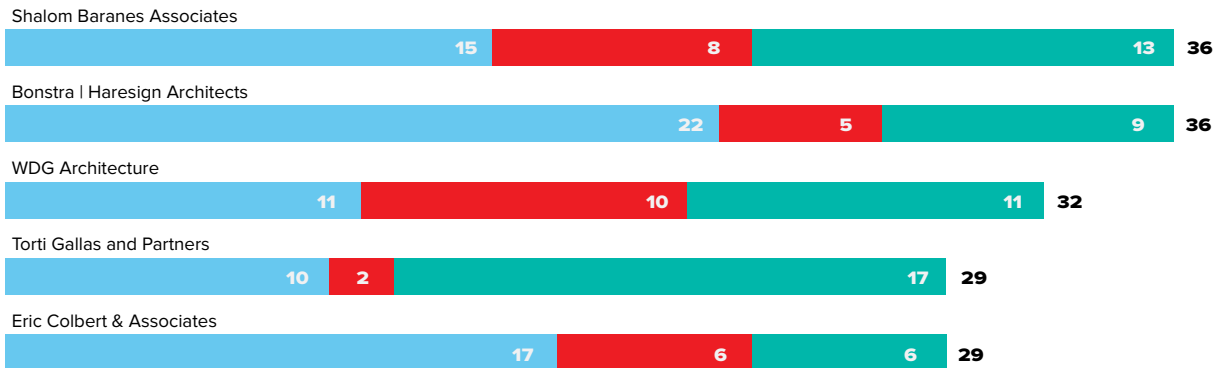
The figures below list the developers, architects and contractors that have been the most active in contributing to DC's development activity since 2011.



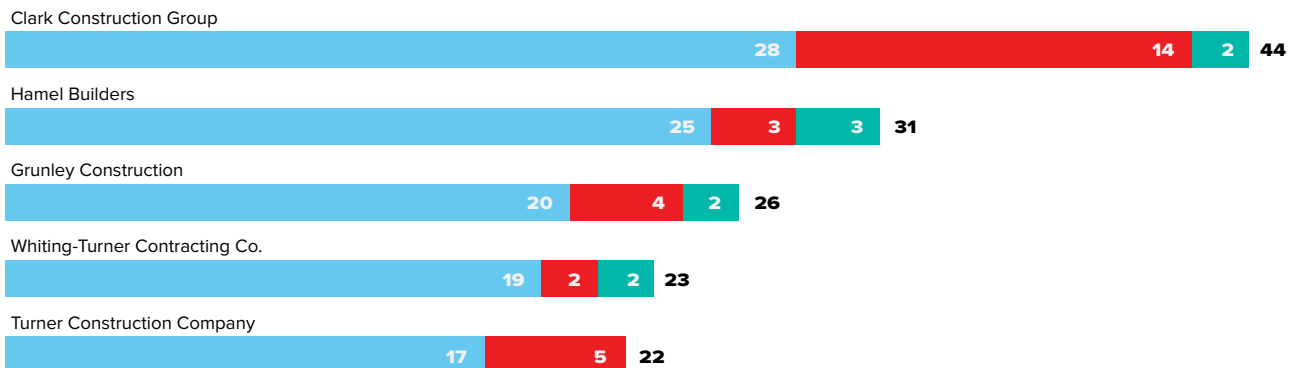
MOST ACTIVE DEVELOPERS SINCE 2011 (# OF PROJECTS)¹



MOST ACTIVE ARCHITECTS SINCE 2011 (# OF PROJECTS)¹



MOST ACTIVE GENERAL CONTRACTORS SINCE 2011 (# OF PROJECTS)¹



¹ projects completed since January 2011, under construction or in the pipeline as of August 2016 (excludes government agencies and colleges/universities)

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OFFICE DEVELOPMENT IN WASHINGTON, DC

OFFICE

OFFICE

By: Tim Whitebread, Research Analyst, CBRE

Washington, DC's office market is one of the largest and most active in the United States. It is buoyed by the federal government and legal industry occupancies while still attracting a diverse tenant base.

OFFICE RBA INVENTORY¹

124.5M

Square Feet (Q3 2016)

NET ABSORPTION¹

258K

Square Feet (Q4 2015-Q3 2016)

OFFICE VACANCY RATE¹

11.8%

Q3 2016 (Direct + Sublease)

OVERALL AVG. ASKING RATE¹

\$52.68

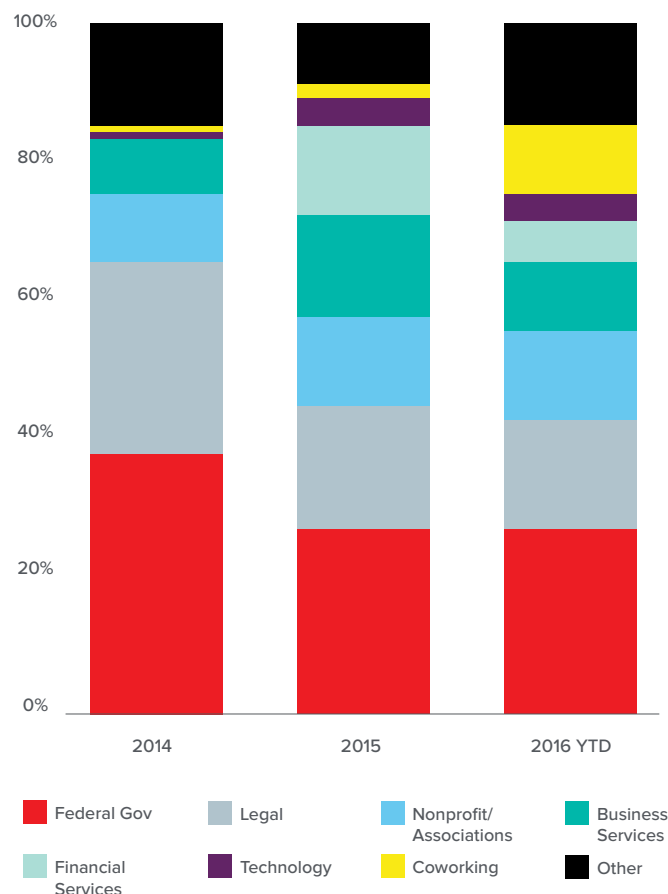
Q3 2016, FS

The DC market saw employment growth in 2016 which has translated into 177,529 sq. ft. of positive net absorption year-to-date (as of Q3 2016) despite workplace densification and consolidation. However, overall leasing velocity has dropped by 21% year-to-date when compared to Q1-Q3 2015, and rental rates have fallen \$0.70 per sq. ft.

Not surprisingly, the federal government is the largest user of space in DC, occupying roughly 27% of all leased space. Uncertainty surrounding the forthcoming presidential elections has muted government leasing activity, exemplified by a 16.8% reduction in total government leasing activity year-to-date when compared to Q1-Q3 2015. GSA tenants have also been extending existing leases on a short-term basis. The GSA is estimated to have approximately 12.3 million sq. ft. of large space (50,000 sq. ft. plus tenants) expiring between 2017 and 2021, which may have a significant impact on DC's office market as they downsize requirements and move tenants into federally owned space.

While the DC office market has traditionally been driven by the federal government and legal industry, recent trends point to a diversification of the tenant base. In 2015, the Business Services, Technology, Aerospace and Defense, and Co-working sectors together accounted for 23.4% of leasing velocity. The same industries have contributed 27.3% of leasing activity year-to-date. The rebounding economy, coupled with DC's strong talent and amenity base, has played an important role in attracting a variety of tenants to the nation's capital.

TENANT DIVERSIFICATION: SIGNED LEASES (2014-YTD 2016)



1. CBRE (Q3 2016)

Source: CBRE Research, Q3 2016.



The co-working sector has gained momentum in DC in 2016, accounting for 10% of total leasing activity as of Q3 2016, as opposed to 2% for the whole of 2015. There are currently over 70 co-working locations in DC, occupying nearly 1% of the total office inventory. This burgeoning sector has counteracted much of the occupancy loss by government agencies and law firms, and contributed 211,000 sq. ft. of positive absorption as of Q3 2016. The government and legal sectors have contracted by 188,000

sq. ft. and 22,000, sq. ft. respectively during the same period. Co-working firms have leased large blocks of space in high quality office product this year, including WeWork's 117,000 sq. ft. lease at Metropolitan Square, MakeOffice's 44,000 sq. ft. prelease at The Wharf, and Spaces' 44,000 sq. ft. prelease at Uline Arena. Co-working, among other non-traditional sectors, is expected to drive occupancy gains.

CO-WORKING LEASES IN WASHINGTON DC (Q1 2016-Q3 2016)

TENANT	ADDRESS	SUBMARKET	SQ. FT.	DATE	DEAL TYPE
WeWork	655 15th St., NW	East End	117,769	Q1 2016	New
Make Offices	2201 Wisconsin Ave., NW	Uptown	45,043	Q3 2016	New
Spaces	1140 3rd St., NW	NOMA	44,302	Q1 2016	New
MakeOffices	800 Maine Ave., SW	Southwest	43,880	Q2 2016	Prelease
MakeOffices	1015 15th St., NW	East End	35,184	Q1 2016	New
The Yard	700 Pennsylvania Ave., SE	Capitol Hill	31,486	Q3 2016	Prelease
AdvantEdge Business Centers	2101 L St., NW	CBD	23,312	Q2 2016	Expansion
Regus	1101 Pennsylvania Ave., NW	East End	20,478	Q1 2016	New
WeWork	1875 Connecticut Ave., NW	CBD	18,000	Q1 2016	Expansion

Source: CBRE Research, Q3 2016

After contributing 537,000 sq. ft. of net absorption in 2015, non-profits and business associations have contributed 52,000 sq. ft. as of Q3 2016. The majority of this growth is due to non-profits selling owned buildings and moving to leased space. The Humane Society of the United States sold 2100 L Street, NW and moved into 1250 23rd Street, NW in Q1 2016. Another example is the American Coating Association, who leased 17,500 sq. ft. at 901 New York Avenue, NW after selling 1500 Rhode Island Avenue, NW in February 2016. Most notably, the American Association for Retired Persons signed for 105,000 sq. ft. of swing space at 650 Massachusetts Avenue, NW while its headquarters at 601 E Street, NW is being renovated. Non-profits and business associations continue to be a driver of demand, with 55% of all leases signed since 2015 involving growth and net new demand.

The market continues to observe a "flight to quality" with leasing activity dominated by Trophy and Class A product. Trophy buildings delivered since 2008 boast a 9.2% vacancy rate, compared to DC's overall 11.8% rate, epitomizing the demand for first-class office space.

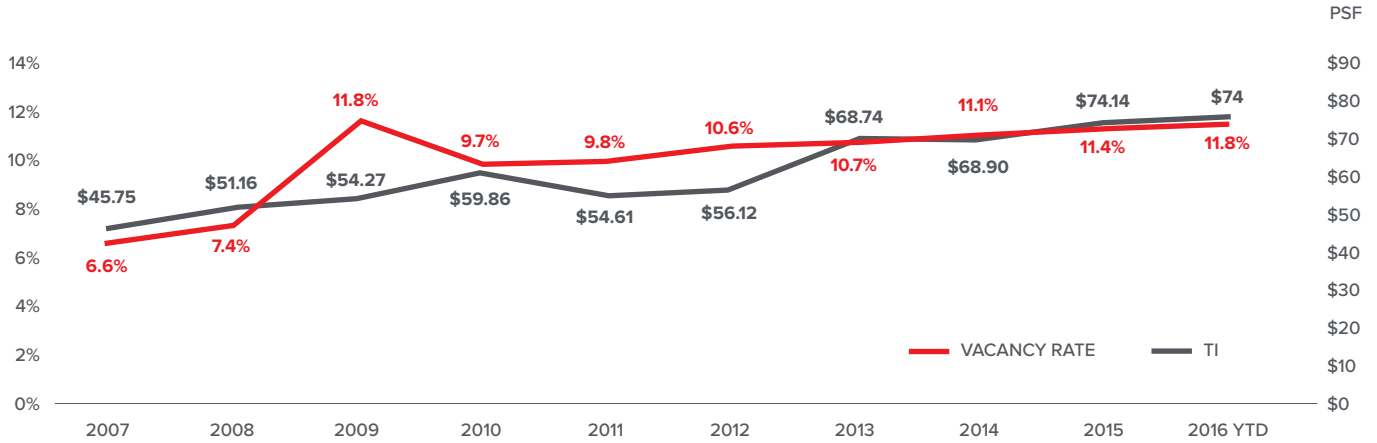


As tenants continue to downsize and new product is delivered to the market, landlords are taking steps to attract and/or retain current tenants by offering rich concession packages via rent abatement and tenant improvement allowance (TIA). DC's supply and demand dynamics has forced landlords to offer the highest TIA of any market in the country averaging \$74 per sq. ft., irrespective of the fact that DC has below-average fit-out costs of \$150 per sq. ft. Current rent abatements are approximately one month free per year of term.



DEVELOPMENT OVERVIEW

OFFICE CONCESSION PACKAGES IN DC

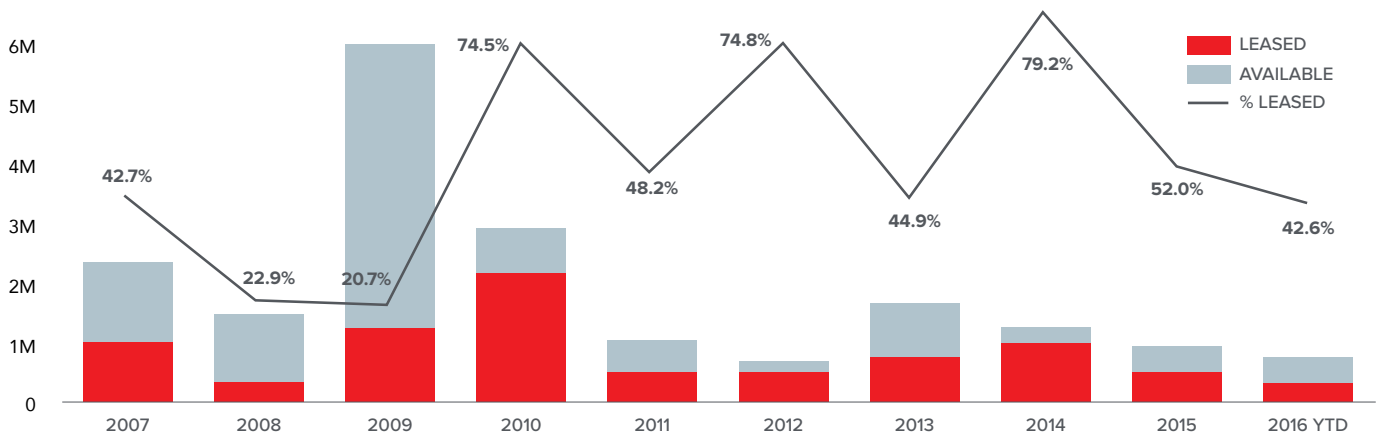


Source: CBRE Research, Q3 2016

Construction activity in DC is on the rise in 2016, with 1.8 million more private square feet under construction as the same period in Q3 2015. Mega-projects like The Wharf and Capitol Crossing are underway and will add new, trophy-level office product to the market, as well as retail and residential space. Four private office buildings have been delivered to the market year-to-date, totaling 740,000 sq. ft., with another 12 properties totaling 4.0 million sq. ft. currently under construction. As tenants continue to seek high-quality, efficient office space, properties under construction are currently 47.1% preleased. The desire for high-quality space has also prompted speculative office development in DC, with eight buildings currently under construction, which will deliver just over two million square feet to the market through 2018.

“Construction activity in DC is on the rise in 2016, with 1.8 million more private square feet under construction as the same period in Q3 2015.”

NEW OFFICE DEVELOPMENT HISTORICAL LEASING (SQ. FT.)²



2. CBRE Research (Q3 2016)



TOP 30 LARGEST DC OFFICE LEASES SIGNED (Q1 2016-Q3 2016)

TENANT	ADDRESS	SUBMARKET	SQ. FT.	DATE	DEAL TYPE
GSA-DoJ Civil Division	1100 L St., NW	East End	217,000	Q3 2016	Renewal/Expansion
Federal Reserve Board	International Square (multiple bldgs)	CBD	130,000	Q2 2016	Renewal/Expansion
WeWork	655 15th Street, NW	East End	117,769	Q1 2016	New
GSA - Bureau of Prisons	370 L'Enfant Plaza	Southwest	115,341	Q1 2016	New
Cleary Gottlieb	2112 Pennsylvania Avenue, NW	CBD	115,000	Q1 2016	Prelease
EY	1101 New York Ave., NW	East End	107,825	Q2 2016	Renewal
AARP	650 Massachusetts Ave., NW	East End	105,562	Q3 2016	New
FTI Consulting	555 12th St., NW	East End	93,507	Q3 2016	New
GSA-Veterans Affairs	801 Eye St., NW	East End	86,927	Q3 2016	Renewal
GSA-Dept of Energy	950 L'Enfant Plaza, SW	Southwest	66,690	Q2 2016	Renewal
GSA-Federal Aviation Administration	470 L'Enfant Plaza, SW	Southwest	65,734	Q2 2016	Renewal
Paul Weiss	2001 K St., NW (South Building)	CBD	62,375	Q3 2016	Renewal/Expansion
GSA-Defense Nuclear Facilities Safety Board	625 Indiana Ave., NW	East End	60,133	Q2 2016	Renewal
Nelson Mullins	101 Constitution Ave, NW	Capitol Hill	60,000	Q1 2016	Renewal
GSA-FBI	616 H St., NW	East End	57,757	Q2 2016	Renewal
Epstein Becker	1227 25th Street, NW	West End	52,000	Q1 2016	Renewal
GSA - FBI	395 E Street, NW	Southwest	49,804	Q1 2016	Renewal
Thomson Reuters	1333 H St., NW	East End	49,206	Q2 2016	Renewal
MakeOffices	2201 Wisconsin Ave., NW	Uptown	45,043	Q3 2016	New
GSA-FBI	375 E St., SW	Southwest	45,034	Q2 2016	Renewal
Alion	1100 New Jersey Ave., SE	Capitol Riverfront	45,000	Q3 2016	Renewal
Spaces	1140 3rd Street, NW	NoMa	44,300	Q1 2016	Prelease
MakeOffices	800 Maine Ave., SW	Southwest	43,880	Q2 2016	Prelease
Cornerstone Research	2001 K St., NW (North Building)	CBD	42,672	Q3 2016	Prelease
Morgan Lewis Bockius	1101 Pennsylvania Avenue, NW	East End	41,329	Q1 2016	Renewal
United Healthcare	701 Pennsylvania Ave., NW	East End	40,225	Q3 2016	Renewal
Clark Hill	1001 Pennsylvania Ave., NW	East End	38,640	Q2 2016	Sublease
DC Gov-Dept of Health	899 N Capitol St., NW	NoMA	36,319	Q3 2016	Expansion
Davis Polk & Wardwell	901 15th St., NW	East End	35,600	Q2 2016	Renewal/Expansion
MakeOffices	1015 15th Street, NW	East End	35,184	Q1 2016	New

Source: CBRE Research, Q3 2016.

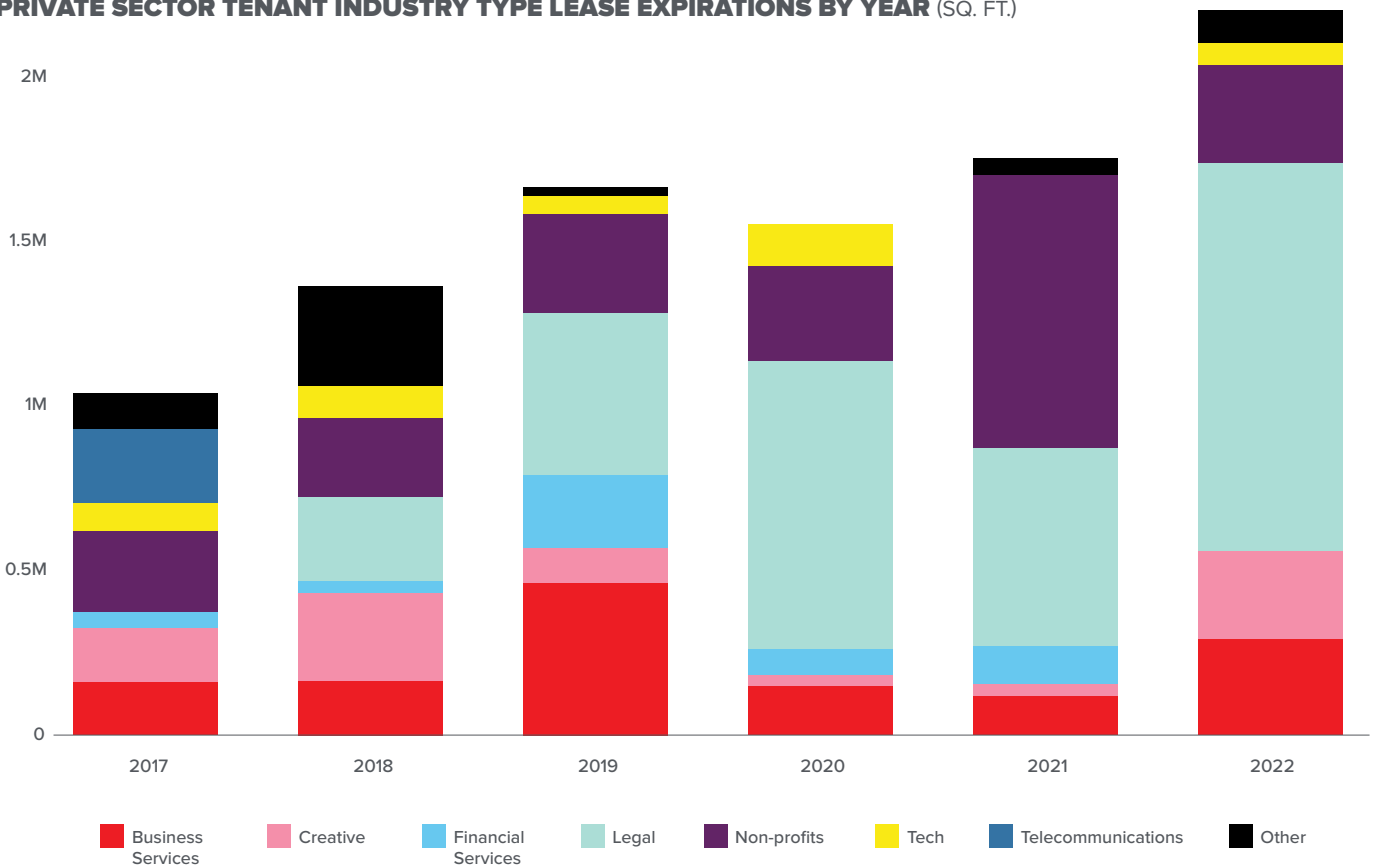


DEVELOPMENT OVERVIEW

As millennials enter the workforce and employee demographics shift, space requirements for office-using tenants are also changing. Environmental-friendly, open-plan spaces in amenity-rich buildings are quickly becoming the expectation for employees across the country, and firms are adjusting their workplaces accordingly. Firms are more focused on lowering their overhead costs than in years past, thus utilizing their

real estate more efficiently and minimizing their footprint. Technological advancements have made telecommuting more prevalent, which has also contributed to the decrease in overall space requirements. These shifting workplace strategies provide not only material cost savings, but may lead to intangible benefits such as increased productivity, higher job satisfaction, and improved employee engagement.

PRIVATE SECTOR TENANT INDUSTRY TYPE LEASE EXPIRATIONS BY YEAR (SQ. FT.)



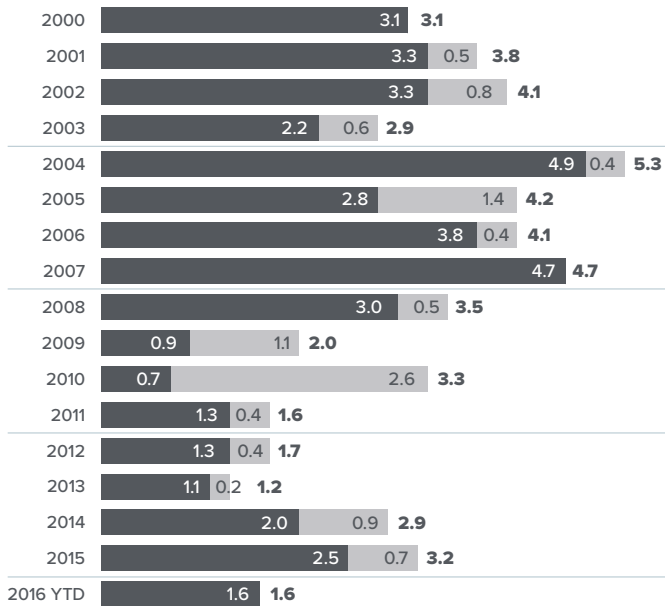
Source: CBRE Research, Q3 2016. (DC tenants, 25,000 sq. ft. or larger)

“Firms are more focused on lowering their overhead costs than in years past, thus utilizing their real estate more efficiently and minimizing their footprint.”

DEVELOPMENT OVERVIEW



OFFICE SQ. FT. AUGUST 2016 (IN MILLIONS)



GROUNDBREAKINGS

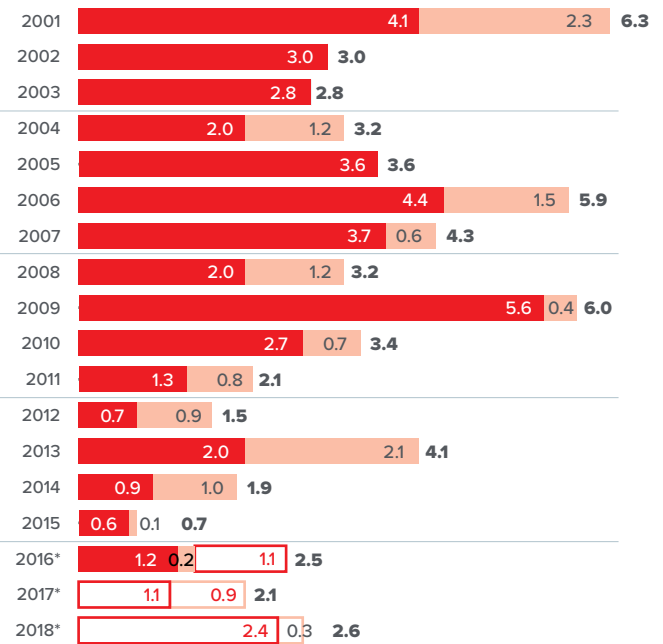
PRIVATE GOVT

COMPLETED

PRIVATE GOVT

PROJECTED

PRIVATE GOVT



*projections based on targeted delivery dates of projects under construction as of August 2016

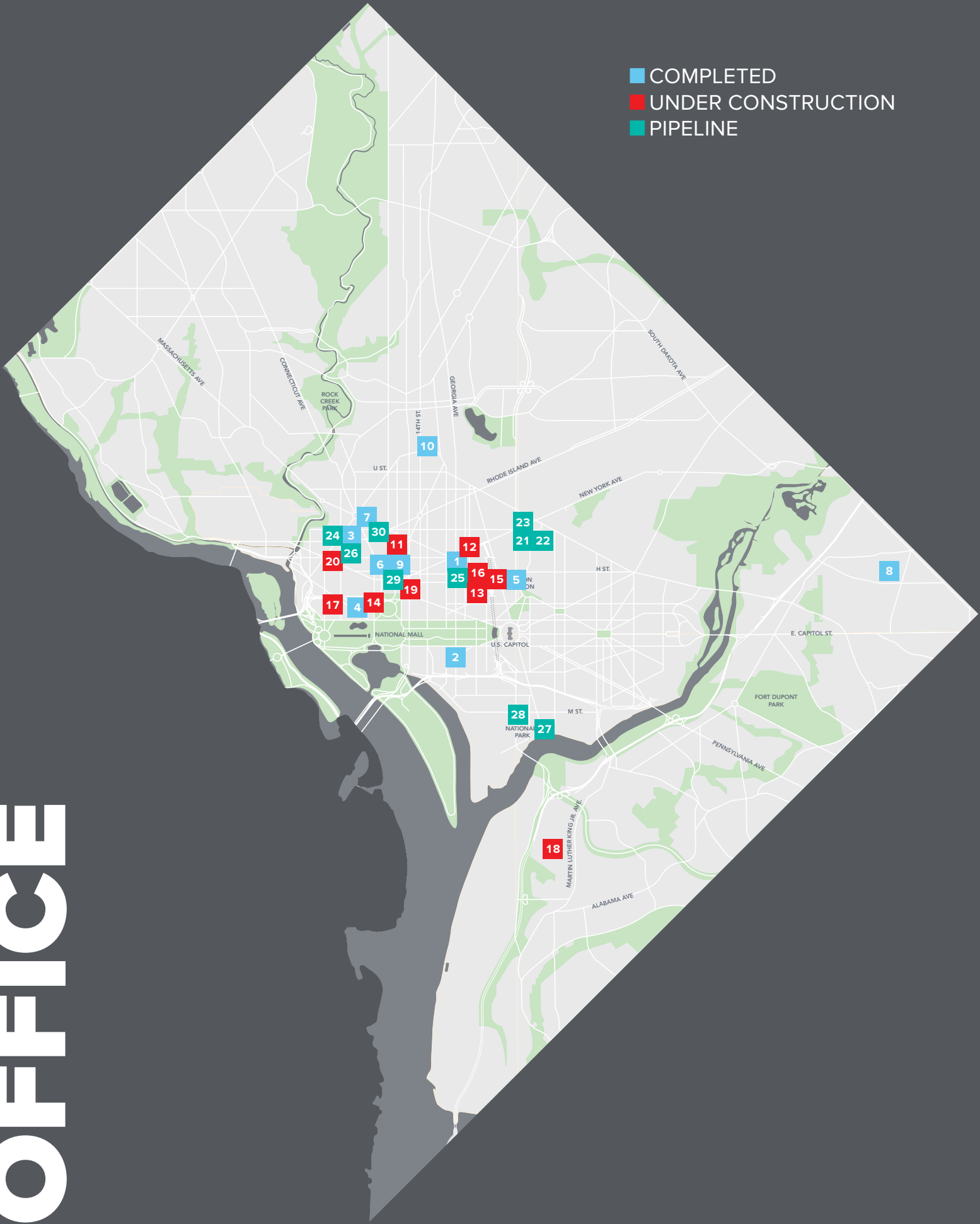
OFFICE DEVELOPMENT (AUGUST 2016)

	PROJECTS	OFFICE SQ. FT.
Completed (since 2001)	255	53,557,282
2006	25	5,926,380
2007	16	4,276,463
2008	20	3,236,473
2009	23	6,033,060
2010	10	3,408,455
2011	9	2,113,869
2012	8	1,531,946
2013	19	4,125,239
2014	11	1,925,674
2015	4	651,500
2016 YTD	12	1,389,757
Under Construction	30	6,587,440
2016 DELIVERY	8	1,084,769
2017 DELIVERY	13	2,072,910
2018 DELIVERY	7	2,643,056
2019 DELIVERY	2	786,705
Pipeline	102	35,828,991
NEAR TERM	27	3,938,573
MEDIUM TERM	20	3,596,887
LONG TERM	55	28,293,531
TOTAL	387	95,973,713



OFFICE

- COMPLETED
- UNDER CONSTRUCTION
- PIPELINE



DEVELOPMENT PIPELINE



PROJECT	WARD	LOCATION	DEVELOPER(S)	OFFICE SF	EST. VALUE (\$M) ¹	DELIVERY ²
TOP OFFICE PROJECTS COMPLETED (Q3 2015 – AUGUST 2016)						
1	601 Massachusetts Avenue	6 601 Massachusetts Ave., NW	Boston Properties	460,500	\$150	Q3 15
2	National Square	6 500 D St., SW	Trammell Crow Company	342,000	\$140	Q1 16
3	2001 M Street	2 2001 M St., NW	Brookfield	270,000		Q2 16
4	Department of the Interior (Phase VI)	2 1849 C St., NW	General Services Administration	221,357	\$60	Q2 16
5	Republic Square (Phase II)	6 660 North Capitol St., NW	Republic Properties Corporation	197,000	\$65	Q1 16
6	900 16th Street	2 900 16th St., NW	The JBG Companies	120,000		Q2 16
7	1785 Massachusetts Avenue	2 1785 Massachusetts Ave., NW	American Enterprise Institute	92,000	\$46	Q2 16
8	MPD Sixth District Headquarters	7 5002 Hayes St., NE	Department of General Services	80,000	\$25	Q3 15
9	LIUNA (addition)	2 905 16th St., NW	Laborers International Union of North America	55,505		Q2 16
10	Manhattan Laundry	1 1328–1346 Florida Ave., NW	Douglas Development Corporation	51,000		Q3 16
TOP OFFICE PROJECTS UNDER CONSTRUCTION						
11	Midtown Center	2 1150 15th St., NW	Carr Properties	820,000	\$375	Q2 18
12	655 New York Avenue	6 655 New York Ave., NW	Douglas Development Corp. / Brookfield	653,474	\$185	Q2 18
13	250 Massachusetts Avenue	2 250 Massachusetts Ave., NW	Property Group Partners / Center Place Holdings	516,665	\$275	Q3 19
14	CFPB HQ Modernization	2 1700 G St., NW	General Services Administration	503,000	\$139	Q2 17
15	200 Massachusetts Avenue	2 200 Massachusetts Ave., NW	Property Group Partners / Center Place Holdings	381,746	\$200	Q2 18
16	600 Massachusetts Avenue	2 600 Massachusetts Ave., NW	Gould Property Company / Oxford Properties Group	381,592	\$206	Q4 16
17	Harry S. Truman Building Modernization (Ph IC)	2 2201 C St., NW	General Services Administration	290,536	\$97	Q3 18
18	Center Building (DHS HQ)	8 St. Elizabeths West Campus	General Services Administration	284,000	\$155	Q3 17
19	One Freedom Plaza	2 1301 Pennsylvania Ave., NW	Quadrangle Development	270,040		Q1 19
20	2112 Pennsylvania Avenue	2 2110 Pennsylvania Ave., NW	Skanska / GWU	243,500	\$125	Q4 17
TOP OFFICE PROJECTS PIPELINE (NEAR TERM)						
21	44 & 88 M Street at Tyber Place	6 44 & 88 M St., NE	Skanska USA	540,100	\$200	
22	Four Constitution Square	6 150 M St., NE	StonebridgeCarras / Walton Street Capital	505,000	\$250	2018
23	Lacebark Alley	6 51 N St., 50 Patterson St. & 1250 1st St., NE	The JBG Companies / Brandywine Realty Trust	366,161	\$275	2018
24	2050 M Street	2 2050 M St., NW	Tishman Speyer	359,040		2019
25	Anthem Row	2 800 K St., NW	The Meridian Group	200,000		2017/18
26	2100 L Street	2 2100 L St., NW	Akridge / Argos Group	182,000	\$147	2019
27	DC Water HQ	6 125 O St., SE	DC Water	151,300	\$60	2017
28	1 M Street	6 1 M St., SE	Monument Realty	116,000		2018
29	1101 16th Street	2 1101 16th St., NW	Akridge	100,000	\$95	2017/18
30	1701 Rhode Island Avenue	2 1701 Rhode Island Ave., NW	Akridge	100,000	\$88	2018

1) may include non-office components & pipeline values may include additional phases (\$ in millions)

2) delivery date may reflect phase I delivery or final phase delivery for pipeline projects



DEVELOPMENT HIGHLIGHTS



WARD 2

600 MASSACHUSETTS AVENUE

LOCATION: 600 Massachusetts Ave, NW
DEVELOPER(S): Gould Property Company / Oxford Properties Group
ARCHITECT(S): CORE
CONTRACTOR(S): Clark Construction Group
LEED: Platinum **EST. VALUE:** \$206 million
STATUS: Under Construction
TARGETED DELIVERY: Q4 2016

SPECS: 600 Massachusetts Avenue will be a 10-story, 401,000 sq. ft. class-A office building with 19,418 sq. ft. of retail space (anchored by Farmers & Distillers). Venable will be the anchor office tenant. The project involves renovating and moving two row houses on the site.



WARD 6

655 NEW YORK AVENUE

LOCATION: 655 New York Avenue, NW
DEVELOPER(S): Douglas Development / Brookfield
ARCHITECT(S): Shalom Baranes Associates
CONTRACTOR(S): James G Davis Construction Corp.
LEED: Certified **EST. VALUE:** \$185 million
STATUS: Under Construction
TARGETED DELIVERY: 2018/2019

SPECS: 655 New York Avenue will be the new home for The Advisory Board which will lease about 500,000 sq. ft. with a 2019 move-in. The project will total 653,000 sq. ft. of office space, up to 80,500 sq. ft. of retail space, and 185 bicycle spaces.

Image courtesy of Douglas Development



WARD 6

REPUBLIC SQUARE (PHASE II)

LOCATION: 660 North Capitol Street, NW
DEVELOPER(S): Republic Properties Corporation
ARCHITECT(S): Devroux & Purnell Architects-Planners / Leo A Daly
CONTRACTOR(S): Balfour Beatty Construction
LEED: Silver **EST. VALUE:** \$65 million
STATUS: Completed
TARGETED DELIVERY: Q1 2016

SPECS: 660 North Capitol Street is the second phase of the Republic Square development. The new eight-story, 200,000 sq. ft. office building also contains 3,000 sq. ft. of retail space.



WARD 6

NATIONAL SQUARE

LOCATION: 500 D Street, SW
DEVELOPER(S): Trammell Crow Company
ARCHITECT(S): Gensler
CONTRACTOR(S): Clark Construction Group
LEED: Gold **EST. VALUE:** \$140 million
STATUS: Completed
TARGETED DELIVERY: Q1 2016

SPECS: National Square is a new 12-story, 342,000 sq. ft. office building located at the corner of 6th & D Streets, SW across the street from the L'Enfant Metrorail Station. There is potential for 10,000 sq. ft. of retail space. The previous 134,000 sq. ft. office building on the site was demolished.

Image courtesy of Gensler

DEVELOPMENT HIGHLIGHTS



Image courtesy of Property Group Partners



WARD 2

CAPITOL CROSSING

LOCATION: 200 & 250 Massachusetts Avenue, NW
DEVELOPER(S): Property Group Partners / Center Place Holdings
ARCHITECT(S): Kevin Roche John Dinkeloo & Associates / SOM / Kohn Pedersen Fox & Associates
CONTRACTOR(S): Balfour Beatty Construction
LEED: Platinum **EST. VALUE:** \$200 million
STATUS: Under Construction
TARGETED DELIVERY: Q2 18 / Q3 19

SPECS: Capitol Crossing will be a three-block, 2.2 million sq. ft. mixed-use development that will be built above I-395. The north block will contain two office buildings totaling 954,000 sq. ft. and up to 55,000 sq. ft. of retail space.



WARD 1

MANHATTAN LAUNDRY

LOCATION: 1328 - 1346 Florida Avenue, NW
DEVELOPER(S): Douglas Development
ARCHITECT(S): BLDG Architects
CONTRACTOR(S): Winmar Construction
STATUS: Completed
TARGETED DELIVERY: Q3 2016

SPECS: The three building Manhattan Laundry complex underwent a major renovation that resulted in 81,453 sq. ft. of commercial space, anchored by a 51,000 sq. ft. WeWork. The oldest building on the site was built in 1877.

Image courtesy of Gensler



WARD 2

2112 PENNSYLVANIA AVENUE

LOCATION: 2110 Pennsylvania Avenue, NW
DEVELOPER(S): Skanska / George Washington University
ARCHITECT(S): Gensler
CONTRACTOR(S): Skanska
LEED: Gold **EST. VALUE:** \$125 million
STATUS: Under Construction
TARGETED DELIVERY: Q4 2017

SPECS: Skanska is developing a 250,000 sq. ft. trophy-class office speculative project, with 6,600 sq. ft. of retail space, under a ground lease with The George Washington University. Cleary Gottlieb signed a lease for approximately half of the office space in early 2016.

Image courtesy of WDG



WARD 2

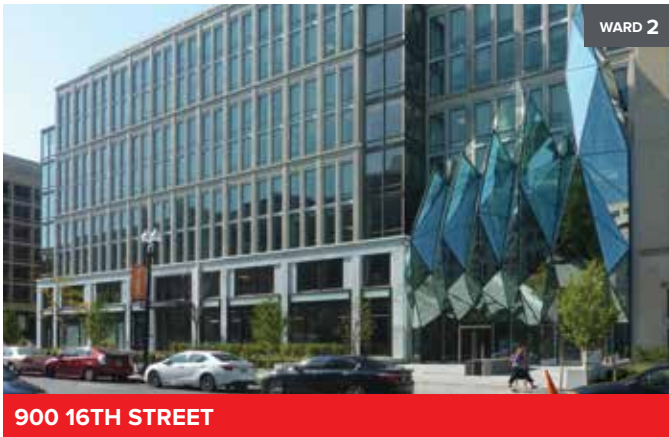
MIDTOWN CENTER

LOCATION: 1150 15th Street, NW
DEVELOPER(S): Carr Properties
ARCHITECT(S): SHoP / WDG
CONTRACTOR(S): Clark Construction Group
LEED: Gold **EST. VALUE:** \$375 million
STATUS: Under Construction
TARGETED DELIVERY: Q2 2018

SPECS: The former HQ of The Washington Post was razed and the site will be redeveloped into a 13-story, 865,000 sq. ft. office building with approximately 40,000 sq. ft. of retail space. Fannie Mae will consolidate several local offices and 3,500 employees into the new building as a primary HQ location.



DEVELOPMENT HIGHLIGHTS



900 16TH STREET

LOCATION: 900 16th Street, NW
DEVELOPER(S): The JBG Companies
ARCHITECT(S): Cooper Carry
CONTRACTOR(S): James G Davis Construction Corp.
LEED: Gold
STATUS: Completed **TARGETED DELIVERY:** Q2 2016

SPECS: 900 16th Street is a new nine-story, 140,000 sq. ft. office building with 5,100 sq. ft. of retail and an 11,722 sq. ft. church. The project was built on the former site of the Brutalist-style Third Church of Christ, Scientist and the Christian Science Monitor.



2050 M STREET

LOCATION: 2050 M Street, NW
DEVELOPER(S): Tishman Speyer
ARCHITECT(S): REX Architecture
CONTRACTOR(S): James G Davis Construction Corp.
LEED: Gold
STATUS: Near Term **TARGETED DELIVERY:** 2019

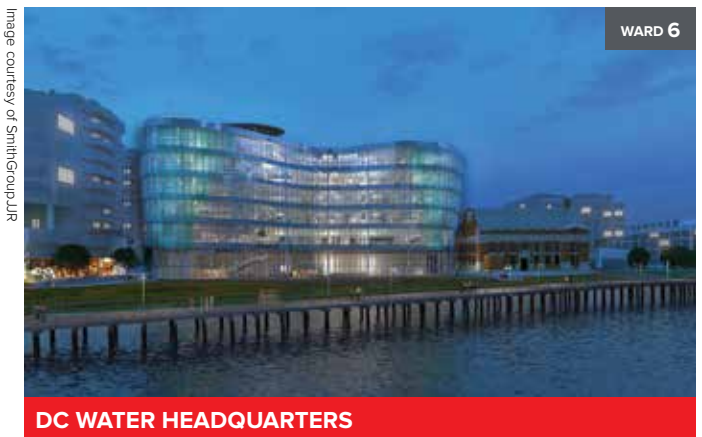
SPECS: 2050 M Street will be a new 11-story, 368,000 sq. ft. office building with about 9,000 sq. ft. of retail space. As part of the project a new 30,000 sq. ft. CBS HQ will be built (2020 M Street) and integrated seamlessly into the overall development.



1000 F STREET

LOCATION: 1000 F Street, NW
DEVELOPER(S): Douglas Development
ARCHITECT(S): Shalom Baranes Associates
CONTRACTOR(S): James G Davis Construction Corp.
LEED: Gold **EST. VALUE:** \$32 million
STATUS: Under Construction **TARGETED DELIVERY:** Q4 2016

SPECS: 1000 F Street will be an 11-story, 101,000 sq. ft. office building with 7,000 sq. ft. of ground floor retail. An existing two-story historic structure on the site will be incorporated into the development.



DC WATER HEADQUARTERS

LOCATION: 125 O Street, SE
DEVELOPER(S): DC Water
ARCHITECT(S): SmithGroupJJR
CONTRACTOR(S): Skanska
LEED: Platinum **EST. VALUE:** \$60 million
STATUS: Near Term **TARGETED DELIVERY:** Q4 2017

SPECS: DC Water plans on building a new six-story, 151,300 sq. ft. HQ office building for 350 employees on a 2.75-acre site. The new building will wrap around and be attached to the historic O Street Main Pumping Station.



Room & Board
HOME FURNISHINGS

RETAIL DEVELOPMENT IN WASHINGTON, DC

RE

TAIL

RETAIL

By: Adam Brick, Senior Research Analyst, CBRE

Washington, DC's retail sector has remained on a growth trajectory in 2016 as it continues to attract new residents and retailers. From 2010 to 2015, DC's population grew 11.1%, representing one of the largest gains among major U.S. retail cities.⁵ This increase, combined with DC's status as a gateway city, has drawn foreign investors and many new retailers in recent years.

2015 TAXABLE RETAIL & RESTAURANT SALES¹

\$12.7B

28% Increase since 2010

UNDER CONSTRUCTION²

1.5M

Retail Square Feet

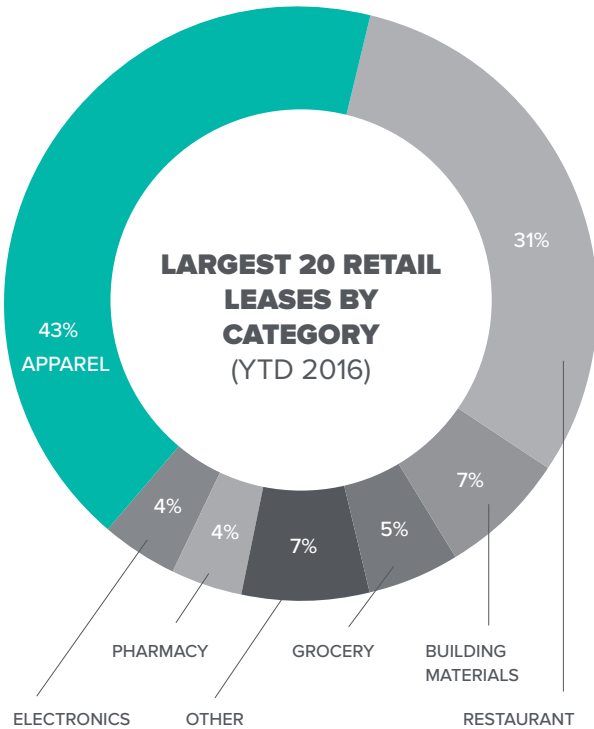
POPULATION GROWTH³

11.1%

2010-2015

DC RETAIL / RESTAURANT INCUBATORS⁴

6



Source: CBRE Research, Q3 2016 (based on sq. ft.)

A host of online retailers have entered DC as the trend of “clicks-to-bricks” has emerged locally. As national e-commerce sales increased by 15.8% year-over-year accounting for 8.1% of total retail sales⁵, many online retailers have opened brick-and-mortar locations to diversify their businesses and reach more audiences. Online retailers who have opened brick-and-mortar locations in DC in 2016 include:

RETAILER	SQ. FT.	STORE TYPE	NEIGHBORHOOD
Bucketfeet	910	shoe	Shaw
Frank+Oak	1,500	clothing	Shaw
Ministry of Supply	650	clothing	Shaw
ModCloth*	2,000	clothing	Georgetown
Tuckernuck	800	clothing	Georgetown
Warby Parker	1,700	eyewear	Shaw

*Pop-up store

Source: CBRE Research, October 2016

1. Office of the Chief Financial Officer (FY 2017 Proposed Budget & Financial Plan)

2. WDCEP Research (August 2016)

3. U.S. Census

4. WDCEP Research (August 2016)

5. U.S. Census (as of Q2 2016)

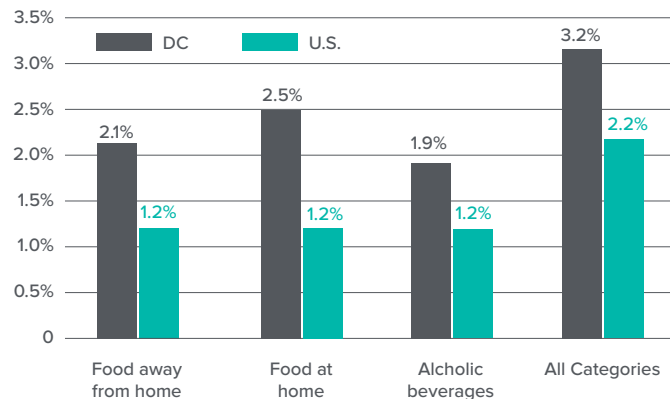
Along with “clicks-to-bricks” retailers, many established national retailers have entered DC in 2016. National and international retailers that have completed first-to-market deals this year include:

RETAILER	SQ. FT.	STORE TYPE	NEIGHBORHOOD
& Other Stories	5,600	clothing	Georgetown
Aesop	980	beauty	Shaw
COS	12,600	clothing	Georgetown
Kit and Ace	2,600	clothing	Shaw
Laudree	3,900	bakery	Georgetown
Moncler	4,500	clothing	East End
Mykita	1,000	eyewear	Georgetown
Resource Furniture	2,000	furniture	Georgetown
Truefitt & Hill	880	men's grooming	Georgetown
UBIQ	6,000	clothing	Georgetown

Source: CBRE Research, October 2016

Restaurants have proliferated in DC with over 150 openings as of September 2016.⁶ Restaurants make up 31% of the top 20 largest retail leases in DC with a number of deals being struck on the H Street Corridor, Capitol Riverfront, Shaw, and Southwest. DC was also named the 2016 “Restaurant City of the Year” by the food magazine, Bon Appetit and saw its first Michelin Guide issued in October. As seen in the chart below, the growth in consumer expenditure in DC for ‘food away from home’ is projected to nearly be double that of the national average while growth in ‘alcoholic beverage’ expenditure is expected to far outpace the U.S. average.

CONSUMER EXPENDITURE GROWTH PROJECTIONS (2016-2021): FOOD & BEVERAGE



Source: CBRE FastReport, October 2016

6. CRBE Research 7. U.S. Census

While apparel sales nationally remained fairly stagnant, DC has stayed competitive in attracting new and unique apparel retailers. Menswear retail has emerged as a growing market, with many new stores opening or announcing openings in DC. Along with openings for Bonobos, Ministry of Supply, and Ledbury, J. Crew signed a lease to open a 4,500 sq. ft. men’s store on the 14th Street Corridor. Nationally, men’s clothing stores have seen a five-year increase of 2.4% in sales compared to a 3.4% decrease for women’s stores as of June 2016.⁷

The apparel landscape is also witnessing a “barbell effect” where high-end and discount apparel retailers have performed better than those in the middle. This is evident in the two largest leases signed in 2016, discount retailers Nordstrom Rack and Saks Off 5th, both at 555 12th St., NW in the East End. Meanwhile, boutique stores have grown at a higher rate than many national retailers. This has benefited apparel & accessories retailers leasing smaller spaces, such as Tuckernuck (800 sq. ft.) and Violet Boutique (1,300 sq. ft.) in Georgetown.

In terms of location, Shaw has been a major beneficiary of citywide retail growth, as new restaurants and retailers have entered the neighborhood. The mix of new and renovated spaces has reinvented the area and attracted a diverse group of retailers. Shaw has seen intense retail development in projects aggregating over 80,000 sq. ft. of retail with another 130,000 sq. ft. in the pipeline and set to deliver by 2019.

STATUS	DELIVERY	DEVELOPMENT	RETAIL SQ. FT.	TOP RETAIL TENANTS
RECENTLY COMPLETED	2015	The Shay	29,000	Aesop, Bonobos, BucketFeet, Glen’s Garden Market, Kit + Ace, Ministry of Supply, Read Wall, Steven Alan, Warby Parker
	2015	Atlantic Plumbing	24,000	Daikaya, Declaration Pizza, Hazel, Landmark Theatre, Tasty Burger
	2014	Jefferson Market Place	14,000	La Jambe, Petco, Shaw Yoga
	2015	Gang of Three	11,000	Columbia Room, Reformation Fitness, The Dabney
CONSTR./ PIPELINE	2017	CityMarket at O (880 P St)	2,600	
	2018	655 New York Avenue	81,000	
	2019	The Griffith	52,000	Whole Foods

Source: Shaw Main Streets, CBRE Research, 2016

Central and southern Shaw has also seen a retail rebirth as the area around the Walter E. Washington Convention Center continues to attract new tenants. Six new tenants signed deals to fill out the 19,000 sq. ft. of space at the Convention Center late last year, many of which have opened or plan to open later in 2016. These include the restaurants Smoked & Stacked and Unconventional Diner, as well as Union Kitchen Grocery, Urban Athletic Club, and others. Nearby, new dining establishments such as All-Purpose (located in The Colonel building), The Columbia Room, Village Whiskey, and Monkey King (in Blagden’s Alley), and Espita Mezcaleria have opened, joining a blossoming restaurant scene in the neighborhood.

The Wharf in Southwest Waterfront has attracted many new restaurants headlined by notable chefs and restaurateurs. Del Mar, a Spanish seafood restaurant operated by restaurateurs, Fabio & Maria Trabocchi signed a lease for a two-story, indoor/outdoor space totaling 11,500 sq. ft. in September 2016.⁸ Additional restaurants in Phase I of The Wharf include the 9,800 sq. ft., La Vie, the 4,000 sq. ft., Requin, amongst others. In addition to the fine dining restaurants, CVS, Taylor Gourmet, District Hardware & Bike, and Dolcezza have all signed leases at The Wharf.

“New dining establishments such as All-Purpose (located in The Colonel building), The Columbia Room, Village Whiskey, and Monkey King (in Blagden’s Alley), and Espita Mezcaleria have opened, joining a blossoming restaurant scene in the neighborhood.”

TOP 20 RETAIL LEASES BY SQ. FT. (YTD 2016)

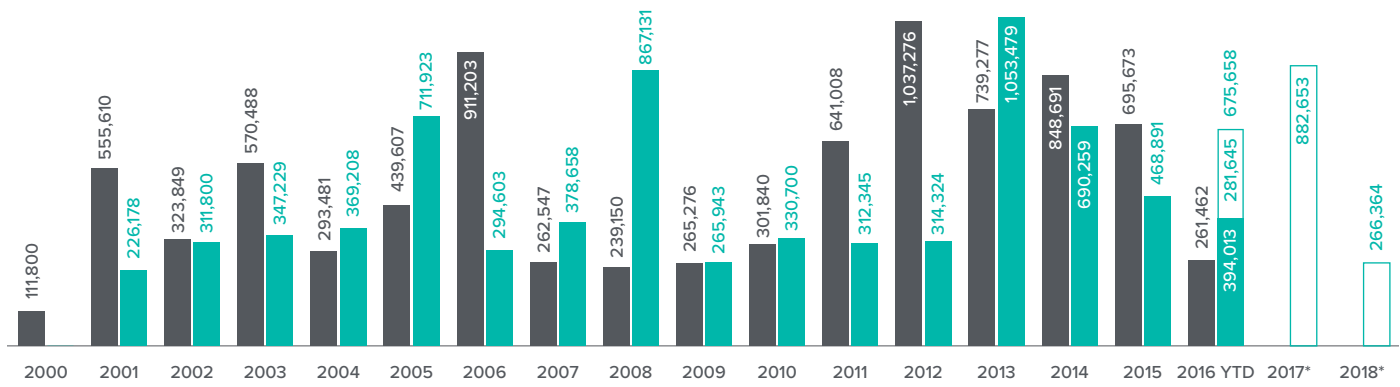
COMPANY NAME	ADDRESS	PROJECT/DEVELOPMENT	SQ. FT.	STORE TYPE	SUBMARKET
Nordstrom Rack	555 12th St., NW	555 12th St., NW	37,000	Apparel & Accessories	East End
Saks Off 5th	555 12th St., NW	555 12th St., NW	34,000	Apparel & Accessories	East End
COS	1200 Wisconsin Ave., NW	1200 Wisconsin Ave., NW	13,000	Apparel & Accessories	Georgetown
Del Mar	800-1000 Maine Ave., NW	The Wharf	12,000	Restaurant	Southwest
Crimson Diner/Room	627 H St., NW	The Pod Hotel	11,000	Restaurant	Penn Quarter
Trader Joe’s	700 Pennsylvania Ave., SE	700 Pennsylvania Ave., SE	11,000	Grocery	Capitol Hill
The Tile Shop	4530 Wisconsin Ave., NW	4530 Wisconsin Ave., NW	10,000	Building Material	Tenleytown
The Liberator	477 H St., NW	477 H St., NW	10,000	Restaurant	Penn Quarter
La Vie	800-1000 Maine Ave., NW	The Wharf	10,000	Restaurant	Southwest
Succotash	915 F St., NW	The Equitable Building	9,000	Restaurant	Penn Quarter
CVS	800-1000 Maine Ave., NW	The Wharf	9,000	Pharmacy	Southwest
Studio Xfinity	704 7th St., NW	Gallery Place	9,000	Electronics	Chinatown
Kiddies Kollege	2323 Pennsylvania Ave., NW	The Grays on Pennsylvania	8,000	Daycare	Anacostia
Church	3222 M St., NW	Georgetown Park	7,000	Restaurant	Georgetown
Escape Room Live	3345 M St., NW	3345 M St., NW	7,000	Entertainment	Georgetown
Sephora	1000 F St., NW	1000 F St., NW	7,000	Apparel & Accessories	Penn Quarter
Wahlburgers	1 Dupont Circle, NW	1 Dupont Circle, NW	6,000	Restaurant	Dupont Circle
District Hardware & Bike	800-1000 Maine Ave., NW	The Wharf	6,000	Building Material	Southwest
Proper 21	1319 F St., NW	1319 F St., NW	6,000	Restaurant	Downtown
Ubiq	3124 M St., NW	3124 M St., NW	6,000	Apparel & Accessories	Georgetown

Source: CBRE Research, Q3 2016 (all new leases, sq. ft. is rounded to nearest thousand)

8. Washingtonian, March 2016

RETAIL SQ. FT. (AUGUST 2016)

■ GROUNDBREAKING ■ COMPLETED □ PROJECTED



Source: WDCEP Research (August 2016)

*projections based on targeted delivery dates of projects under construction as of August 2016

New liquor laws have increased opportunities for restaurants and facilities in Georgetown. The Alcoholic Beverage Control Board lifted the restriction on the number of liquor permits for restaurants and multipurpose facilities in the neighborhood.⁹ Georgetown remains a major market for retail in DC with average rental rates in the \$70 - \$80 per sq. ft. range and top rents hovering around \$200 per sq. ft. Retailers continue to flock to the area with Ledbury (men's clothing), Lilly Pulitzer (clothing & accessories), Resource Furniture, and COS (clothing store) all opening stores or announcing deals in Georgetown.

In addition to the local consumer market, 2015 was the sixth consecutive year that DC set a new record for visitors. DC welcomed a record 21.3 million visitors in 2015, up 5% from 2014, including nearly two million international visitors. This accounted for \$7.1 billion dollars in aggregate visitor spending, with retail spending increasing by 4.7%. Tourist spending on food and beverages increased by 5.1% and entertainment spending increased by 5.3%.¹⁰

RETAIL DEVELOPMENT (AUGUST 2016)

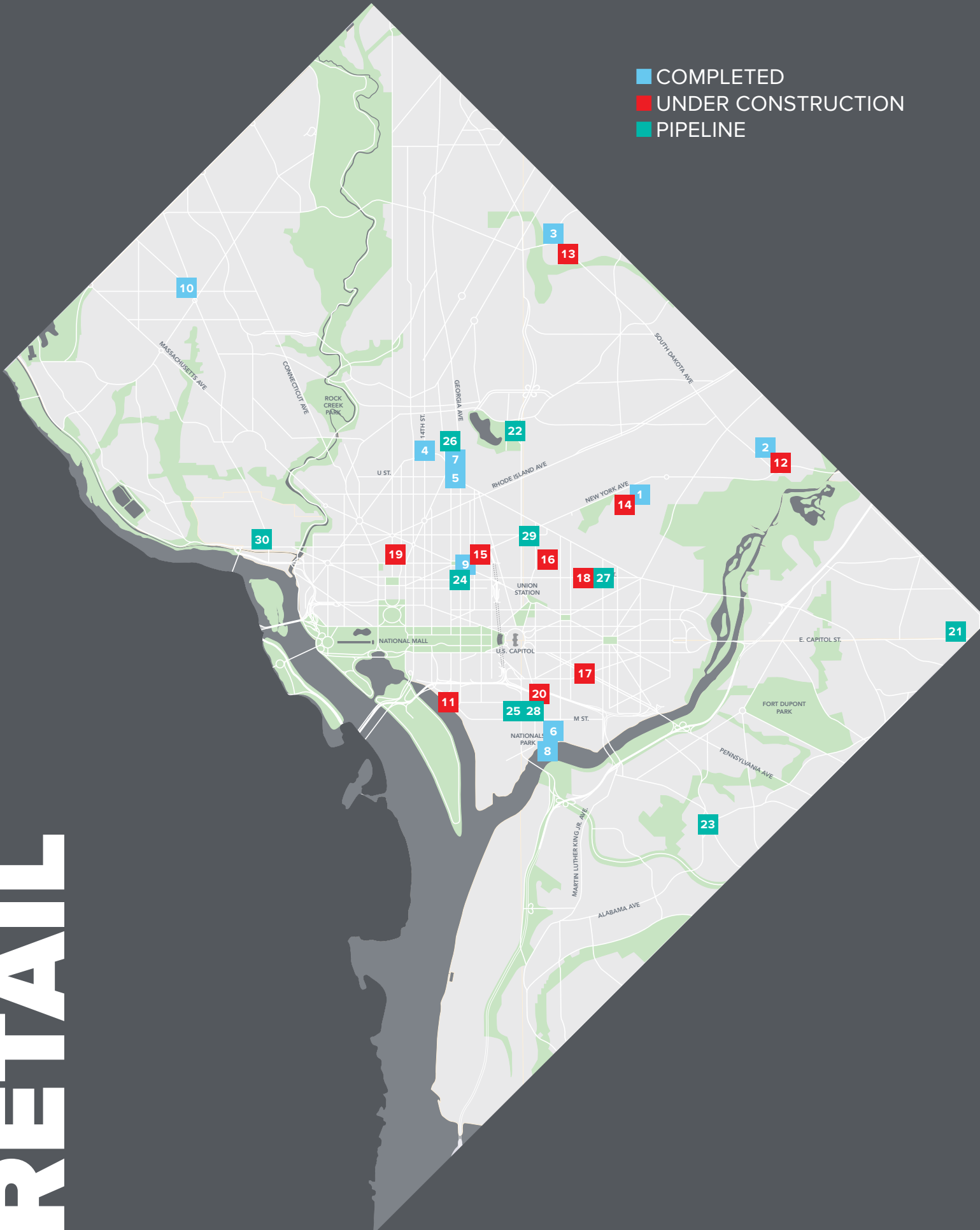
	PROJECTS	RETAIL SQ. FT.
COMPLETED	339	7,350,419
2001	18	226,178
2002	22	311,800
2003	19	347,229
2004	22	369,208
2005	26	711,923
2006	24	294,603
2007	22	378,658
2008	22	867,131
2009	27	265,943
2010	11	330,700
2011	11	312,345
2012	16	314,324
2013	26	1,053,479
2014	27	690,259
2015	25	482,626
2016 YTD	21	394,013
UNDER CONSTRUCTION	69	1,513,197
2016 DELIVERY	20	281,645
2017 DELIVERY	30	882,653
2018 DELIVERY	14	266,364
2019 DELIVERY	5	82,535
PIPELINE	213	5,912,754
NEAR TERM	60	1,196,466
MEDIUM TERM	67	1,045,002
LONG TERM	86	3,671,286
TOTAL	621	14,776,370

Source: WDCEP Research (August 2016)

9. DC Alcoholic Beverage Regulation Administration (ABRA) 10. Destination DC (August 2016)

RETAIL

- COMPLETED
- UNDER CONSTRUCTION
- PIPELINE





PROJECT	WARD	LOCATION	DEVELOPER(S)	RETAIL SF	EST. VALUE (\$M) ¹	DELIVERY ²
TOP RETAIL PROJECTS COMPLETED (Q3 2015 - AUGUST 2016)						
1	Hecht Warehouse District (Hecht Building)	5 1401 New York Ave., NE	Douglas Development Corp.	201,934	\$120	Q2 16
2	The Shops at Dakota Crossing (Lowe's)	5 2425 Market St., NE	Ft. Lincoln New Town Corp. / Trammell Crow / CSG Urban Partners	130,000	\$20	Q4 15
3	Fort Totten Square	4 South Dakota Ave. & Riggs Rd., NE	Lowe Enterprises / The JBG Companies	130,000	\$120	Q3 15
4	Manhattan Laundry	1 1328-1346 Florida Ave., NW	Douglas Development Corp.	30,000		Q3 16
5	The Shay	1 1921 & 1924 8th St., NW	The JBG Companies	28,000	\$50	Q3 15
6	Arris	6 1331 4th St., SE	Forest City Washington	20,000	\$100	Q1 16
7	Atlantic Plumbing DC	1 2112 8th St., NW	The JBG Companies / Walton Street Capital	19,000	\$100	Q4 15
8	Dock 79	6 100 Potomac Ave., SE	MRP Realty / FRP Development Corp.	18,650	\$100	Q3 16
9	601 Massachusetts Avenue	6 601 Massachusetts Ave., NW	Boston Properties	18,300	\$150	Q3 15
10	Tenley View	3 4600 Wisconsin Ave., NW	Douglas Development Corp.	17,400		Q1 16
TOP RETAIL PROJECTS UNDER CONSTRUCTION						
11	The Wharf (Ph I)	6 Southwest Waterfront	Hoffman-Madison Waterfront	190,000	\$1,200	Q4 17
12	The Shops at Dakota Crossing (Ph III)	5 New York & South Dakota Aves., NE	Ft. Lincoln New Town Corp. / Trammell Crow / CSG Urban Partners	135,000	\$60	Q1 17
13	ART Place at Fort Totten (Ph I)	5 5180 South Dakota Ave., NE	Morris & Gwendolyn Cafritz Foundation	104,701	\$125	Q2 17
14	Hecht Warehouse District (Pappas Building)	5 1401 Okie St., NE	Douglas Development Corp.	95,335	\$9	Q2 17
15	655 New York Avenue	6 655 New York Ave., NW	Douglas Development Corp. / Brookfield	80,551	\$185	Q2 18
16	Uline Arena	6 1140 3rd St., NE	Douglas Development Corp.	73,074	\$125	Q4 16
17	700 Penn	6 700 Pennsylvania Ave., SE	Stanton Development / Eastbanc / Dantes Partners	60,000	\$227	Q3 17
18	Apollo	6 610 H St., NE	Insight Property Group	59,000	\$195	Q4 16
19	Midtown Center	2 1150 15th St., NW	Carr Properties	40,000	\$375	Q2 18
20	Agora	6 800 New Jersey Ave., SE	WC Smith	39,000	\$141	Q2 17
TOP RETAIL PROJECTS PIPELINE (NEAR TERM)						
21	Capitol Gateway Marketplace	7 58th & East Capitol Sts., NE	A&R Development / DC Housing Authority	162,200	\$100	2018/19
22	McMillan Sand Filtration Site	5 North Capitol St. & Michigan Ave., NW	Jair Lynch Real Estate Partners / Trammell Crow Company / EYA / DMPED	125,000	\$720	2019
23	Skyland Town Center (Phase I)	7 Alabama Ave. & Naylor Rd., SE	Rappaport / WC Smith / Harrison-Malone / Washington East Foundation / DMPED	100,419	\$150	2019
24	Anthem Row	2 800 K St., NW	The Meridian Group	70,000		2017
25	Ballpark East	6 1201 Half St., SE	The JBG Companies	61,000		2017/18
26	The Griffith	1 965 Florida Ave., NW	MRP Realty / Ellis Development Group / Fundrise / JBG	51,540	\$120	2020
27	901 H Street	6 901 H St., NE	Rappaport / WC Smith / Lustine Realty Co.	51,500	\$150	2019
28	Half Street	6 Half & N Sts., SE	Jair Lynch Real Estate Partners / MacFarlane Partners	50,000	\$152	2018
29	Lacebark Alley	6 51 N St., 50 Patterson St. & 1250 1st St., NE	The JBG Companies / Brandywine Realty Trust	30,000	\$275	2018
30	3220 Prospect	2 3220 Prospect St., NW	McCaffery Interests	28,246		2018

1) may include non-retail components & pipeline values may include additional phases (\$ in millions)
 2) delivery date may reflect phase I delivery or final phase delivery for pipeline projects

R DEVELOPMENT HIGHLIGHTS

Visualization by Interface Multimedia



MCMILLAN SAND FILTRATION SITE

LOCATION: North Capitol Street & Michigan Avenue, NW
DEVELOPER(S): Vision McMillan (Jair Lynch Real Estate Partners/ Trammell Crow/EYA) / DMPED / DGS
ARCHITECT(S): Perkins Eastman / Shalom Baranes Associates / MV+A Architects
CONTRACTOR(S): EYA
LEED: Gold **EST. VALUE:** \$720 million
STATUS: Near-Long Term **TARGETED DELIVERY:** 2019 (ph I)

SPECS: The 24-acre site will be redevelopment into a 2.1 million sq. ft. mixed-use development. Plans call for 1.0 million sq. ft. of healthcare space, 660 residential units, 125,000 sq. ft. of retail space (anchored by a 55,000 sq. ft. Harris Teeter), 17,500 sq. ft. community center and a 6.2-acre central park.

Image courtesy of A&R Development



CAPITOL GATEWAY MARKETPLACE

LOCATION: 58th & East Capitol Streets, NE
DEVELOPER(S): A&R Development / DC Housing Authority
ARCHITECT(S): Lessard Design / Bowman Consulting
CONTRACTOR(S): Clark Builders Group
LEED: Silver **EST. VALUE:** \$100 million
STATUS: Near Term

SPECS: Plans for the 10-acre site call for approximately 167,000 sq. ft. of retail space and a five-story mixed-use building with 312 apartments and 18,000 sq. ft. of ground floor retail space. There is also a restaurant pad site available (up to 8,800 sq. ft.).

Image courtesy of Hoffman-Madison Waterfront



THE WHARF (PHASE I)

LOCATION: Southwest Waterfront
DEVELOPER(S): Hoffman-Madison Waterfront
ARCHITECT(S): Perkins Eastman / various
CONTRACTOR(S): Clark Construction / Clark Builders Group / Balfour Beatty / Donohoe
LEED: Gold **EST. VALUE:** \$1.2 billion
STATUS: Under Construction **TARGETED DELIVERY:** Q4 2017

SPECS: The 1.86 million sq. ft. Phase I will include 230,000 sq. ft. of office, 190,000 sq. ft. of retail, 870 residential units, 690 hotel rooms, 140,000 sq. ft. of cultural and entertainment space (including a 6,000 person capacity concert/event hall), and 1,475 underground parking spaces.

Image courtesy of Hines



THE PARKS AT WALTER REED

LOCATION: 6800 Georgia Avenue, NW
DEVELOPER(S): Hines / Urban Atlantic / Triden Development Group / DMPED
ARCHITECT(S): Torti Gallas & Partners
CONTRACTOR(S): Whiting-Turner Contracting Company
LEED: Silver **EST. VALUE:** \$1 billion
STATUS: Near - Long Term **TARGETED DELIVERY:** 2017/18 (ph I)

SPECS: Nearly 66 acres of the 110-acre campus will be redeveloped into 3.2 million sq. ft. of mixed-use development. The proposal calls for 2,160 residential units, 236,000 sq. ft. of retail space, 310,000 sq. ft. of office space, a 200-room hotel/conference center, education & community uses, and 20 acres of open space. The U.S. Army transferred the land to the DC government in October 2016. Full development is expected to take 10 - 20 years.

Image courtesy of Douglas Development



WARD 6

ULINE ARENA

LOCATION: 1140 3rd Street, NE
DEVELOPER(S): Douglas Development Corporation
ARCHITECT(S): Antunovich Associates
CONTRACTOR(S): James G Davis Construction Corp.
LEED: Gold **EST. VALUE:** \$125 million
STATUS: Under Construction **TARGETED DELIVERY:** Q4 2016

SPECS: The adaptive re-use of the existing 110,000 sq. ft. masonry arena building and adjacent Ice House will result in 172,000 sq. ft. of office space (anchored by Spaces) and 73,074 sq. ft. of retail space, anchored by a 51,000 sq. ft. flagship REI (10/2016 opening).

Image courtesy of WC Smith



WARD 7

SKYLAND TOWN CENTER (PHASE I)

LOCATION: Alabama Avenue & Naylor Road, SE
DEVELOPER(S): Rappaport / WC Smith / Harrison-Malone / Washington East Foundation
ARCHITECT(S): Torti Gallas & Partners
CONTRACTOR(S): WCS Construction / L. F. Jennings
LEED: Silver **EST. VALUE:** \$150 million
STATUS: Near Term **TARGETED DELIVERY:** Q3 2019

SPECS: The redevelopment of the 18.5-acre Skyland Shopping Center will result in up to 320,000 sq. ft. of retail space, 485 residential units and 1,700 parking spaces. Phase I may contain 263 apartments above approximately 85,000 sq. ft. of retail space.

Image courtesy of Stanton Development



WARD 1

THE GRIFFITH

LOCATION: 965 Florida Avenue, NW
DEVELOPER(S): MRP Realty / Ellis Development Group / JBG / Fundrise
ARCHITECT(S): PGN Architects
LEED: Silver **EST. VALUE:** \$120 million
STATUS: Near Term **TARGETED DELIVERY:** 2020

SPECS: The new 10-story development will feature 428 apartments, a 51,500 sq. ft. Whole Foods grocery store and three levels of below-grade parking.



WARD 6

700 PENN

LOCATION: 700 Pennsylvania Avenue, SE
DEVELOPER(S): Stanton Development / EastBanc / Dantes Partners / Jarvis Company
ARCHITECT(S): Esocoff & Associates
CONTRACTOR(S): Clark Construction Group
LEED: Gold **EST. VALUE:** \$227 million
STATUS: Under Construction **DELIVERY:** Q4 2016 - Q3 2017

SPECS: The site of the former Hine Junior High School will be redeveloped into 150,000 sq. ft. of office space (anchored by The Yard), 158 apartments, and 60,000 sq. ft. of retail space (anchored by a 11,000 sq. ft. Trader Joe's). The 34-unit affordable housing building is expected to be completed in Q4 2016.

R DEVELOPMENT HIGHLIGHTS

Image courtesy of Douglas Development



WARD 5

NEW CITY DC

LOCATION: New York & Montana Avenues, NE
DEVELOPER(S): Douglas Development Corporation
ARCHITECT(S): Antunovich Associates
STATUS: Long Term

SPECS: The 15-acre site could be redeveloped into 1.5 million sq. ft. of mixed-use development. Potential plans call for 550,000 sq. ft. of retail space (including 46,500 sq. ft. for an entertainment user), up to 422 apartments, 18 townhomes, a 156-room hotel and 2,800 parking spaces.

Image courtesy of WC Smith



WARD 6

AGORA

LOCATION: 800 New Jersey Avenue, SE
DEVELOPER(S): WC Smith
ARCHITECT(S): SK & I Architectural Design Group
CONTRACTOR(S): WCS Construction
LEED: Silver **EST. VALUE:** \$141 million
STATUS: Under Construction **TARGETED DELIVERY:** Q2 2017

SPECS: The Agora will consist of 334 loft-style apartment units featuring 10-foot ceilings and a 39,000 sq. ft. Whole Foods with two levels of grocery parking above the store. It is the second phase of the 1.4 million sq. ft. mixed-use The Collective master development.

Visualization by Interface Multimedia



WARD 5

ART PLACE AT FORT TOTTEN (PHASE I)

LOCATION: 5180 South Dakota Avenue, NE
DEVELOPER(S): Cafritz Foundation
ARCHITECT(S): EE&K Architects / MV+A Architects / Shalom Baranes Associates
CONTRACTOR(S): Foulger-Pratt
LEED: Silver **EST. VALUE:** \$125 million
STATUS: Under Construction **TARGETED DELIVERY:** Q2 2017

SPECS: Phase I will deliver 105,000 sq. ft. of retail space (on two levels) and 520 apartments, including 141 affordable/senior units, in three buildings. The overall development will include up to 333,550 sq. ft. of retail space and 929 residential units.



WARD 4

GEORGIA EASTERN

LOCATION: 7828 Georgia Avenue, NW
DEVELOPER(S): Douglas Development Corporation
ARCHITECT(S): Hickok Cole Architects
LEED: Gold
STATUS: Near Term **TARGETED DELIVERY:** 2019

SPECS: The existing Shepherd Park Plaza will be demolished and a new 198-unit residential building and a 56,000 sq. ft. Harris Teeter grocery store with 2,735 sq. ft. of additional retail space will be built on the site.



BRYANT STREET

LOCATION: 680 Rhode Island Avenue, NE
DEVELOPER(S): MRP Realty / B&R Associates
ARCHITECT(S): SK & I Architectural Design Group
LEED: Silver
STATUS: Near-Long Term **TARGETED DELIVERY:** 2019/2020 (ph I)

SPECS: The 13-acre Rhode Island Avenue Shopping Center will be redeveloped into a 1.56 million sq. ft. mixed-use project with 245,000 sq. ft. of retail space and 1,556 residential units. Phase I will consist of two buildings (closest to the Metrorail tracks) totaling 345 residential units and retail space.



SPRING VALLEY SHOPPING CENTER

LOCATION: 4850 Massachusetts Avenue, NW
DEVELOPER(S): Washington Real Estate Investment Trust
ARCHITECT(S): Bonstra | Haresign Architects
CONTRACTOR(S): Eichberg Construction
STATUS: Near Term **EST. VALUE:** \$5 million
TARGETED DELIVERY: 2017

SPECS: Plans call for a two-story, 15,000 sq. ft. commercial building to be built on the parking lot next to the Crate & Barrel. The first floor will contain 7,500 sq. ft. of retail space and the second floor could offer 7,500 sq. ft. of retail or office space.



RIA

LOCATION: Rhode Island Ave, NE & 14th St & Montana Ave, NE
DEVELOPER(S): Mid-City Financial Corporation
ARCHITECT(S): Torti Gallas & Partners
STATUS: Near Term **EST. VALUE:** \$90 million
TARGETED DELIVERY: 2019 (ph I)

SPECS: The 20-acre site that currently encompasses existing housing and a former shopping center will be redeveloped into a mixed-use neighborhood with 182,000 sq. ft. of retail space and 1,760 residential units (20% affordable). Phase I (Block 7) will include 331 residential units, including 200 senior units, and 54 bicycle spaces.



RESERVATION 13 (PHASE I)

LOCATION: 19th & Massachusetts Avenue, SE
DEVELOPER(S): Donatelli Development / Blue Skye Development / DMPED
ARCHITECT(S): GTM Architects
CONTRACTOR(S): McCullough Construction / Blue Skye Construction
LEED: Silver **EST. VALUE:** \$80 million
STATUS: Near Term **TARGETED DELIVERY:** 2019

SPECS: The proposed development consists of two buildings totaling 353 apartments (30% affordable), 20,000 sq. ft. of retail space and 119 bicycle spaces.

R DEVELOPMENT HIGHLIGHTS

Conceptual image courtesy of Redbrick LMD



WARD 8

SAINT ELIZABETHS EAST (PHASE I)

LOCATION: Saint Elizabeths East Campus
DEVELOPER(S): Redbrick LMD / Gragg Cardona Partners / DMPED
ARCHITECT(S): Perkins Eastman / Cunningham + Quill Architects
STATUS: Near Term **EST. VALUE:** \$240 million
TARGETED DELIVERY: Q2 2019

SPECS: The redevelopment vision for the 183-acre East Campus calls for up to five million sq. ft. of mixed-use development. The 15.8-acre Phase I will focus on the land closest to the Congress Heights Metrorail Station and may include a 171,000 sq. ft. office building with 47,000 sq. ft. of retail space, 252 mixed-income rental units and 60 townhomes. The DC government is investing approximately \$100 million in infrastructure improvements on the campus.

Image courtesy of Trammell Crow



WARD 5

THE SHOPS AT DAKOTA CROSSING (PHASE III)

LOCATION: New York & South Dakota Avenues, NE
DEVELOPER(S): Ft. Lincoln New Town Corp. / Trammell Crow / CSG Urban Partners
ARCHITECT(S): Bignell Watkins Hasser
CONTRACTOR(S): L.F. Jennings **EST. VALUE:** \$60 million
STATUS: Under Construction
TARGETED DELIVERY: Q1 2017

SPECS: The 412,000 sq. ft. shopping center features anchor tenants such as Costco (11/2012 opening), Lowe's (12/2015 opening), and Dick's Sporting Goods (10/2016 opening). Other tenants will include Petsmart, Marshalls, and Starbucks along with neighborhood serving stores and restaurants.

Image courtesy of Hickok Cole Architects



WARD 2

ANTHEM ROW

LOCATION: 800 K Street, NW
DEVELOPER(S): The Meridian Group
ARCHITECT(S): Hickok Cole Architects
STATUS: Near Term
TARGETED DELIVERY: 2018

SPECS: The Meridian Group purchased two (800 K Street & 801 Eye Street) of the three buildings that comprise of TechWorld in 2014. The renovations to 800 K Street will result in two buildings, 700 K and 800 K, totaling 390,000 sq. ft. with 70,000 sq. ft. for retail uses.

Image courtesy of Foulger-Pratt Companies



WARD 6

PRESS HOUSE AT UNION DISTRICT

LOCATION: 301 N Street, NE
DEVELOPER(S): Foulger-Pratt
ARCHITECT(S): Torti Gallas & Partners / AA Studio
CONTRACTOR(S): Foulger-Pratt
LEED: Gold **EST. VALUE:** \$150 million
STATUS: Near Term **TARGETED DELIVERY:** Q1 2019

SPECS: Foulger-Pratt plans to build 372 residential units, 175 hotel rooms, 25,659 sq. ft. of office space and 25,327 sq. ft. of retail space on an existing industrial site. The site will be rezoned and the project will incorporate an existing historic structure.



RESIDENTIAL

DEVELOPMENT

IN WASHINGTON, DC

RESIDENTIAL DEVELOPMENT IN WASHINGTON, DC

RESIDENTIAL

By: Joe Johnson, Research Coordinator, CBRE

Washington, DC has seen its multifamily real estate market expand significantly with growth in its population, employment, and income. The estimated annual median household income of \$69,588 outpaces the national average by 22%.⁴

TOTAL DC HOUSEHOLDS¹

295,362

2015

MARKET RATE RENTAL UNITS²

132,869

Q3 2016

MARKET RATE APARTMENT VACANCY²

5.3%

Q3 2016

RESIDENTIAL UNITS UNDER CONSTRUCTION³

14,847

Between 2011 and 2015, the population in DC grew 8.4%, spurred primarily by the growth in young professionals (25 to 44 years old). This group grew 31.9% in the ten-year period between 2006 and 2015 and continues to comprise a growing share of the total population.⁵

DC's economy is steadily expanding, with job growth for the past 12 months ending September 2016 of 13,800 far surpassing the 20-year annual average of 7,900.⁶ Annual job growth in DC and the metro area is forecasted to continue this upward trend over the next five years.⁷

MARKET FUNDAMENTALS

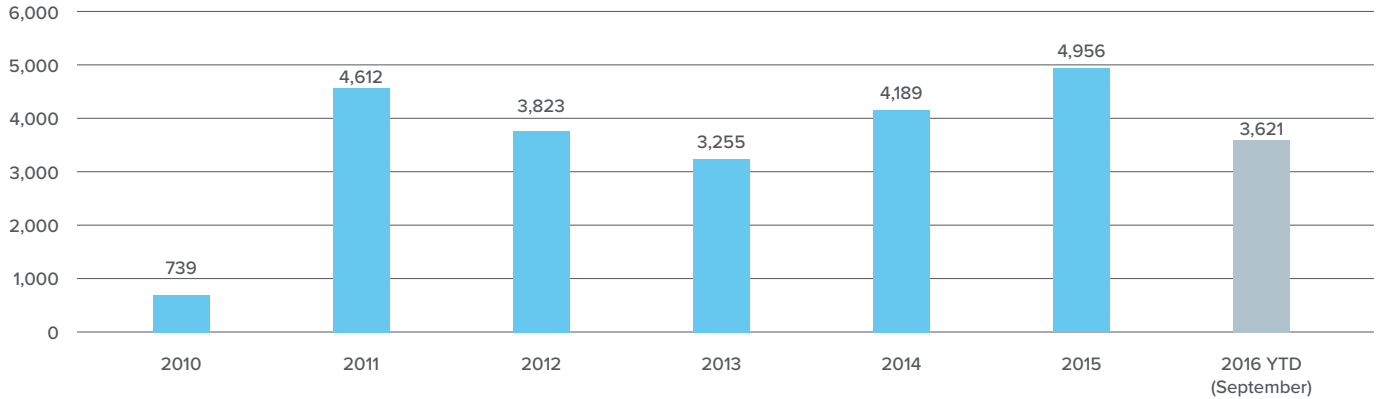
DC recorded net absorption of 2,192 market-rate rental units from Q1-Q3 2016 compared to 2,513 units at this time last year. Compared to this time last year the vacancy rate has remained constant at 5.3%.² The growth in young professionals has been the primary driver behind the strong demand for apartments in DC. Millennials living in DC are increasingly renting apartments rather than owning homes due to shifts in lifestyle preferences, as well as the impact of the recent recession and debt. Developers have responded to this demand with nearly 90% of the 14,847 residential units under construction or renovation as of August 2016 delivering as rental units.³



In regards to supply, construction activity remains high in DC with the number of building permits issued from 2010 to 2015 increasing 42% compared to the period between 2000 and 2009, as well as reaching its highest level since the 1960s.⁸ In the 12 months ending September 2016, the city has issued 5,129 housing permits, up 24.1% from a year ago.

1. District of Columbia Economic and Revenue Trends: August 2016 (data as of 2015). Households estimated by ORA based on DC Office of Planning data. 2. CoStar, Q3 2016 (may include affordable units in market-rate buildings) 3. WDCEP Research, includes major renovations (August 2016) 4. ESRI (2016) 5. U.S. Census Bureau 6. Bureau of Labor Statistics 7. Moody's Analytics 8. U.S. Census Bureau

NEW PRIVATELY OWNED HOUSING UNITS AUTHORIZED



Source: U.S. Census (Building Permit Estimates), September 2016

**BUILDING
TRENDS**

The average size of a one-bedroom apartment has been declining for the past fifteen years, dropping about 15% from approximately 850 sq. ft. in the early 2000s to around 725-750 sq. ft. today. Shrinking unit sizes helped maintain absolute rent levels, thereby generating rent growth in per square foot rental rates. Renters in DC are increasingly more focused on proximity to public transportation (e.g. Metrorail, Metrobus, etc.) and other location-based amenities.

**DC RENTAL RATES BY
NEIGHBORHOOD**

The Foggy Bottom neighborhood observed DC’s highest effective rental rate of \$2,672 during Q3 2016. The lowest effective rent of \$1,621 was seen in Anacostia. Occupancy rates remain high, ranging from 94.9% in the NW DC-Georgetown neighborhood to 97.3% in Dupont-Adams Morgan.

**MULTIFAMILY RENTAL RATES BY NEIGHBORHOOD
(Q3 2016)**

NEIGHBORHOOD	EFFECTIVE RENT	OCCUPANCY RATE
Anacostia-NE DC	\$1,621	94.7%
Brookland-Fort Totten	\$1,883	95.3%
Capitol Hill-SW	\$2,185	95.7%
Downtown-Logan Circle	\$2,612	96.0%
Dupont-Adams Morgan	\$2,146	97.3%
Foggy Bottom	\$2,672	96.2%
Howard University-Mount Pleasant-Brightwood	\$2,028	97.0%
NW DC-Georgetown	\$2,059	94.9%
Woodley Park-Cleveland Park-Van Ness	\$2,276	96.0%

Source: Axiometrics, Q3 2016.

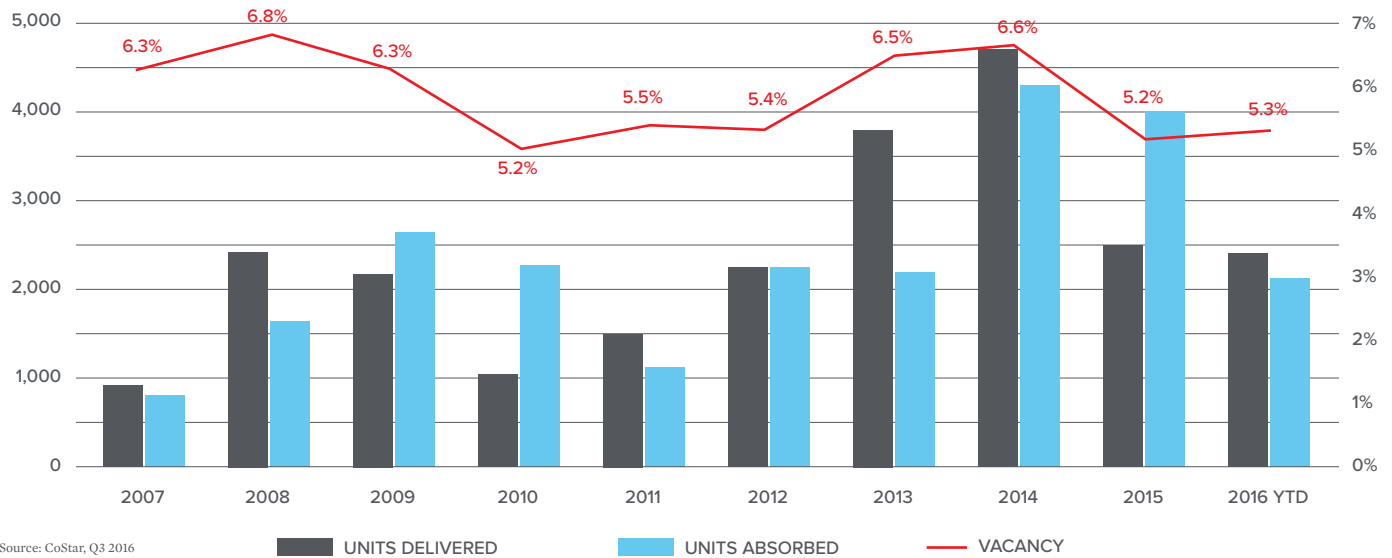
“Shrinking unit sizes helped maintain absolute rent levels, thereby generating rent growth in per square foot rental rates.”

OUTLOOK

Thanks to DC's strong employment and population growth, the multifamily real estate market remains a bright spot in the nation's capital. Absorption is poised to offset new supply for the third consecutive year while rent growth continues to be steady. However, despite the projected rise in rents and job growth in DC over the next five years, vacancy rates are expected to climb as new supply is forecasted to outpace absorption during this time period.



DC HISTORICAL RENTAL MARKET RATE ABSORPTION

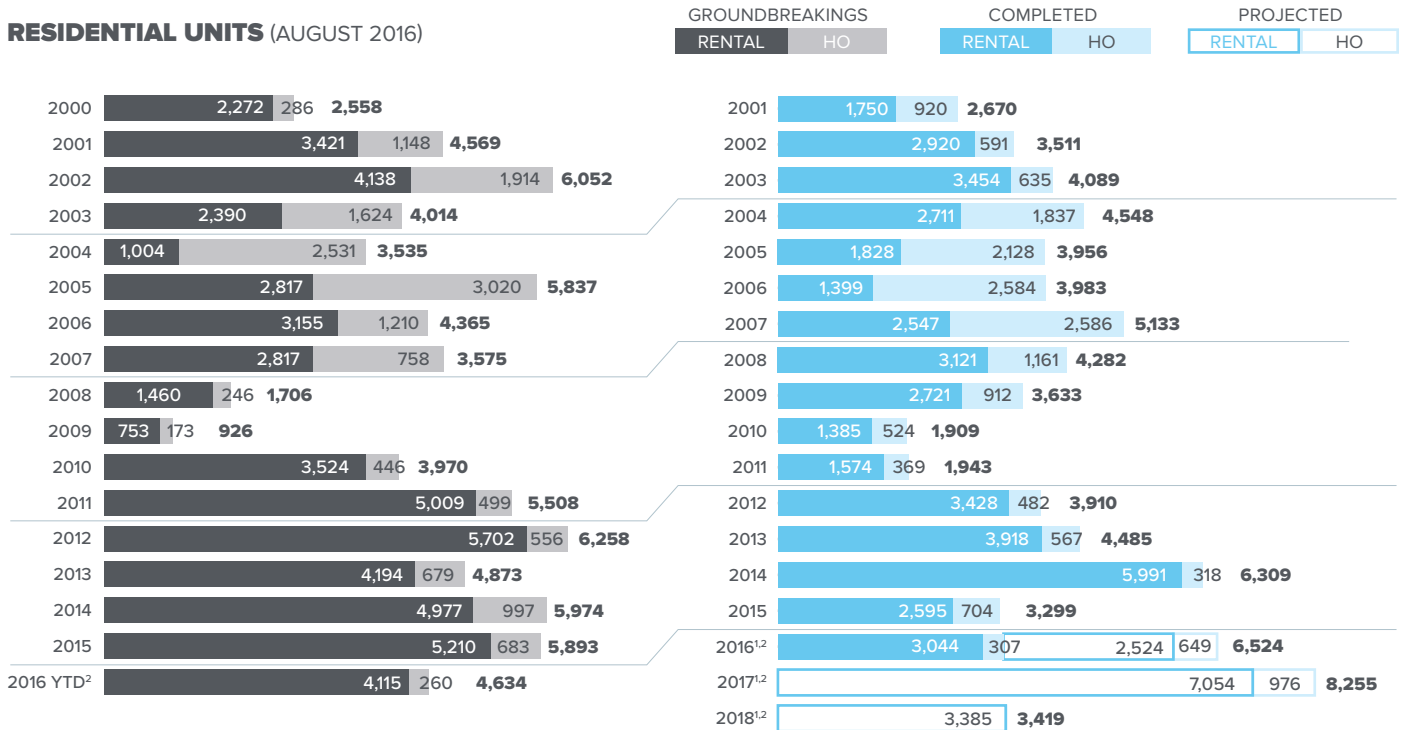


“However, despite the projected rise in rents and job growth in DC over the next five years, vacancy rates are expected to climb as new supply is forecasted to outpace absorption during this time period.”

DEVELOPMENT OVERVIEW



RESIDENTIAL UNITS (AUGUST 2016)



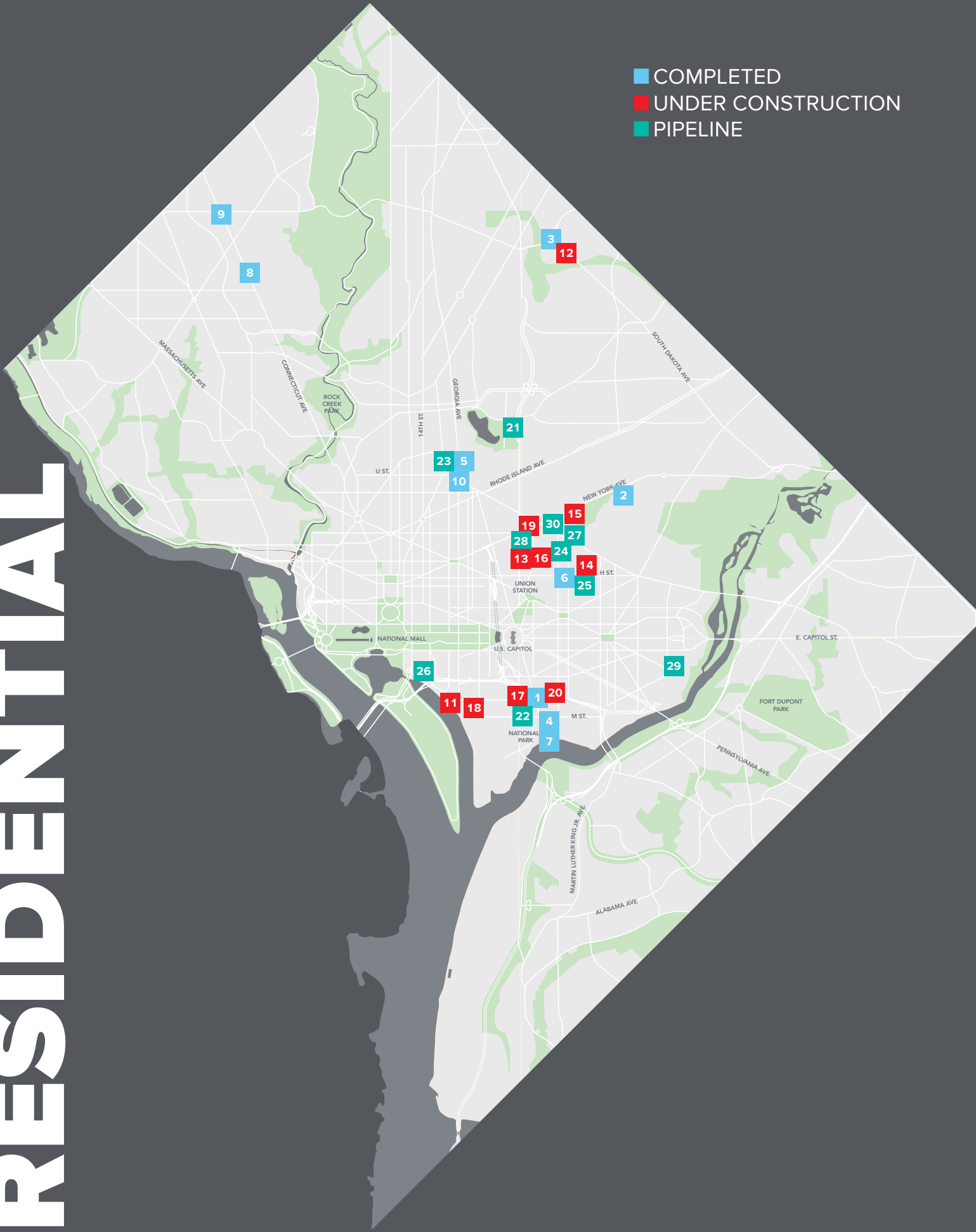
RESIDENTIAL DEVELOPMENT (AUGUST 2016)

	PROJECTS	SQ. FT.	UNITS ²	RENTAL	H.O. ³	CONDOS
COMPLETED	574	61,018,905	61,011	44,386	16,625	12,948
2001	29	2,837,032	2,670	1,750	920	409
2002	32	3,750,300	3,511	2,920	591	173
2003	47	3,936,855	4,089	3,454	635	546
2004	46	4,572,470	4,548	2,711	1,837	1,640
2005	45	4,170,870	3,956	1,828	2,128	2,061
2006	46	4,340,551	3,983	1,399	2,584	2,335
2007	50	5,825,803	5,133	2,547	2,586	2,083
2008	41	4,229,734	4,282	3,121	1,161	1,092
2009	35	3,589,130	3,633	2,721	912	718
2010	21	2,186,187	1,909	1,385	524	146
2011	22	1,899,277	1,943	1,574	369	269
2012	30	3,983,523	3,910	3,428	482	173
2013	35	3,749,803	4,485	3,918	567	463
2014	35	5,836,063	6,309	5,991	318	139
2015	37	2,899,007	3,299	2,595	704	564
2016 YTD	23	3,212,300	3,351	3,044	307	137
UNDER CONSTRUCTION	99	13,046,459	14,847	12,963	1,625	1,382
2016 DELIVERY	36	2,749,685	3,173	2,524	649	522
2017 DELIVERY	48	7,317,456	8,255	7,054	976	860
2018 DELIVERY	15	2,979,318	3,419	3,385	0	0
PIPELINE	271	60,799,479	62,842	26,099	7,089	5,912
NEAR TERM	84	10,189,356	11,241	8,660	1,749	1,200
MEDIUM TERM	100	12,722,525	13,921	9,052	2,098	1,712
LONG TERM	87	37,887,598	37,680	8,387	3,242	3,000
TOTAL	944	134,864,843	138,700	83,448	25,339	20,242

1. projections based on targeted delivery dates of projects under construction as of August 2016 2. rental and homeownership may not total to residential units due to lack of information for pipeline and under construction projects 3. includes condos/co-ops, single-family and other for-sale units

RESIDENTIAL

- COMPLETED
- UNDER CONSTRUCTION
- PIPELINE





PROJECT	WARD	LOCATION	DEVELOPER(S)	UNITS	TYPE ¹	EST. VALUE (\$M) ²	DELIVERY ³
TOP RESIDENTIAL PROJECTS COMPLETED (3Q 2015 - AUGUST 2016)							
1	Park Chelsea	6 880 New Jersey Ave., SE	WC Smith	429	R	\$150	Q1 16
2	Hecht Warehouse District	5 1401 New York Ave., NE	Douglas Development Corp.	353	R	\$120	Q2 16
3	Fort Totten Square	4 South Dakota Ave. & Riggs Rd., NE	Lowe Enterprises / The JBG Companies	345	R	\$120	Q3 15
4	Arris	6 1331 4th St., SE	Forest City Washington	327	R	\$100	Q1 16
5	Atlantic Plumbing DC	1 2112 8th St., NW	The JBG Companies / Walton Street Capital	310	R	\$100	Q4 15
6	Anthology	6 625 H St., NE	Jair Lynch Real Estate Partners	307	R	\$100	Q2 16
7	Dock 79	6 100 Potomac Ave., SE	MRP Realty / FRP Development Corp.	305	R	\$100	Q3 16
8	Park Van Ness	3 4455 Connecticut Ave., NW	Saul Centers, Inc.	271	R	\$75	Q2 16
9	5333 Connecticut Avenue	3 5333 Connecticut Ave., NW	Cafritz Interests	262	R	\$61	Q2 16
10	The Shay	1 1921 & 1924 8th St., NW	The JBG Companies	242	R	\$50	Q3 15

TOP RESIDENTIAL PROJECTS UNDER CONSTRUCTION

11	The Wharf (Ph I)	6 Southwest Waterfront	Hoffman-Madison Waterfront	870	R / O	\$1,200	Q4 17
12	ART Place at Fort Totten (Ph I)	5 5180 South Dakota Ave., NE	Morris & Gwendolyn Cafritz Foundation	520	R	\$125	Q2 17
13	AVA NoMa	6 55 M St., NE	AvalonBay	438	R	\$145	Q1 17
14	Apollo	6 610 H St., NE	Insight Property Group	431	R	\$195	Q4 16
15	Shapiro Residences	5 1270 4th St., NE	Level 2 Development / EDENS	430	R	\$150	Q4 18
16	Camden NoMa (Ph II)	6 61 Pierce St., NE	Camden Property Trust	405	R	\$130	Q1 17
17	909 Half Street	6 20 K St., SE	Ruben Companies / Related Companies	383	R	\$100	Q1 17
18	Eliot on 4th	6 1001 4th St., SW	Forest City Washington / Vornado Realty Trust	365	R	\$100	Q1 17
19	33 N Street	6 33 N St., NE	Wood Partners	346	R	\$150	Q1 18
20	Agora	6 800 New Jersey Ave., SE	WC Smith	334	R	\$141	Q2 17

TOP RESIDENTIAL PROJECTS PIPELINE (NEAR TERM)

21	McMillan Sand Filtration Site	5 North Capitol St. & Michigan Ave., NW	Jair Lynch Real Estate Partners / Trammell Crow Company / EYA / DMPED	660	R / O	\$720	2019
22	Ballpark East	6 1201 Half St., SE	The JBG Companies	438	R / O		2019
23	The Griffith	1 965 Florida Ave., NW	MRP Realty / Ellis Development Group / Fundrise / JBG	428	R	\$120	2020
24	300 M	6 300 M St., NE	The Wilkes Company	425	R	\$132	2018
25	901 H Street	6 901 H St., NE	Rappaport / WC Smith / Lustine Realty Co.	419	R	\$150	2019
26	The Portals (Ph V)	6 1331 Maryland Ave., SW	Republic Properties Corporation	393	R	\$185	2019
27	Press House at Union District	6 301 N St., NE	Foulger-Pratt	372	R	\$150	2019
28	RESA at Tyber Place	6 22 M St., NE	Skanska	326	R	\$75	2018
29	Reservation 13 (Ph I)	7 19th & Massachusetts Ave., SE	Donatelli Development / Blue Skye Development & Construction	353	R	\$80	2019
30	Highline at Union Market	5 320 Florida Ave., NE	Level 2 Development / Clark Enterprises	317	R	\$101	2019

1) R = rental; O = ownership 2) may include non-residential components
3) delivery date may reflect phase I delivery or final phase delivery for pipeline projects

R DEVELOPMENT HIGHLIGHTS

Image courtesy of Roadside Development



WARD 6

CITYMARKET AT O (880 P)

LOCATION: 880 P Street, NW
DEVELOPER(S): Roadside Development
ARCHITECT(S): Shalom Baranes Associates
CONTRACTOR(S): Clark Construction Group
LEED: Silver **EST. VALUE:** \$60 million
STATUS: Under Construction **TARGETED DELIVERY:** Q2 2017

SPECS: The final phase of City Market at O will offer 142 apartments and 2,600 sq. ft. of retail space on the southeast corner of 9th & P Streets, NW. Previous phases delivered a 75,000 sq. ft. Giant Food grocery store (2013) and 497 residential units, 12,000 sq. ft. of retail space and a 182-room Cambria Suites (2014).



WARD 5

HENDRIX

LOCATION: 1326 Florida Avenue, NE
DEVELOPER(S): Ditto Residential
ARCHITECT(S): Dep Designs
CONTRACTOR(S): Moseley Construction Group
STATUS: Under Construction **EST. VALUE:** \$14 million
TARGETED DELIVERY: Q4 2016

SPECS: Hendrix will be a new four-story, 45-unit apartment building with a mix of units ranging from 317 sq. ft. studios to 1,024 sq. ft. three-bedroom apartments.

Image courtesy of WDG



WARD 6

THE KILEY

LOCATION: 3rd & G Streets, SW
DEVELOPER(S): Urban Investment Partners / Perseus Realty
ARCHITECT(S): WDG Architecture
STATUS: Near Term
TARGETED DELIVERY: Q1 2019

SPECS: Plans call for a new residential building totaling 312 apartments to be built around the existing 289-unit Capitol Park Tower. The new eight-story building will offer a mix of studios to three-bedroom units and two levels of underground parking.

Image courtesy of Hickok Cole Architects



WARD 6

300 M

LOCATION: 300 M Street, NE
DEVELOPER(S): The Wilkes Company
ARCHITECT(S): Hickok Cole Architects / WDG Architecture
CONTRACTOR(S): HITT Contracting
LEED: Gold **EST. VALUE:** \$132 million
STATUS: Near Term **TARGETED DELIVERY:** Q4 2018

SPECS: The planned 12-story, mixed-use project will have 425 apartments, 10,000 sq. ft. of retail space, 187 parking spaces in a two-level underground garage and 197 bicycle spaces.



BARROW MILESTONE

LOCATION: 2321 4th Street, NE
DEVELOPER(S): H Street CDC / E&G Group
ARCHITECT(S): Bonstra|Haresign Architects
CONTRACTOR(S): Harkins Builders
STATUS: Completed **EST. VALUE:** \$32 million
TARGETED DELIVERY: Q2 2016

SPECS: A vacant 40,000 sq. ft. site near 4th and Rhode Island Avenue, NE was developed into a five-story, 116-unit affordable residential building with 5,100 sq. ft. of retail space.



WESTLIGHT

LOCATION: 24th & 23rd & L Streets, NW
DEVELOPER(S): Eastbanc / The JBG Companies
ARCHITECT(S): WDG Architecture / TEN Arquitectos
CONTRACTOR(S): James G. Davis Construction Corp.
LEED: Gold **EST. VALUE:** \$150 million
STATUS: Under Construction **TARGETED DELIVERY:** Q1 2017

SPECS: This new development includes 71 condos, 93 apartments in a separate tower, 7,600 sq. ft. of ground floor retail space, a 21,000 sq. ft. public library and approximately 270 below-grade parking spaces.



ATLANTIC PLUMBING DC

LOCATION: 2112 8th Street, NW
DEVELOPER(S): The JBG Companies / Walton Street Capital
ARCHITECT(S): Morris Adjmi Architects / Eric Colbert & Associates
CONTRACTOR(S): HITT Contracting
STATUS: Completed **EST. VALUE:** \$100 million
TARGETED DELIVERY: Q4 2015

SPECS: Parcels A & B of the former Atlantic Plumbing site were redeveloped into two mixed-use buildings totaling 310 apartments, 62 condos and 23,700 sq. ft. of retail space. The retail is anchored by a six-screen Landmark Theater and seven art studios.



2002 11TH STREET

LOCATION: 2002 11th Street, NW
DEVELOPER(S): Neighborhood Development Company
ARCHITECT(S): Bonstra|Haresign Architects / Freelon Group
STATUS: Near Term **EST. VALUE:** \$16 million
TARGETED DELIVERY: Q1 2018

SPECS: Potential plans for the site call for the demolition of the existing two-story commercial building and the construction of a 10-story, 28-unit residential condominium building with 2,000 sq. ft. of retail space.

R DEVELOPMENT HIGHLIGHTS



THE VILLAGES AT DAKOTA CROSSING (PH III)

LOCATION: Fort Lincoln Dr. & Commodore Joshua Barney Dr., NE
DEVELOPER(S): Fort Lincoln New Town Corporation
CONTRACTOR(S): Ryan Homes
STATUS: Completed **EST. VALUE:** \$20 million
TARGETED DELIVERY: Q3 2016

SPECS: The Villages at Dakota Crossing is a planned unit development consisting of 322 townhome and townhome style condominium units on 23 acres. The 167-unit Phase III, started in July 2013 and was completed in July 2016. The Villages at Dakota Crossing is part of Fort Lincoln New Town, a 362-acre mixed use urban renewal area.



MAPLE & WILLOW HOUSE

LOCATION: 6925 Maple & 6918 Willow Streets, NW
DEVELOPER(S): Douglas Development Corporation
ARCHITECT(S): GTM Architects
CONTRACTOR(S): CBG Building Company
STATUS: Completed **EST. VALUE:** \$17 million
TARGETED DELIVERY: Q2 2016

SPECS: Maple & Willow House are two four-story, apartment buildings totaling 99 units and three historically restored single family homes on a former vacant green lot.

Image courtesy of Gateway Partners



SHERMAN AVENUE APARTMENTS

LOCATION: 907 Barry Place, NW
DEVELOPER(S): Gateway Investment Partners / Howard University / RISE Real Estate
ARCHITECT(S): Niles Bolton Associates
CONTRACTOR(S): CBG Building Company
LEED: Gold **EST. VALUE:** \$70 million
STATUS: Under Construction **TARGETED DELIVERY:** Q2 2018

SPECS: This new development will include a six-story, 299-unit apartment building with 11,500 sq. ft. of retail space, 145 parking spaces and 118 bicycle spaces. In addition, there will be six two-story residences and 14 flats.



THE GROVE AT PARKSIDE

LOCATION: 600 Kenilworth Terrace, NE
DEVELOPER(S): Gilbane Development Company / City Interests
ARCHITECT(S): Grimm + Parker & Associates
CONTRACTOR(S): KBS Inc
STATUS: Under Construction **EST. VALUE:** \$42 million
TARGETED DELIVERY: Q4 2016

SPECS: The six-story, 186-unit affordable apartment building will offer 65 parking spaces. The unit mix will include studios, one-, two-, and three-bedroom units. Amenities include an interior courtyard, a business center, and bike storage.

DEVELOPMENT HIGHLIGHTS



THE ONE FIVE

LOCATION: 1500 Pennsylvania Avenue, SE
DEVELOPER(S): Goldstar Group
ARCHITECT(S): Bonstra | Haresign Architects
CONTRACTOR(S): Moseley Construction Group
STATUS: Under Construction **EST. VALUE:** \$7 million
TARGETED DELIVERY: Q4 2016

SPECS: The four-story multi-family residential building will contain 41 residential units (511 - 721 sq. ft.), five of which will be inclusionary zoning units. The project will also include a below-grade parking garage.



STRAND THEATER

LOCATION: 5127 - 5131 Nannie Helen Burroughs Avenue, NE
DEVELOPER(S): Washington Metropolitan CDC / The Warrenton Group / NHP Foundation
ARCHITECT(S): PGN Architects
STATUS: Medium Term **EST. VALUE:** \$28 million
TARGETED DELIVERY: 2020

SPECS: The historic Strand Theatre will become a new destination for the Deanwood neighborhood. The planned redevelopment will feature approximately 6,900 sq. ft. of retail space on the ground-level, 2,300 sq. ft. of community/business incubator space and 86 affordable residential units.



MERIDIAN HILL RESIDENTIAL

LOCATION: 2300 16th Street, NW
DEVELOPER(S): Streetscape Partners / Westbrook Partners / Meridian International Center
ARCHITECT(S): Perkins Eastman DC
LEED: Silver **EST. VALUE:** \$45 million
STATUS: Medium Term **TARGETED DELIVERY:** 2020

SPECS: The Meridian International Center has plans to redevelop an existing parking lot on their site into a 110-unit condominium building. The new building will feature conference space for Meridian International Center and will connect to the John Russell Pope's White Meyer House to the west.



HOLM

LOCATION: 1550 11th Street, NW
DEVELOPER(S): CAS Riegler
ARCHITECT(S): Hickok Cole Architects
CONTRACTOR(S): Snead Construction
STATUS: Completed **EST. VALUE:** \$20 million
TARGETED DELIVERY: Q4 2015

SPECS: Holm is a four-story, 38-unit apartment building at the northwest corner of Rhode Island Avenue and 11th Street, NW. The building includes 3,100 sq. ft. of retail space and 14 parking spaces.

Image courtesy of Perkins Eastman DC

Image courtesy of PGN Architects

R DEVELOPMENT HIGHLIGHTS



ST. STEPHENS APARTMENTS

LOCATION: 4000 Benning Road, NE
DEVELOPER(S): Washington Metropolitan CDC / Warrenton Group / Pennrose Properties
ARCHITECT(S): Wiecek + Associates
STATUS: Under Construction
TARGETED DELIVERY: Q2 2017

SPECS: Development plans call for a four-story, 71-unit affordable apartment building. The unit mix will include one- and two-bedrooms. The project plans to meet the Enterprise Green Communities criteria.



700 CONSTITUTION AVENUE

LOCATION: 700 Constitution Avenue, NE
DEVELOPER(S): Ronald D. Paul Companies / IBG Partners
ARCHITECT(S): BBGM / Architecture Inc.
CONTRACTOR(S): Donohoe Companies
LEED: Silver **EST. VALUE:** \$38 million
STATUS: Under Construction **TARGETED DELIVERY:** Q1 2017

SPECS: The vacant south wing of the former Eastern Dispensary and Casualty Hospital complex will be redeveloped into 143 apartments. The developers have a 99-year ground lease on the property.



ORE 82

LOCATION: 82 I Street, SE
DEVELOPER(S): Greystar Development / RCP Development Company
ARCHITECT(S): R2L Architects
CONTRACTOR(S): Moriarty
STATUS: Under Construction **EST. VALUE:** \$65 million
TARGETED DELIVERY: Q4 2016

SPECS: ORE 82 will be a 13-story, 227-unit apartment building (average unit size is 767 sq. ft.) with the potential for 5,800 sq. ft. of retail space.



ELIOT ON 4TH

LOCATION: 1001 4th Street, SW
DEVELOPER(S): Forest City Washington / Vornado Realty Trust
ARCHITECT(S): Perkins Eastman
CONTRACTOR(S): James G Davis Construction Corp.
LEED: Gold **EST. VALUE:** \$100 million
STATUS: Under Construction **TARGETED DELIVERY:** Q1 2017

SPECS: Eliot on 4th is an 11-story, 365-unit apartment building with 5,000 sq. ft. of retail space and two levels of underground parking. The project includes 12 rental townhomes that will be integrated into the building's first two floors.



HOSPITALITY DEVELOPMENT IN WASHINGTON, DC

HOSPITALITY CITY

HOSPITALITY

By: Kannan Sankaran, Managing Director & Bram Gallagher, Economist, CBRE

The Washington, DC metropolitan market area is the fourth largest hotel market in the U.S. (based on supply of hotel rooms) with nearly 109,000 rooms, including more than 29,000 rooms within DC.²

ANNUAL VISITORS¹

21.3M

5.4% INCREASE FROM 2014

HOTEL OCCUPANCY RATE³

77.9%

Q3 2015–Q2 2016

HOTEL ROOMS³

29,387

Q2 2016

REVPAR³

\$176.83

2016 (FORECAST)

LARGEST METRO HOTEL MARKETS (NUMBER OF ROOMS) ²			
Orlando	122,549	Atlanta	95,247
New York	112,026	Houston	81,451
Chicago	112,019	Dallas	80,744
WASHINGTON, DC	108,741	Phoenix	62,838
Los Angeles	97,862	San Diego	61,280

Source: STR (Q2 2016)

The Washington, DC hotel market has been slow to realize the recovery to revenue per available room (RevPAR) that the rest of the nation produced since the Great Recession. During 2012-2015, the U.S. saw average annual RevPAR growth of 6.5% while the DC market grew by just 3.2%. DC has shown signs of renewed vigor during the first half of 2016, and CBRE forecasts DC to have attractive gains in RevPAR over the prior year for both 2016 and 2017.

Anecdotally, operators have indicated that yield management strategies have focused on demand growth (increases in occupancy) in the past several quarters, with the anticipation that rate growth will follow. Occupancy in DC continues to beat historical records, with an average occupancy over the last four quarters (Q3 2015 to Q2 2016) at 77.9%, compared to the entire DC metro area at 71.1% and the U.S. at 65.4%.³

On the other hand, DC and the DC metro area have lagged in average daily rate (ADR) growth, respectively averaging only 1.1% and 1.0% over the past four quarters compared to 3.6% nationally.

Rate growth in the DC market has been comparatively stagnant due to construction activity that will add thousands of rooms to the hotel supply over the next few years. Despite the relatively low growth in ADR exhibited in both DC and the metro area, the indicated increases in rate have exceeded changes in the consumer price index (CPI), which has averaged 0.6% over the last four quarters, so there has been real growth in ADR during this time period. ADR growth is forecast to pick up during the second half of 2016 to an average 2.7% for the year and 5.3% for 2017.⁴ RevPAR is expected to follow suit, growing at 5.6% in 2016 and 5.2% in 2017. Growth in RevPAR will begin to slow in late 2017 as new supply enters the market.

Between the second quarter of 2010 and 2016, the DC metro market area added more than 5,000 guestrooms to the regional inventory. Based on the increase in hotel rooms available during the indicated timeframe, the DC metro market was the seventh fastest growing hotel metro market with more than 1,800 rooms added within DC alone.

1. DestinationDC (2015 Visitor Statistics) 2. STR. The data represents the supply within the broader market area represented by the indicated cities. 3. STR 4. CBRE EA, Moody's Analytics



NET INCREASE IN ROOMS IN MAJOR METRO MARKETS (Q2 2010-Q2 2016)

New York	25,656	Pittsburgh	5,210
Houston	9,059	WASHINGTON, D.C.	5,054
Austin	5,887	Denver	4,830
Miami	5,880	Dallas	4,652
Nashville	5,330	Orlando	4,373

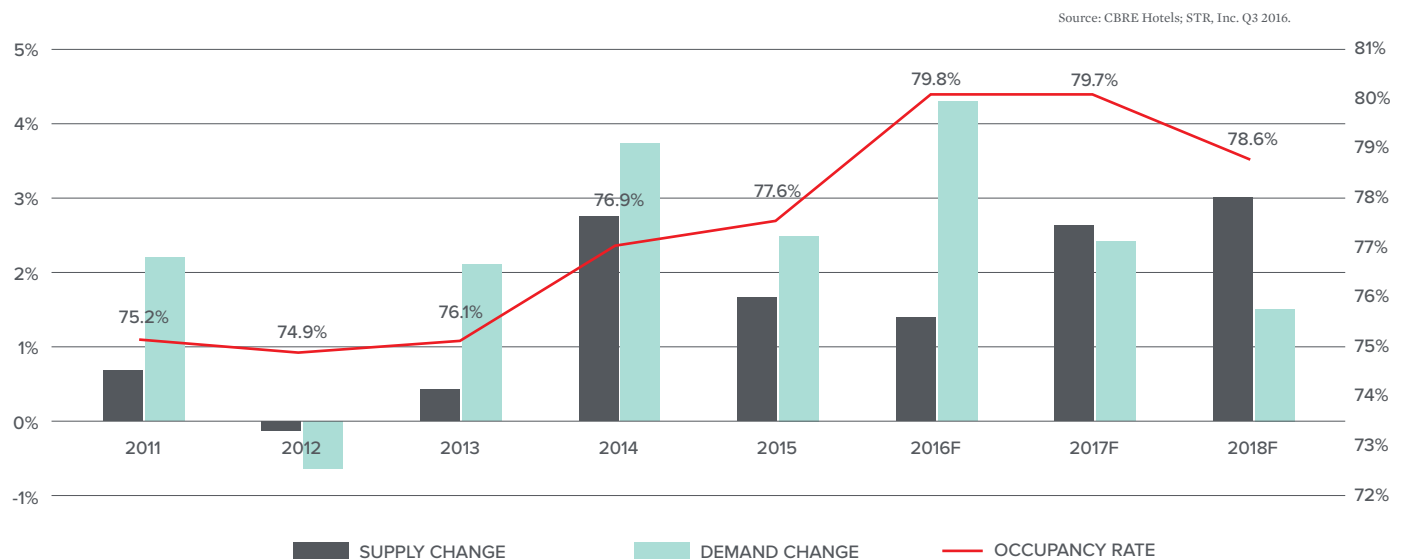
Source: STR

In September DC saw one more addition to its supply: the 263-room Trump International Hotel Washington, DC (formerly the Old Post Office Pavilion) after undergoing a \$200 million renovation. Furthermore, between September 2016 and the end of 2018, 15 hotels comprising more than 3,800 rooms are scheduled to open in DC. In all, DC's current supply of about 29,000 rooms will increase by 2.6% in 2017 and 3.0% in 2018. This supply growth follows a prolonged period of steady supply gains in the DC metro area, which increased its total number of rooms to nearly 109,000, a 31.6% increase from 2000 to 2016. As a result, CBRE expects the occupancy gains experienced by DC hotels since 2012 to decline beginning in 2017. This will also compromise rate-setting power by 2018, when ADR growth will slow to 3.0% and RevPAR growth is projected to drop to 1.5% on a year-over-year basis.

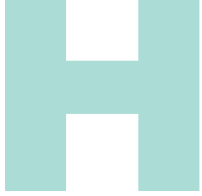
DC's tourism outlook remains strong, with 21.3 million visitors in DC in 2015, including two million international travelers. 2015 represented the sixth consecutive year of record level visitation to the nation's capital.⁵ In September 2016, The Smithsonian opened its newest attraction, the African American History and Culture Museum. The Walter E. Washington Convention Center is a major driver of lodging demand in DC, with 15 citywide conventions (defined as those that generate more than 2,500 associated room nights) in 2016 producing an economic impact of nearly \$278 million. DC has further booked 21 and 19 citywide conventions in 2017 and 2018, respectively, record levels as compared to the previous peaks experienced in 2005 and 2008 that help offset some of the supply concerns caused by the hotel development projects both under construction and in the planning stages.⁶

Investor interest in hotels (from existing properties to proposed developments) continues to remain strong, in large part due to the relative stability of the DC hotel market historically as compared to other top hotel markets during periods of uncertainty or economic contraction. Going forward, the average annual growth in RevPAR for DC metro area hotels is projected to be 3.7% through 2018, topping top RevPAR markets such as New York (-0.1%), Miami (0.6%), and Oahu (1.9%).

DC SUPPLY, DEMAND, AND OCCUPANCY



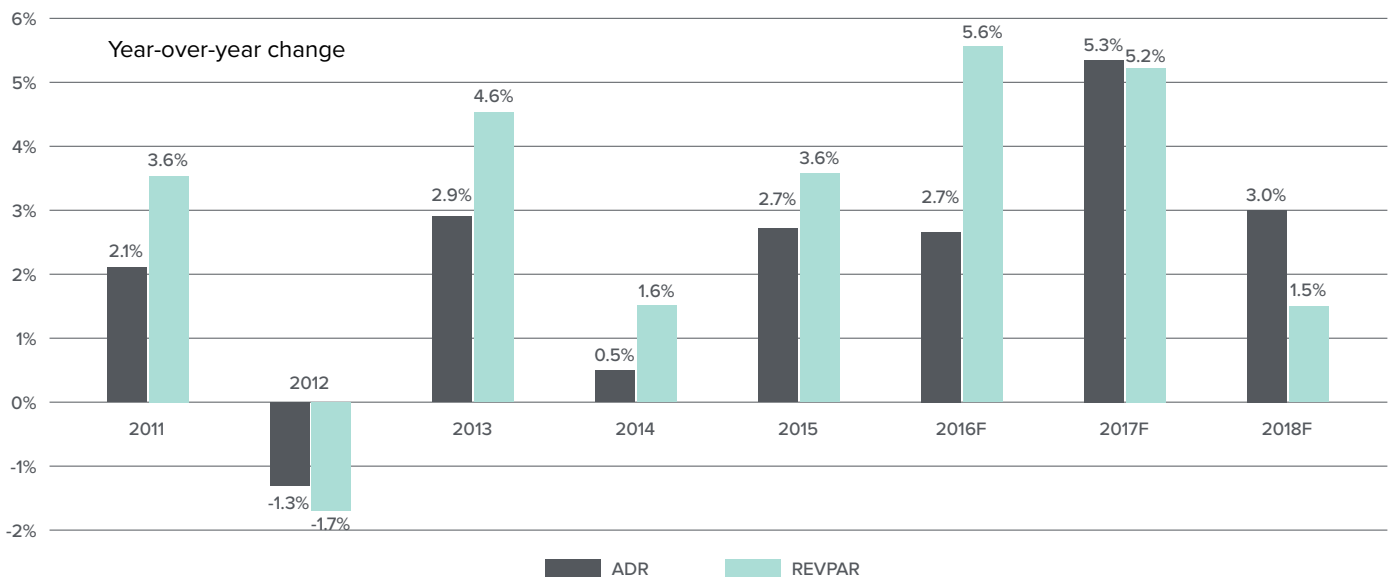
5. Destination D.C., August 2016 6. CBRE Hotels, September 2016



DEVELOPMENT HIGHLIGHTS



DC AVERAGE DAILY ROOM RATE & REVPAR

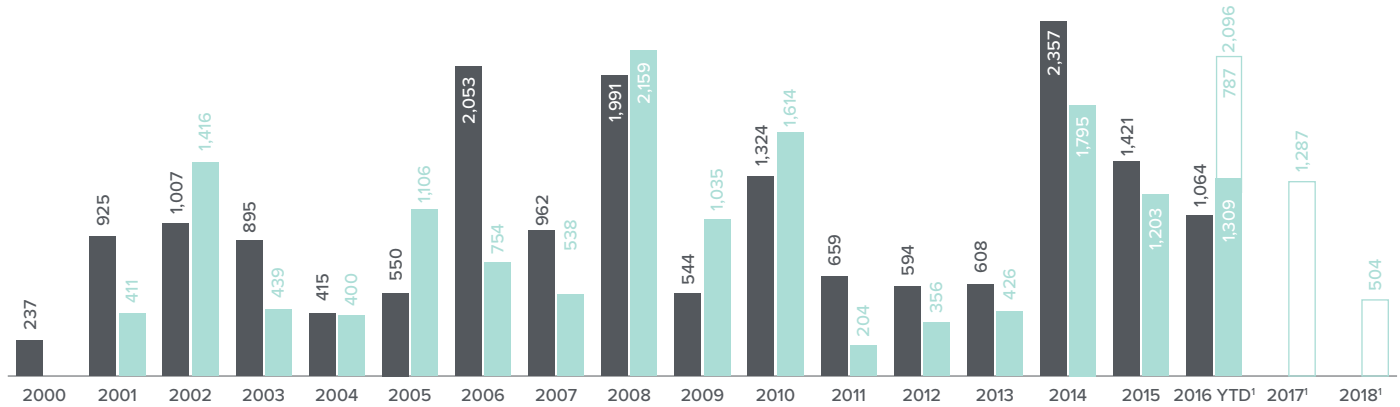


Source: CBRE Hotels; STR (F=forecast)



HOTEL ROOMS (AUGUST 2016)

■ GROUNDBREAKING ■ COMPLETED □ PROJECTED



Source: WDCRP Research, August 2016

DC HOSPITALITY DEVELOPMENT (AUGUST 2016)

	PROJECTS	HOSPITALITY SQ. FT.	ROOMS	NET NEW ROOMS ²
COMPLETED	184	18,046,283	15,165	5,942
2001	11	683,718	411	175
2002	17	931,600	1,416	409
2003	15	3,081,207	439	86
2004	12	1,726,381	400	400
2005	16	1,089,564	1,106	890
2006	14	1,009,386	754	238
2007	7	758,500	538	-10
2008	10	3,162,093	2,159	132
2009	12	820,746	1,035	207
2010	12	1,052,328	1,614	0
2011	9	241,255	204	204
2012	9	163,985	356	0
2013	11	498,070	426	305
2014	11	1,621,763	1,795	1,795
2015	10	505,965	1,203	546
2016 YTD	8	699,722	1,309	565
UNDER CONSTR.	32	4,356,767	2,938	2,855
2016 DELIVERY	12	1,251,412	787	704
2017 DELIVERY	11	1,579,229	1,287	1,287
2018 DELIVERY	8	1,144,126	504	504
2019 DELIVERY	1	382,000	360	360
PIPELINE	73	6,208,847	4,777	4,274
NEAR TERM	23	1,226,932	729	596
MEDIUM TERM	23	2,038,537	829	829
LONG TERM	27	2,943,378	3,219	2,849
TOTAL	289	28,611,897	22,880	13,071

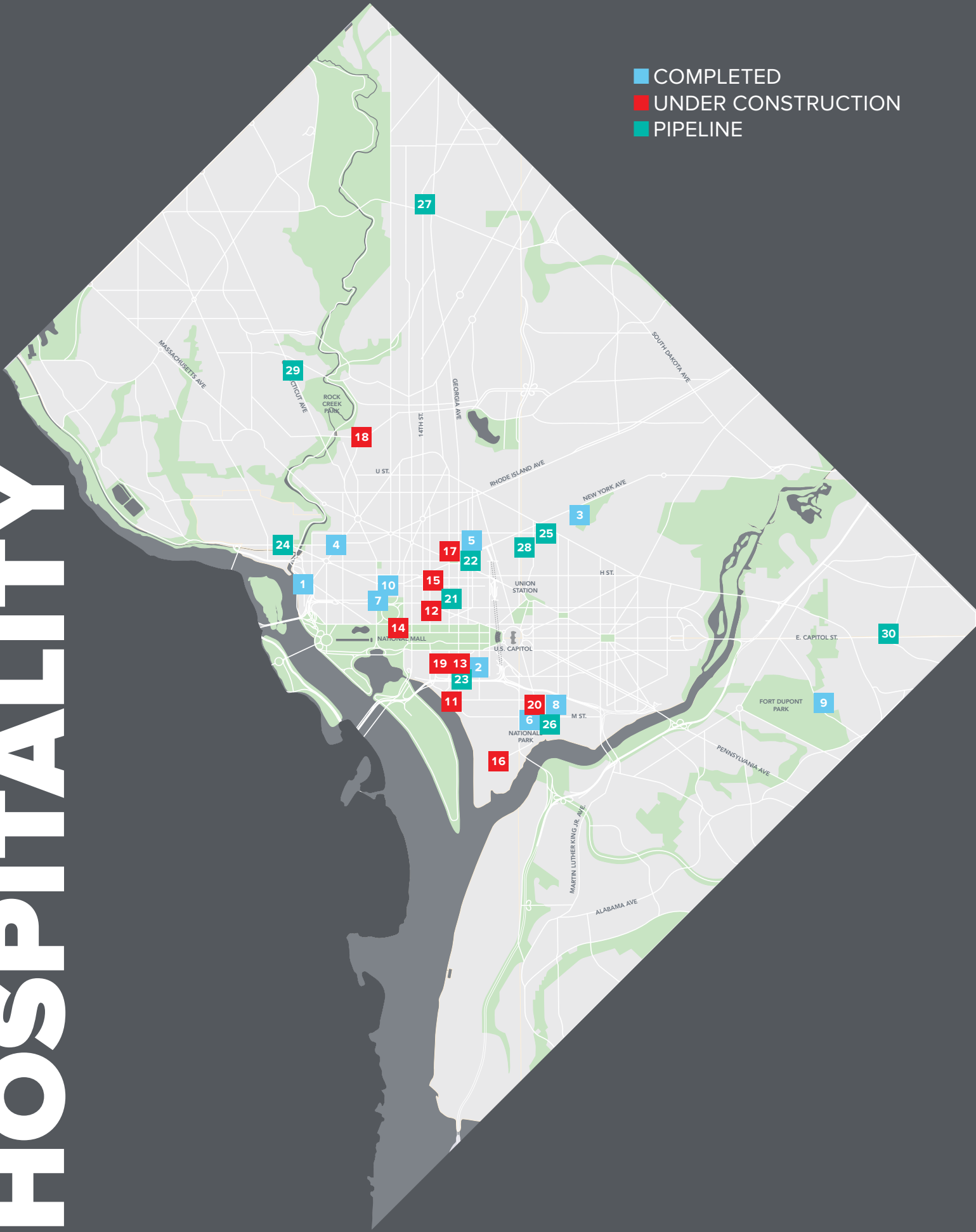
“Investor interest in hotels in DC continues to remain strong, in large part due to the relative stability of the DC hotel market historically as compared to other top hotel markets during periods of uncertainty or economic contraction.”

1. Projections based on projects under construction as of August 2016. 2. Net new rooms only reflect rooms in hotel projects or former hotels with redevelopment plans.

Source: WDCRP Research, August 2016

HOSPITALITY

- COMPLETED
- UNDER CONSTRUCTION
- PIPELINE



DEVELOPMENT PIPELINE



PROJECT	WARD	LOCATION	DEVELOPER(S)	HOSPITALITY SF	HOTEL ROOMS	EST. VALUE (\$M) ¹	DELIVERY ²
TOP HOSPITALITY PROJECTS COMPLETED (3Q 2015 - AUGUST 2016)							
1	The Watergate	2 2650 Virginia Ave., NW	Euro Capital Properties	277,000	336	\$125	Q2 16
2	Hyatt Place DC Capitol / National Mall	6 400 E St., SW	DC Strategy Group / Paramount / CityPartners / Potomac Investment Prop.	170,665	214	\$65	Q4 15
3	Homewood Suites & Hampton Inn	5 501 New York Ave., NE	Baywood Hotels	160,000	230		Q3 16
4	Hyatt Place Hotel	2 2121 M St., NW	Renaissance Centro	109,000	168	\$37	Q2 16
5	Homewood Suites	2 465 New York Ave., NW	Magna Hospitality / IBG Partners, LLC	103,000	160		Q2 16
6	Hampton Inn & Suites Washington, DC Ballpark	6 1265 1st St., SE	Buccini Pollin Group	98,000	168		Q4 15
7	Renwick Gallery	2 1661 Pennsylvania Ave., NW	Smithsonian	34,000		\$30	Q4 15
8	Capitol Quarter Community Building	6 1000 5th St., SE	DC Housing Authority	21,000		\$11	Q2 16
9	Ridge Road Recreation Center	7 800 Ridge Rd., SE	Department of Parks and Recreation	18,000		\$16	Q2 16
10	900 16th Street	2 900 16th St., NW	The JBG Companies	11,722			Q2 16
TOP HOSPITALITY PROJECTS UNDER CONSTRUCTION							
11	The Wharf (Ph I)	6 Southwest Waterfront	Hoffman-Madison Waterfront	645,500	690	\$1,200	Q4 17
12	Trump International Hotel, The Old Post Office	2 1100 Pennsylvania Ave., NW	Trump Hotel Collection	536,000	263	\$200	Q3 16
13	Museum of the Bible	6 300 D St., SW	Museum of the Bible	430,000		\$400	Q4 17
14	National Museum of African-American History & Culture	2 The National Mall	Smithsonian Institution	409,000		\$309	Q3 16
15	CityCenterDC (Conrad Hotel)	2 950 New York Ave., NW	Hines / Qatari Diar	382,000	360	\$270	Q1 19
16	D.C. United Stadium	6 100 Potomac Ave., SW	DC Government / D.C. United	358,126		\$287	Q2 18
17	Columbia Place	2 901 L St., NW	Capstone Development / Marriott / Quadrangle Development	350,000	504	\$225	Q3 18
18	The Line DC	1 1780 Columbia Rd., NW	Sydell Group / Foxhall Partners / Friedman Capital Advisors	176,671	227	\$100	Q1 17
19	International Spy Museum	6 900 L'Enfant Plaza, SW	The JBG Companies / International Spy Museum	140,000		\$162	Q3 18
20	Homewood Suites	6 50 M St., SE	Englewood LLC / C/G Investments	135,200	195	\$60	Q4 16
TOP HOSPITALITY PROJECTS PIPELINE (NEAR TERM)							
21	Martin Luther King Jr. Library	2 9th & G Sts., NW	DC Public Library	425,000		\$198	2020
22	SLS Lux Hotel & Residences	6 901 5th St., NW	Peebles Corporation / MacFarlane Partners	137,950	198	\$135	2019
23	555 E Street	6 555 E St., SW	CityPartners / Potomac Investment Prop.	131,500	190	\$120	2019
24	Latham Hotel	2 3000 M St., NW	Thor Equities	99,555	82		2019
25	Press House at Union District	6 301 N St., NE	Foulger-Pratt	80,366	175	\$150	2019
26	ShowPlace Icon	6 N Pl. & 1 1/2 St., SE	Forest City Washington	66,400			2018
27	Beacon Center	4 6100 Georgia Ave., NW	Community Builders / Emory United Methodist Church	58,000		\$36	2018
28	Lacebark Alley	6 51 N St., 50 Patterson St. & 1250 1st St., NE	The JBG Companies / Brandywine Realty Trust	33,000		\$275	2018
29	Cleveland Park Library	3 3310 Connecticut Ave., NW	DC Public Library	26,710		\$20	2018
30	Capital View Library	7 5001 Central Ave., SE	DC Public Library	20,000		\$5	2017

1) may include non-hospitality components & pipeline values may include additional phases (\$ in millions)

2) delivery date may reflect phase I delivery or final phase delivery for pipeline projects



DEVELOPMENT HIGHLIGHTS

Image courtesy of Hines



WARD 2

CITYCENTERDC (CONRAD HOTEL)

LOCATION: 950 New York Avenue, NW
DEVELOPER(S): Hines / Qatari Diar
ARCHITECT(S): Herzog & de Meuron / HKS PC
CONTRACTOR(S): Turner Construction Company
LEED: Silver **EST. VALUE:** \$270 million
STATUS: Under Construction **TARGETED DELIVERY:** Q1 2019

SPECS: As part of the CityCenterDC redevelopment of the former convention center site, the new 11-story, 356-room luxury Conrad Hotel will feature 30,000 sq. ft. of retail and complement the first mixed-use phase (2013-14 delivery). Hines entered into a 99-year ground lease with the DC government.

Image courtesy of D.C. United



WARD 6

DC UNITED STADIUM

LOCATION: 100 Potomac Avenue, SW
DEVELOPER(S): DC United / DC Government
ARCHITECT(S): Populous / Marshall | Moya Design
CONTRACTOR(S): Turner Construction Company
LEED: Gold **EST. VALUE:** \$287 million
STATUS: Under Construction **TARGETED DELIVERY:** Q2 2018

SPECS: The new 20,000-seat stadium will include 32 suites and consist of a seating bowl with two canopies surrounding an uncovered field. The DC government assembled the land and will handle infrastructure work, and D.C. United will be responsible for stadium construction.



WARD 2

NATL. MUSEUM OF AFRICAN-AMERICAN HISTORY & CULTURE

LOCATION: The National Mall
DEVELOPER(S): Smithsonian Institution
ARCHITECT(S): Adjaye Associates / SmithGroupJJR / Freelon Group / Davis Brody Bond Aedas LLP
CONTRACTOR(S): Smoot Construction / Clark Construction Group
LEED: Gold **EST. VALUE:** \$385 million
STATUS: Under Construction **TARGETED DELIVERY:** Q3 2016

SPECS: The 400,000 sq. ft. museum features 85,000 sq. ft. of exhibition space, about 33,000 artifacts, 12 exhibitions, and 183 videos housed on five floors. The majority of the building (about 60%) is located below grade and its base and shaft are topped by a three-tiered corona which is wrapped with 3,600 cast-aluminum bronze-colored ornamental metal panels. The museum opened in September 2016.

Image courtesy of The Spy Museum



WARD 6

INTERNATIONAL SPY MUSEUM

LOCATION: 900 L'Enfant Plaza, SW
DEVELOPER(S): The JBG Companies / International Spy Museum
ARCHITECT(S): Rogers Stirk Harbour & Partners / Hickok Cole Architects
STATUS: Under Construction **EST. VALUE:** \$162 million
TARGETED DELIVERY: Q3 2018

SPECS: The new six-story, 140,000 sq. ft. museum at L'Enfant Plaza will be located directly in front of the glass atrium on the Plaza facing 10th Street. The International Spy Museum plans to move from their 800 F Street, NW location in 2018.

DEVELOPMENT HIGHLIGHTS



Image courtesy of 11th Street Bridge Park



WARD 6/8

ANACOSTIA CROSSING - 11TH STREET BRIDGE PARK

LOCATION: 11th Street Bridge
DEVELOPER(S): 11th Street Bridge Park / Building Bridges Across the River / DC Department of Transportation
ARCHITECT(S): OMA/Olin **EST. VALUE:** \$45 million
STATUS: Near Term **TARGETED DELIVERY:** 2019

SPECS: The 11th Street Bridge Park is designed to connect the two communities on each side of the Anacostia River. The project will build new spans using the previous piers that supported the former 11th Street Bridge. The park is envisioned to include outdoor performance spaces, playgrounds, fruit orchards, classrooms to teach students about river systems and even kayaks and paddle boats.



WARD 2

POD HOTEL

LOCATION: 627 - 631 H Street, NW
DEVELOPER(S): Modus Hotels / Monument Realty / Cafritz Interests
ARCHITECT(S): Davis, Carter, Scott
CONTRACTOR(S): Paradigm Construction
LEED: Certified **EST. VALUE:** \$60 million
STATUS: Under Construction **TARGETED DELIVERY:** Q4 2016

SPECS: The 11-story, 245-room hotel will be developed on a vacant lot and feature 11,500 sq. ft. of retail/restaurant space. The rooms will average about 150 sq. ft., but have private bathrooms. This will be Pod's first hotel outside of New York City.

Image courtesy of CityPartners, LLC



WARD 6

HYATT PLACE DC CAPITOL / NATIONAL MALL

LOCATION: 400 E Street, SW
DEVELOPER(S): CityPartners / Potomac Investment / Paramount Development / Adams Investment Group / DC Strategy Group
ARCHITECT(S): WDG Architecture / Nelson Architects
CONTRACTOR(S): Clark Construction Group
LEED: Gold **EST. VALUE:** \$65 million
STATUS: Completed **TARGETED DELIVERY:** Q4 2015

SPECS: A former parking lot was redeveloped into a 12-story, 214-room Hyatt Place Hotel (with rooftop bar and market/café on the ground floor) and a new 23,500 sq. ft. fire station for Engine Co. 13.



WARD 6

LACEBARK ALLEY

LOCATION: 51 N Street, 50 Patterson Street & 1250 1st Street, NE
DEVELOPER(S): The JBG Companies / Brandywine Realty Trust
ARCHITECT(S): Shalom Baranes Associates / David M. Schwarz / Cooper Carry
LEED: Silver **EST. VALUE:** \$275 million
STATUS: Near Term **TARGETED DELIVERY:** Q2 2018

SPECS: Plans call for a single building with three addresses and different uses. 51 N (208 residential units), 50 Patterson (142,000 sq. ft. loft-style office building) and 1250 1st Street (265,000 sq. ft. office building) will share a common base which will offer about 30,000 sq. ft. of retail space on the ground floor and a seven-screen, below-grade, 1,158-seat Landmark Theater (Q2 2018 delivery).



DEVELOPMENT HIGHLIGHTS

Image courtesy of BBGM



WARD 2

THE WATERGATE HOTEL

LOCATION: 2650 Virginia Avenue, NW
DEVELOPER(S): Euro Capital Properties
ARCHITECT(S): BBGM
CONTRACTOR(S): Grunley Construction
STATUS: Completed **EST. VALUE:** \$125 million
TARGETED DELIVERY: Q2 2016

SPECS: Euro Watergate Hotel purchased the 13-story, Watergate Hotel at a foreclosure auction. The renovations increased the number of rooms from 251 to 336 (including 32 premier suites, five diplomat suites and two presidential suites), created 17,000 sq. ft. of meeting space (including a 7,000 sq. ft. ballroom) and added two new restaurants.

Image courtesy of SmithGroupJJR



WARD 6

MUSEUM OF THE BIBLE

LOCATION: 300 D Street, SW
DEVELOPER(S): Museum of the Bible
ARCHITECT(S): SmithGroupJJR
CONTRACTOR(S): Clark Construction Group
STATUS: Under Construction **EST. VALUE:** \$400 million
TARGETED DELIVERY: Q4 2017

SPECS: The former home of the Washington Design Center will be transformed into The Bible Museum. The building's façade will be restored, interior gutted and reinforced and a two-story glass addition will be built on the roof. The 430,000 sq. ft. museum will contain 40,000 artifacts from various religions in three distinct sections: history of the Bible, stories of the Bible and impact of the Bible.

WARD 6



CAPITOL QUARTER COMMUNITY CENTER

LOCATION: 1000 5th Street, SE
DEVELOPER(S): DC Housing Authority
ARCHITECT(S): Torti Gallas and Partners
CONTRACTOR(S): Centennial Contractors Enterprises
LEED: Gold **EST. VALUE:** \$11 million
STATUS: Completed **TARGETED DELIVERY:** Q2 2016

SPECS: The new 21,000 sq. ft. community center is part of the Arthur Capper/Carrollburg HOPE VI redevelopment project. The previous center on the site was demolished in 2007.

Image courtesy of Perkins Eastman DC



WARD 3

CLEVELAND PARK LIBRARY

LOCATION: 3310 Connecticut Avenue, NW
DEVELOPER(S): DC Public Library
ARCHITECT(S): Perkins Eastman DC
CONTRACTOR(S): Gilbane Building Company
LEED: Gold **EST. VALUE:** \$20 million
STATUS: Near Term **TARGETED DELIVERY:** 2018

SPECS: The Cleveland Park Library will be rebuilt and the re-designed and re-constructed library will be approximately 26,710 sq. ft. The existing 18,000 sq. ft. building is expected to be demolished in 2016, and the new library plans to open in 2018.

DEVELOPMENT HIGHLIGHTS



Image courtesy of WDG



WARD 2

TRUMP INTERNATIONAL HOTEL, THE OLD POST OFFICE

LOCATION: 1100 Pennsylvania Avenue, NW
DEVELOPER(S): Trump Hotel Collection
ARCHITECT(S): Beyer Blinder Belle Architects & Planners / WDG
CONTRACTOR(S): Lend Lease
LEED: Certified **EST. VALUE:** \$200 million
STATUS: Under Construction **TARGETED DELIVERY:** Q3 2016

SPECS: In February 2012, the GSA selected the Trump Hotel Collection to renovate the Old Post Office Building and Annex (536,000 total sq. ft.) into a 270-room luxury hotel with 35 suites. There will be about 36,000 sq. ft. of meeting and conference facilities, including a 13,000 sq. ft. grand ballroom along with restaurants, retail, a spa and fitness center. The hotel opened in September 2016.



WARD 6

HAMPTON INN & SUITES WASHINGTON, DC BALLPARK

LOCATION: 1265 1st Street, SE
DEVELOPER(S): Buccini Pollin Group
ARCHITECT(S): BBGM
CONTRACTOR(S): Sigal Construction Corporation
LEED: Gold
STATUS: Completed **TARGETED DELIVERY:** Q4 2015

SPECS: The 13-story, 168-room Hampton Inn & Suites features a rooftop that offers a bar, event space, and views of Nationals Park. The hotel also offers 2,000 sq. ft. of event space and a porcelain tile rain screen.



WARD 2

HOTEL HIVE

LOCATION: 2224 F Street, NW
DEVELOPER(S): Abdo Development
ARCHITECT(S): Akseizer Design Group
CONTRACTOR(S): Abdo Development
STATUS: Under Construction **TARGETED DELIVERY:** Q4 2016

SPECS: The former Allen Lee Hotel will be renovated and rebranded to a new hotel concept, The Hotel Hive. The hotel will feature 83-rooms with an approximate size of 250 sq. ft. (half the size of traditional hotel rooms).



WARD 2

HYATT PLACE HOTEL

LOCATION: 2121 M Street, NW
DEVELOPER(S): Renaissance Centro
ARCHITECT(S): Jonathan Nehmer + Associates
CONTRACTOR(S): Whiting-Turner Contracting Co.
STATUS: Completed **EST. VALUE:** \$37 million
TARGETED DELIVERY: Q2 2016

SPECS: The new nine-story, 168-room Hyatt Place hotel features a fitness center with indoor pool, roof terrace with outdoor fireplace, more than 2,200 sq. ft. of meeting space and a 24-hour restaurant.

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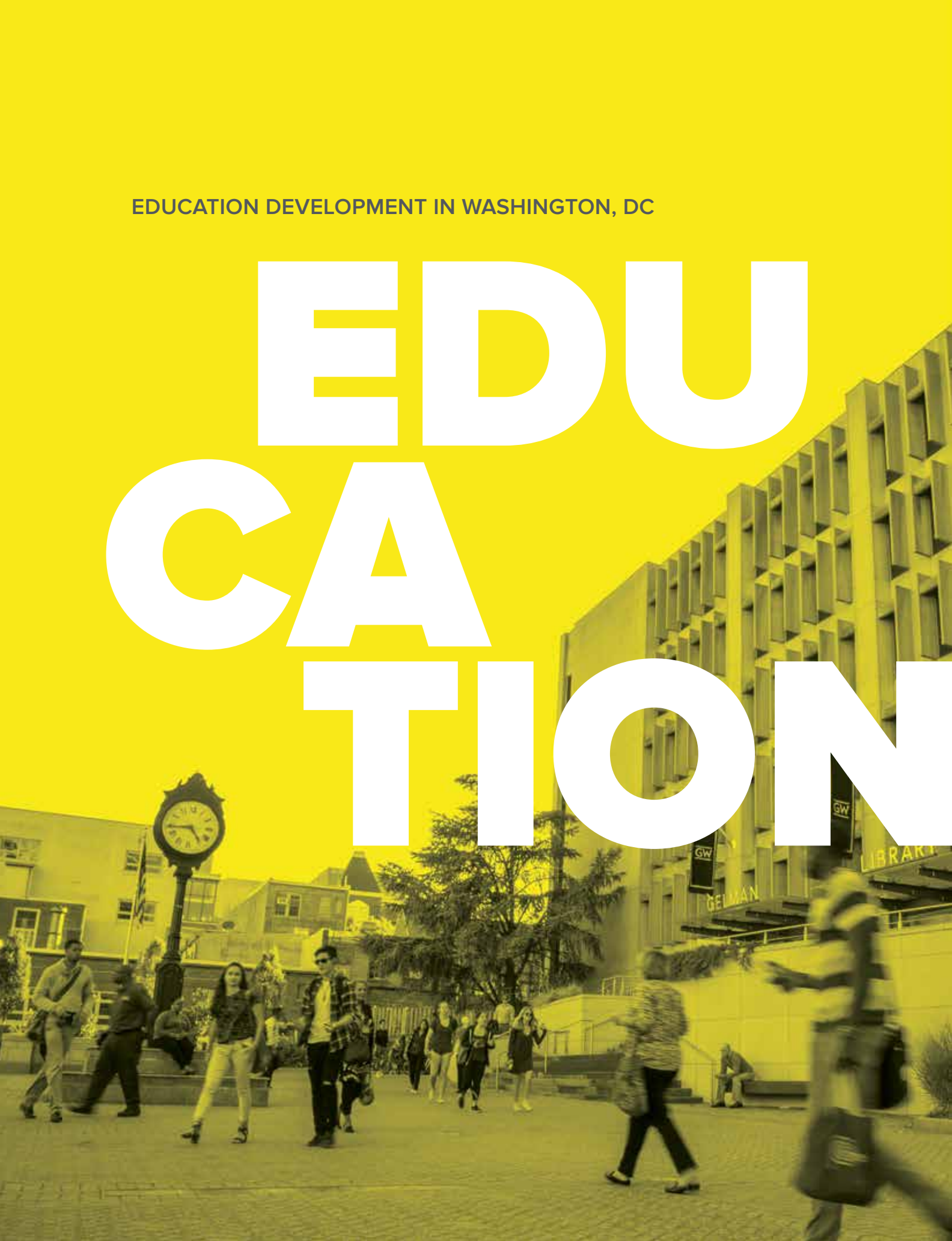


CEO Kristina Bouweiri
Board Member and Business Leader of the Year, 2012
DC Chamber of Commerce



EDUCATION DEVELOPMENT IN WASHINGTON, DC

EDUCATION DEVELOPMENT IN WASHINGTON, DC



EDUCATION

Over the past 15 years (2001–2015) DC has averaged one million square feet of deliveries per year, a total that has already been surpassed.

TOTAL COLLEGE ENROLLMENT¹

~80,000

DC PUBLIC SCHOOL ENROLLMENT²

48,439

DC PUBLIC CHARTER SCHOOL ENROLLMENT²

38,905

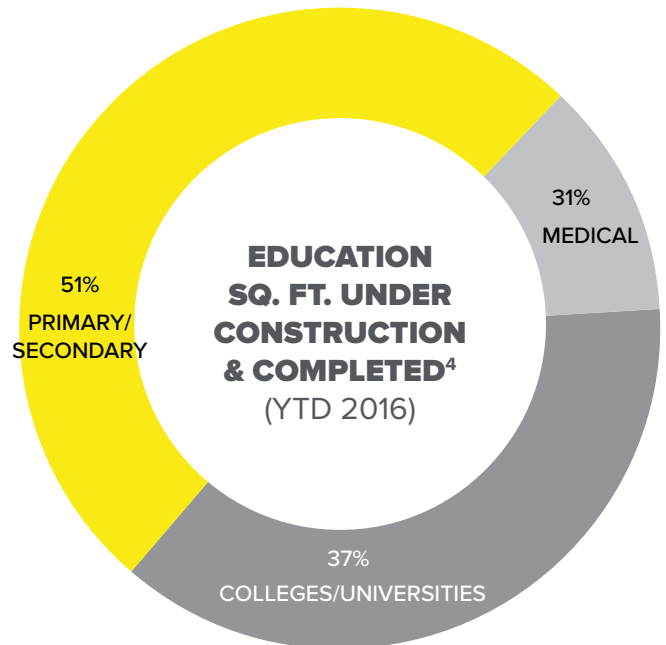
HOSPITALS³

15

Since 2001, more than 17 million square feet of education (primary/secondary, college/university) and medical space has been built or modernized in DC, with another 1.4 million square feet currently under construction. Over the past 15 years (2001–2015) DC has averaged one million square feet of deliveries per year, a total that has already been surpassed. Assuming construction stays on schedule, 2016 is on pace to set a new record for deliveries with 2.1 million square feet. This is largely due to the completion of the New Sibley Hospital, American University's East Campus and George Washington University's new 894-bed dormitory.

While DC is internationally known for its colleges, universities and hospitals, it has been the primary and secondary schools (public and private) that have built the most facilities, accounting for more than half of the 18.5 million square feet completed since 2001 and currently under construction.

With enrollment and competition increasing, colleges and universities have built more than 6.4 million square feet of new dorms and academic centers in DC since 2001, with another 413,000 square feet under construction. By far the most active (by square feet) has been George Washington University, which is responsible for more than 40% of all college/university development since 2001.



1. DC schools belonging to the Consortium of Universities of the Washington Metropolitan Area, NYU Washington, DC and University of California's Washington Center.

2. District of Columbia Office of the State Superintendent of Education, 2015-16 School Year General Education Enrollment Audit Data and Overview.

3. U.S. News & World Report/Wikipedia.

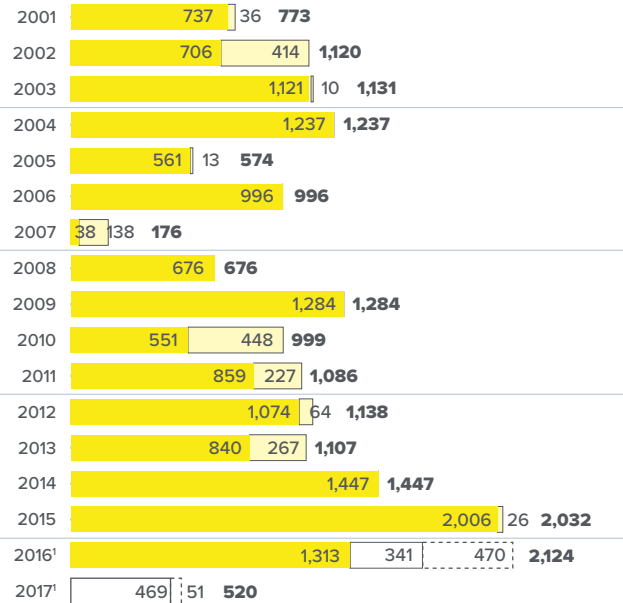
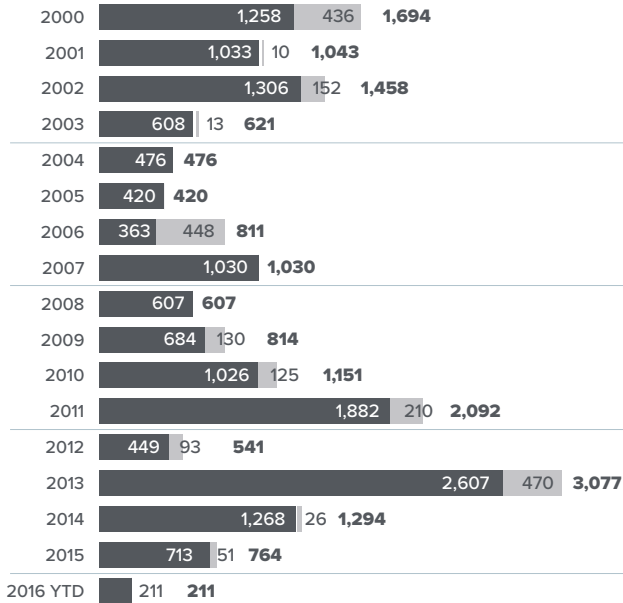
4. Projects completed since January 2001 and under construction (as of August 2016).

DEVELOPMENT OVERVIEW



EDUCATION DEVELOPMENT (AUG 2016) SQ. FT. IN THOUSANDS

GROUNDBREAKINGS: SCHOOLS (dark grey), MEDICAL (light grey)
 COMPLETED: SCHOOLS (yellow), MEDICAL (light yellow)
 PROJECTED: SCHOOLS (dashed border), MEDICAL (dashed border)



1. projections based on targeted delivery dates of projects under construction as of August 2016.

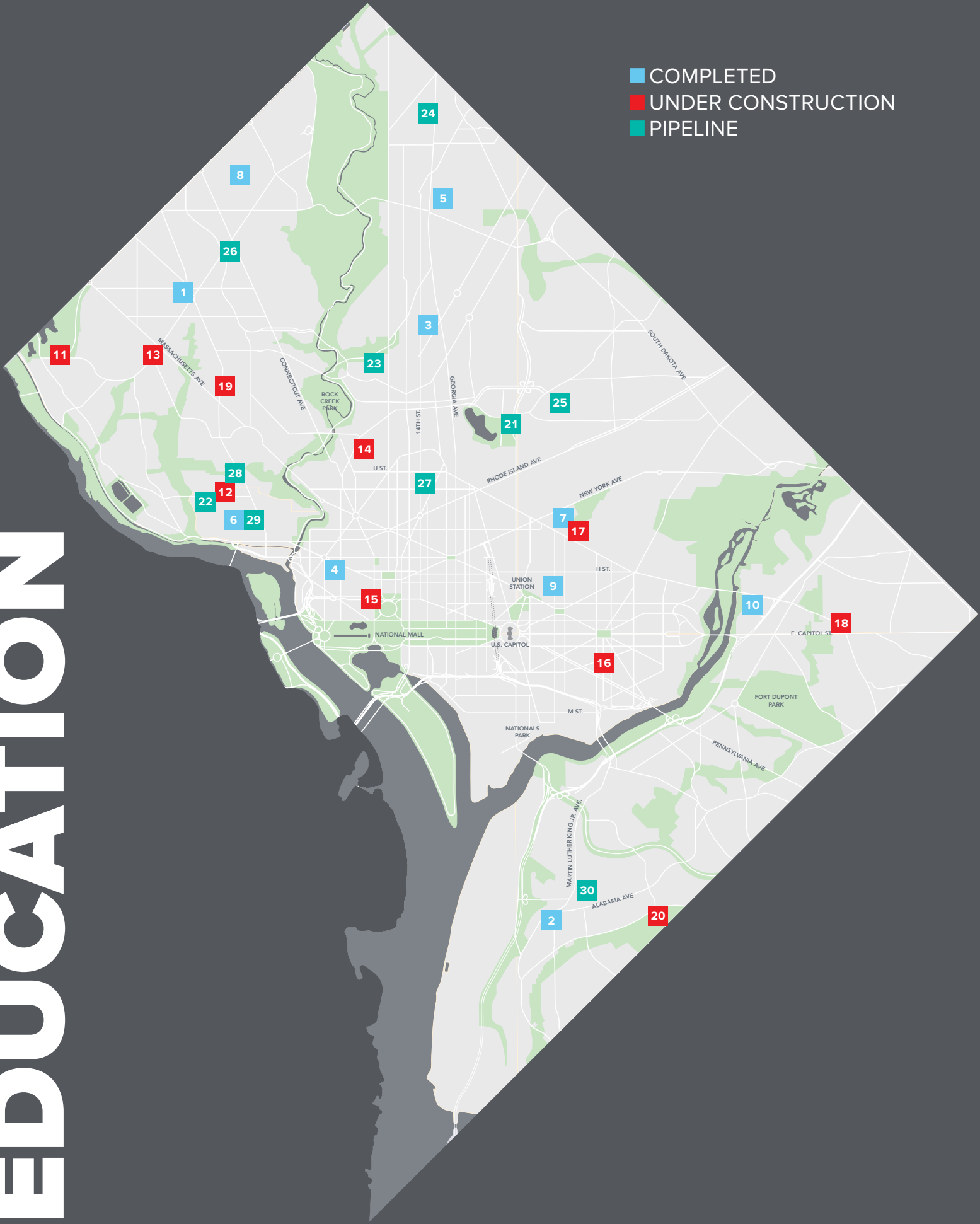
“Over the past 15 years (2001–2015) DC has averaged one million square feet of deliveries per year, a total that has already been surpassed.”

EDUCATION & MEDICAL DEVELOPMENT (AUG 2016)

	PROJECTS	SQ. FT.
COMPLETED	192	17,088,606
2001	14	773,158
2002	14	1,119,500
2003	12	1,130,970
2004	17	1,237,481
2005	12	573,944
2006	13	995,820
2007	2	176,004
2008	8	675,570
2009	18	1,283,875
2010	7	999,490
2011	10	1,086,032
2012	14	1,137,594
2013	11	1,106,988
2014	9	1,447,110
2015	18	2,031,639
2016 YTD	13	1,313,431
UNDER CONSTRUCTION	10	1,431,216
2016 DELIVERY	4	810,934
2017 DELIVERY	5	520,282
2018 DELIVERY	1	100,000
PIPELINE	32	5,117,401
NEAR TERM	8	1,863,426
MEDIUM TERM	6	125,000
LONG TERM	18	3,128,975
TOTAL	234	23,637,223

EDUCATION

- COMPLETED
- UNDER CONSTRUCTION
- PIPELINE





PROJECT	WARD	LOCATION	DEVELOPER(S)	EDUCATION SF	EST. VALUE (\$M) ¹	DELIVERY
TOP EDUCATION & MEDICAL PROJECTS COMPLETED (3Q 2015 - AUGUST 2016)						
1	Washington College of Law	3 Tenley Campus (4300 Nebraska Ave., NW)	American University	385,100	\$129	Q4 15
2	Ballou Senior High School	8 3401 4th St., SE	DC Public Schools / Department of General Services	365,000	\$143	Q3 15
3	Theodore Roosevelt High School	4 4301 13th St., NW	DC Public Schools / Department of General Services	328,000	\$136	Q4 15
4	District House	2 2121 H St., NW	George Washington University	322,500	\$130	Q3 16
5	Paul Public Charter School	4 5800 8th St., NW	Jair Lynch Real Estate Partners	166,000	\$22	Q4 15
6	John R. Thompson Jr. Intercollegiate Athletic Center	2 Georgetown University	Georgetown University	144,000	\$62	Q3 16
7	KIPP DC	5 1405 Brentwood Parkway, NE	KIPP DC	125,000	\$45	Q3 15
8	Lafayette Elementary School	4 5701 Broad Branch Rd., NW	DC Public Schools / Department of General Services	120,000	\$79	Q3 16
9	Stuart-Hobson Middle School	6 410 E St., NE	DC Public Schools / Department of General Services	116,000	\$41	Q3 15
10	River Terrace Elementary School	7 420 34th St., NE	DC Public Schools / Department of General Services	110,500	\$36	Q3 15
TOP EDUCATION & MEDICAL PROJECTS UNDER CONSTRUCTION						
11	New Sibley	3 5255 Loughboro Rd., NW	Sibley Memorial Hospital	470,000	\$242	Q3 16
12	Duke Ellington School of the Arts	2 3500 R St., NW	DC Public Schools / Department of General Services	258,072	\$177	Q3 17
13	AU East Campus	3 3501 Nebraska Ave., NW	American University	243,000	\$115	Q4 16
14	Marie Reed Elementary School	1 2201 18th St., NW	DC Public Schools / Department of General Services	140,000	\$62	Q3 17
15	Corcoran Gallery of Art	2 500 17th St., NW	George Washington University	100,000	\$80	2018
16	Watkins Elementary School	6 420 12th St., SE	DC Public Schools / Department of General Services	70,826	\$39	Q3 17
17	MSSD Residence Hall	5 800 Florida Ave., NE	Gallaudet University	70,000	\$28	Q4 16
18	The Conway Center	7 4430 Benning Rd., NE	SOME	37,659	\$90	Q4 17
19	Procter Hall	3 3609 Woodley Rd., NW	National Cathedral School	28,000	\$13	Q3 16
20	THE ARC (Ph III)	8 18th St. & Mississippi Ave., SE	WC Smith / Building Bridges Across the River	13,725	\$34	Q4 17
TOP EDUCATION & MEDICAL PROJECTS PIPELINE						
21	McMillan Sand Filtration Site	5 North Capitol St. & Michigan Ave., NW	Jair Lynch Real Estate Partners / Trammell Crow Company / EYA / DMPED	1,000,000	\$720	2019
22	Georgetown University Hospital Pavilion	2 3800 Reservoir Rd., NW	MedStar Georgetown University Hospital / Trammell Crow	477,000	\$567	2020
23	Bancroft Elementary School	1 1755 Newton St., NW	DC Public Schools / Department of General Services	146,000	\$55	2018
24	The Parks at Walter Reed	4 6800 Georgia Ave., NW	Hines / Urban Atlantic / Triden Development Group / DMPED	145,000	\$1,000	
25	St. Paul's College Seminary & Residence	5 3025 4th St., NE	Elm Street Development / Boundary Companies	102,000		
26	Murch Elementary School	3 4810 36th St., NW	DC Public Schools / Department of General Services	112,700	\$83	2018
27	Garrison Elementary School	2 1200 S St., NW	DC Public Schools / Department of General Services	60,200	\$24	2017
28	Fillmore School	2 1801 35th St., NW	S&R Foundation	37,426		2018
29	Hyde-Addison Elementary School Addition	2 3246 P St., NW	DC Public Schools / Department of General Services	30,100	\$22	2018
30	Eagle Center (Phase III)	8 3400 Wheeler Rd., SE	Eagle Academy Public Charter School	20,000		

1) may include non-education components & pipeline values may include additional phases (\$ in millions)
 2) delivery date may reflect phase I delivery or final phase delivery for pipeline projects

E

DEVELOPMENT HIGHLIGHTS

Image courtesy of SmithGroupJJR



WARD 3

WASHINGTON COLLEGE OF LAW

LOCATION: Tenley Campus (4300 Nebraska Avenue, NW)
DEVELOPER(S): American University
ARCHITECT(S): SmithGroupJJR
CONTRACTOR(S): Whiting-Turner Contracting Company
LEED: Gold **EST. VALUE:** \$129 million
STATUS: Completed **TARGETED DELIVERY:** Q4 2015

SPECS: Washington College of Law relocated to new facilities on the eight-acre Tenley Campus because it had outgrown its former facilities at 4801 Massachusetts Avenue. The project included a new 322,300 sq. ft. building, renovation of the Capital Hall and Dunblane House (62,800 sq. ft.), and 240,000 total sq. ft. of green space (57% of the total site).

Image courtesy of SOME



WARD 7

THE CONWAY CENTER

LOCATION: 4430 Benning Road, NE
DEVELOPER(S): SOME
ARCHITECT(S): Wiencek + Associates Architects + Planners
CONTRACTOR(S): Bozzuto Construction
LEED: Silver **EST. VALUE:** \$90 million
STATUS: Under Construction **TARGETED DELIVERY:** Q4 2017

SPECS: The 197,000 sq. ft. Conway Center will include 202 affordable residential units, workforce & senior housing, SOME's Center for Employment Training, 37,600 sq. ft. for a medical/dental clinic and administrative offices, and 2,000 sq. ft. of retail/café space.



WARD 3

UDC STUDENT CENTER

LOCATION: 4200 Connecticut Avenue, NW
DEVELOPER(S): University of the District of Columbia
ARCHITECT(S): Cannon Design / Marshall | Moya Design
CONTRACTOR(S): Forrester Construction Company / Parkinson Construction
LEED: Platinum **EST. VALUE:** \$40 million
STATUS: Completed **TARGETED DELIVERY:** Q1 2016

SPECS: The University of the District of Columbia's new 87,000 sq. ft. student features a cafeteria, student lounges, recreation area, a 10,000 sq. ft. fitness facility, a ball room and conference space.

Image courtesy of Georgetown University



WARD 2

JOHN R. THOMPSON JR. INTERCOLLEGIATE ATHLETIC CENTER

LOCATION: Georgetown University
DEVELOPER(S): Georgetown University
ARCHITECT(S): Bowie Gridley Architects / Populous
CONTRACTOR(S): Whiting-Turner Contracting Co.
LEED: Silver **EST. VALUE:** \$62 million
STATUS: Completed **TARGETED DELIVERY:** Q3 2016

SPECS: The 144,000 sq. ft. athletic center was built on the parking lot area in front of McDonough Arena and offers new practice courts, team meeting rooms, weight training facility and sports medicine/training rooms and is the new home for the Georgetown Athletic Hall of Fame.

DEVELOPMENT HIGHLIGHTS



WARD 8

ACHIEVEMENT PREPARATORY ACADEMY EXPANSION

LOCATION: 908 Wahler Place, SE
DEVELOPER(S): Achievement Preparatory Academy
ARCHITECT(S): Studio 27 Architecture
CONTRACTOR(S): MCN Build
LEED: Gold **EST. VALUE:** \$25 million
STATUS: Completed **TARGETED DELIVERY:** Q3 2016

SPECS: The Wahler Place Campus Redevelopment Project was a two-year plan to expand the existing site from a 50,000 sq. ft., single building campus for grades four to eight to a 100,000 sq. ft., two building campus for grades Pre-K3 to eight.



WARD 2

GARRISON ELEMENTARY SCHOOL

LOCATION: 1200 S Street, NW
DEVELOPER(S): DC Public Schools / Department of General Services
ARCHITECT(S): BELL Architects / Newman Architects
CONTRACTOR(S): GCS INC
LEED: Gold **EST. VALUE:** \$24 million
STATUS: Near Term **TARGETED DELIVERY:** Q3 2017

SPECS: Modernization of the existing 700-student capacity school building (c. 1964) will “right-size” classrooms to meet current teaching requirements and will include a new entry vestibule to provide greater security and serve as the Welcome Center lobby.



WARD 2

PEDRO ARRUPE, S.J. HALL

LOCATION: Georgetown University
DEVELOPER(S): Georgetown University
ARCHITECT(S): Sasaki Associates
CONTRACTOR(S): Gilbane Building Company
LEED: Gold **EST. VALUE:** \$46 million
STATUS: Completed **TARGETED DELIVERY:** Q3 2016

SPECS: The Pedro Arrupe, S.J. Hall is a new eight-story, 225-bed residential hall (81,473 sq. ft.) and was built next to the Reiss Science Building.



WARD 2

DISTRICT HOUSE

LOCATION: 2121 H Street, NW
DEVELOPER(S): George Washington University
ARCHITECT(S): Ayers Saint Gross Inc
CONTRACTOR(S): Clark Construction Group
LEED: Silver **EST. VALUE:** \$130 million
STATUS: Completed **TARGETED DELIVERY:** Q3 2016

SPECS: The new 12-story, 330,000 sq. ft., 894-bed dormitory was built on mid-block land between 21st, 22nd, H and I Streets, NW. The project incorporated the facades of three adjacent dorms on the block, which were demolished. The building also incorporates student activity space and 7,500 sq. ft. of retail.

Image courtesy of Georgetown University

E

DEVELOPMENT HIGHLIGHTS



WARD 3

AU EAST CAMPUS

LOCATION: 3501 Nebraska Avenue, NW
DEVELOPER(S): American University
ARCHITECT(S): Stantec Architecture
CONTRACTOR(S): Skanska
LEED: Gold **EST. VALUE:** \$115 million
STATUS: Under Construction
TARGETED DELIVERY: Q4 2016 – Q1 2017

SPECS: AU is building a total of five buildings (246,000 sq. ft.) with underground and surface parking on a previous 901-space parking lot (8.1 acres). There will be three residence halls (with 590 beds) and two interconnected academic/administrative buildings. There also will be a 150-space underground parking garage with service facilities and a 200-space surface lot.



WARD 3

NEW SIBLEY

LOCATION: 5255 Loughboro Road, NW
DEVELOPER(S): Sibley Memorial Hospital
ARCHITECT(S): Wilmot Sanz Inc
CONTRACTOR(S): Turner Construction Company
LEED: Silver **EST. VALUE:** \$242 million
STATUS: Under Construction **TARGETED DELIVERY:** Q3 2016

SPECS: The third phase of Sibley's expansion will include a new patient tower with 200 private rooms, 18 private labor & delivery rooms (on two floors) and a dedicated orthopaedic floor. The opening of the new tower will include the Sidney Kimmel Cancer Center. The new 22-bed emergency department opened in September 2015 and the new patient tower opened in September 2016.



WARD 3

MURCH ELEMENTARY SCHOOL

LOCATION: 4810 36th Street, NW
DEVELOPER(S): DC Public Schools / Department of General Services
ARCHITECT(S): R. McGhee & Associates / Hord Coplan Macht
CONTRACTOR(S): MCN Build
STATUS: Near Term **EST. VALUE:** \$83 million
TARGETED DELIVERY: Q3 2018

SPECS: The modernization of 47,700 sq. ft. Murch Elementary School includes the renovation of the existing school building plus a 65,000 sq. ft. addition to accommodate about 700 students while also providing adequate cafeteria, gym, and media space to support the current academic program.



WARD 8

BALLOU SENIOR HIGH SCHOOL

LOCATION: 3401 4th Street, SE
DEVELOPER(S): Department of General Services / DC Public Schools
ARCHITECT(S): Bowie Gridley Architects / Perkins+Will
CONTRACTOR(S): HESS Construction / Chiamonte Construction Co.
LEED: Gold **EST. VALUE:** \$143 million
STATUS: Completed **TARGETED DELIVERY:** Q3 2015

SPECS: The new 365,000 sq. ft. school replaced the former facility and includes an auditorium, cafeteria, library/multi-media center, gymnasium, outdoor athletic fields, and a community accessible fitness facility and daycare center.

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NEIGHBOR HOOD DEVELOPMENT

BELLEVUE / CONGRESS HEIGHTS
CAPITOL RIVERFRONT / BUZZARD POINT
GOLDEN TRIANGLE / WEST END
MT. VERNON TRIANGLE / SHAW / DOWNTOWN
UNION MARKET / NOMA

BELLEVUE / CONGRESS HEIGHTS

PROJECT STATUS
■ Completed (since 2001)
■ Under Construction
■ Pipeline



THE 183-ACRE SAINT ELIZABETHS EAST CAMPUS will become the area’s mixed-use northern anchor with a master plan calling for approximately five million square feet of new and adaptive reuse development. Redbrick and Gragg Cardona Partners have been selected as master developers for Phase I (#9) and plan to build 60 townhomes, 250 mixed-income apartments in the historic buildings, and a 171,000-square-foot office building with 47,000 square feet of retail space.

In 2013, the DC government opened a \$9 million Gateway Pavilion with an open air market, enclosed space for events and meetings, and green roof with a raised park. In addition, the DC government is investing \$100 million in infrastructure work on the East Campus. A portion of that investment will help support the new 5,000-seat Entertainment & Sports Arena (ESA), currently under development. The ESA will be home to the Washington Wizards training complex, the Washington Mystics’ home arena and other cultural events.

The area has seen investment in more than 3,400 residential units since 2001. However, two-thirds of the units have undergone major renovations as opposed to new construction. Of the 572 residential units under construction, approximately half are new construction. One of these new construction projects is Archer Park (#10), a 190-unit affordable apartment complex.

Finally, the two-block section at the intersection of Atlantic Street and South Capitol Street has seen approximately \$120 million in new development since 2012. This four-acre area is now home to the new William O. Lockridge/Bellevue Neighborhood Library, Trinity Plaza (49 affordable units with 6,000 sq. ft. of retail), and the Conway Health & Resource Center. Furthermore, the vacant one-story retail center will be replaced with a 195-unit affordable residential building with 5,000 square feet of retail space (#3).

	PROJECTS	TOTAL SF	EDUCATION SF	OFFICE SF	RESIDENTIAL UNITS	RETAIL SF	EST. VALUE (\$ BILLIONS)
COMPLETED (2001–8/2016)	39	4,518,775	574,528		3,422	120,000	\$1.0
UNDER CONSTRUCTION	7	653,087		31,000	572	2,520	\$0.3
PIPELINE	11	4,703,180	250,000	1,397,000	1,974	295,200	\$2.1
TOTALS	57	9,875,042	824,528	1,428,000	5,968	417,720	\$3.4

NEIGHBORHOOD DEVELOPMENT: BELLEVUE / CONGRESS HEIGHTS



1. DANBURY STATION



2. DHS OFFICE BUILDING

Image courtesy of City Interests



3. SOUTH CAPITOL MULTIFAMILY

Image courtesy of City Interests



4. WILLIAM O. LOCKRIDGE/BELLEVUE NEIGHBORHOOD LIBRARY



5. TRINITY PLAZA



6. 400 ATLANTIC STREET

Image courtesy of the DC Housing Authority



7. BALLOU SENIOR HIGH SCHOOL



8. WOODCREST VILLAS



9. SAINT ELIZABETHS EAST (PHASE I)

Image courtesy of RedBrick LMD



10. ARCHER PARK (PHASE I)

Image courtesy of WC Smith



11. ASHEFORD COURT (PHASE I)

Image courtesy of WC Smith

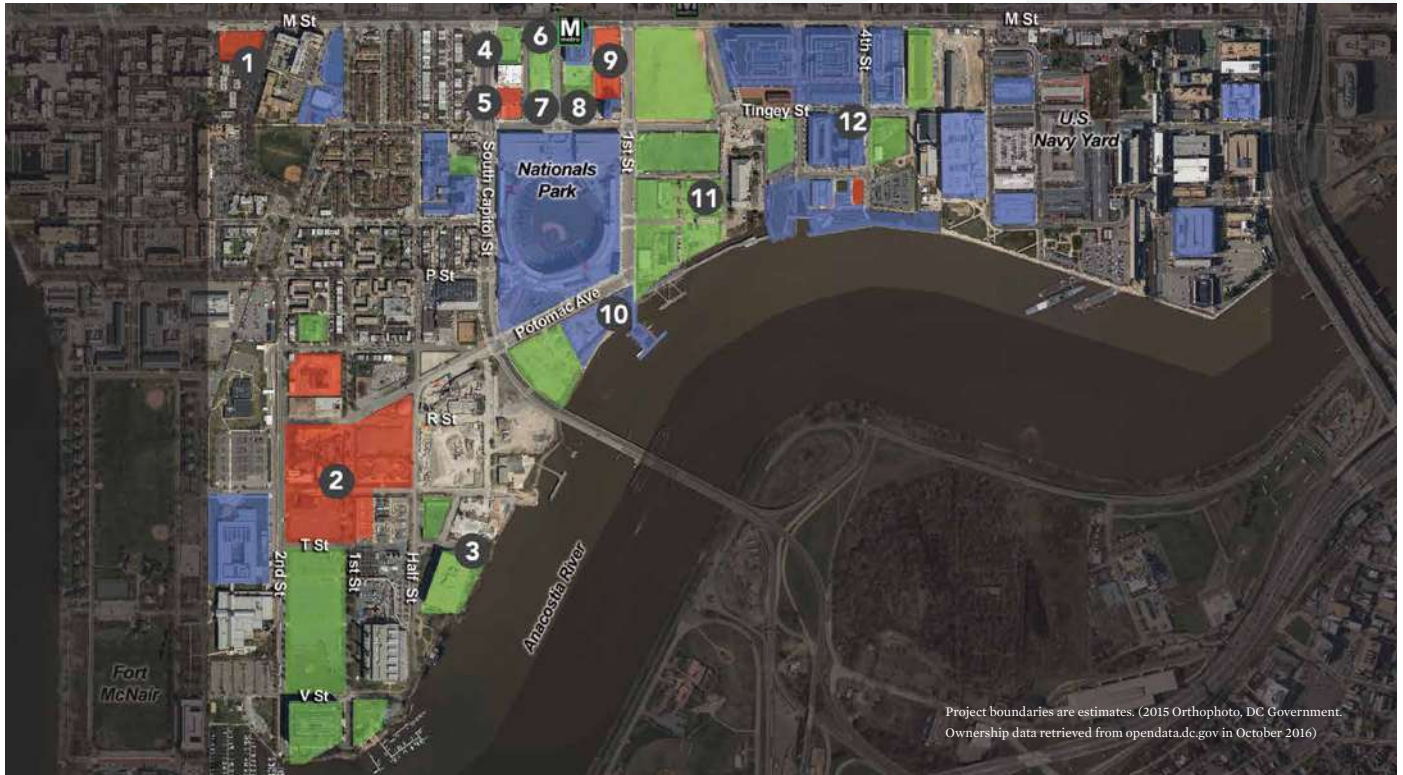


12. THE ARC (PHASE III)

Image courtesy of WC Smith

CAPITOL RIVERFRONT / BUZZARD POINT

PROJECT STATUS
■ Completed (since 2001)
■ Under Construction
■ Pipeline



Project boundaries are estimates. (2015 Orthophoto, DC Government. Ownership data retrieved from opendata.dc.gov in October 2016)

THE CAPITOL RIVERFRONT IS A 500-ACRE DISTRICT anchored by the U.S. Navy Yard (in operation since 1799), U.S. Department of Transportation headquarters, numerous new mixed-used buildings and three parks. As a former industrial center most of its older buildings on private property were demolished to make way for this new development.

As of August 2016, the area of the Capitol Riverfront highlighted in the map above has 837 residential units (in three buildings), nearly 80,000 sq. ft. of retail space and a 170-room hotel under construction. The current and future growth in residential has already attracted two grocery stores to the neighborhood—Harris Teeter (4Q 2014 opening) and Whole Foods (2016/2017 opening).

The neighborhood is also becoming an entertainment destination. Already home to Nationals Park, D.C. United (#2) is expected to open

its new 20,000-seat stadium in 2018 and Showplace ICON will open a 16-screen movie-theater in 2018 as well.

The southwest portion of the neighborhood, also known as Buzzard Point, has started to attract developer interest as two waterfront office buildings will be transformed into mixed-use projects. The former home to the U.S. Coast Guard (2100 2nd St., SW) will be redeveloped into 535 residential units and 80,000 sq. ft. of retail space. 1900 Half Street (#3) will also be converted into 399 residential units and 24,000 sq. ft. of retail space.

Forest City is one of the major developers leading this growth with its The Yards project that will redevelop the 42-acre Southeast Federal Center, located adjacent to the U.S. Navy Yard, into 5.5 million sq. ft. of mixed-use development, including adaptive reuse of historic structures (initial phases started to deliver in 2010).

	PROJECTS	TOTAL SF	HOTEL ROOMS	OFFICE SF	RESIDENTIAL UNITS	RETAIL SF	EST. VALUE (\$ BILLIONS)
COMPLETED (2001 – 8/2016)	21	6,846,991	168	4,175,493	1,342	237,330	\$2.1
UNDER CONSTRUCTION	7	1,633,753	170	220,000	837	79,501	\$0.7
PIPELINE	23	9,501,943	645	3,044,737	5,205	616,004	\$3.3
TOTALS	51	17,982,687	983	7,440,230	7,384	932,835	\$6.1

NEIGHBORHOOD DEVELOPMENT: **CAPITOL RIVERFRONT / BUZZARD POINT**



1. SAINT MATTHEWS REDEVELOPMENT



2. D.C. UNITED STADIUM



3. 1900 HALF STREET



4. 10 VAN STREET

Image courtesy of Gensler



5. 1221 VAN STREET

Image courtesy of The JBG Companies



6. 25 M



7. BALLPARK EAST

Image courtesy of The JBG Companies



8. HALF STREET

Visualization by Interface Multimedia



9. F1RST

Image courtesy of Hickok Cole



10. DOCK 79



11. SHOWPLACE ICON

Image courtesy of Forest City Washington



12. ARRIS

GOLDEN TRIANGLE / WEST END

PROJECT STATUS
■ Completed (since 2001)
■ Under Construction
■ Pipeline



THE GOLDEN TRIANGLE / WEST END SUBMARKETS are home to the greatest density of office buildings in DC at approximately 48.9 million square feet, representing nearly a third of DC’s entire office inventory.¹ Perceived as the “traditional” central business district, office developers are re-focusing their efforts to modernize older office buildings and in some cases converting commercial properties into residential or hotel uses.

As of August 2016 there were six office buildings under construction or renovation totaling more than 970,000 square feet. 2112 Pennsylvania Avenue (#4) is a new 250,000-square-foot office building being developed by Skanska, under a ground lease from George Washington University. Alexander Court (#7, 2001 K Street & 2000 L Street) is undergoing a major renovation that will result

in a new 12-story atrium connecting the two buildings and four new floors will be added to 2000 L Street.

Most of the new residential development is occurring west of New Hampshire Avenue with five projects under construction, totaling 677 units (487 rental & 190 condos). Two DC government properties are being redeveloped by Eastbanc into mixed-use projects that will incorporate the previous uses on the site—2225 M Street (#2) is a 61-unit affordable residential building with a new fire station on the ground floor and Westlight (#1) is a two-tower development that will include 71 condos, 93 apartments, ground floor retail space, and a new public library. In addition, 1255 22nd Street is an existing office building that is being converted into 77 apartments with a nine-story, 120-unit multifamily building under construction on an adjacent parking lot.

	PROJECTS	TOTAL SF	HOTEL ROOMS	OFFICE SF	RESIDENTIAL UNITS	RETAIL SF	EST. VALUE (\$ BILLIONS)
COMPLETED (2001–8/2016)	68	9,733,078	2,891	5,556,274	2,235	295,304	\$2.9
UNDER CONSTRUCTION	12	1,806,753		971,271	692	59,212	n/a*
PIPELINE	11	1,140,533	50	848,040	102	26,600	n/a*
TOTALS	91	12,680,364	2,941	7,375,585	3,029	381,116	n/a*

1. CoStar (Q3 2016)

Source: WDCEP Research, August 2016
 *Not enough data available

NEIGHBORHOOD DEVELOPMENT: **GOLDEN TRIANGLE / WEST END**



1. WESTLIGHT

Image courtesy of WDG



2. 2225 M

Image courtesy of WDG



3. 2200 PENNSYLVANIA AVE. & 2221 I ST., NW



4. 2112 PENNSYLVANIA AVE

Image courtesy of Gensler



5. 2000 K STREET

Image courtesy of Tishman Speyer



6. PRESIDENTIAL PLAZA



7. ALEXANDER COURT



8. 2050 M STREET

Image courtesy of Tishman Speyer



9. 2001 M STREET



10. 1745 N



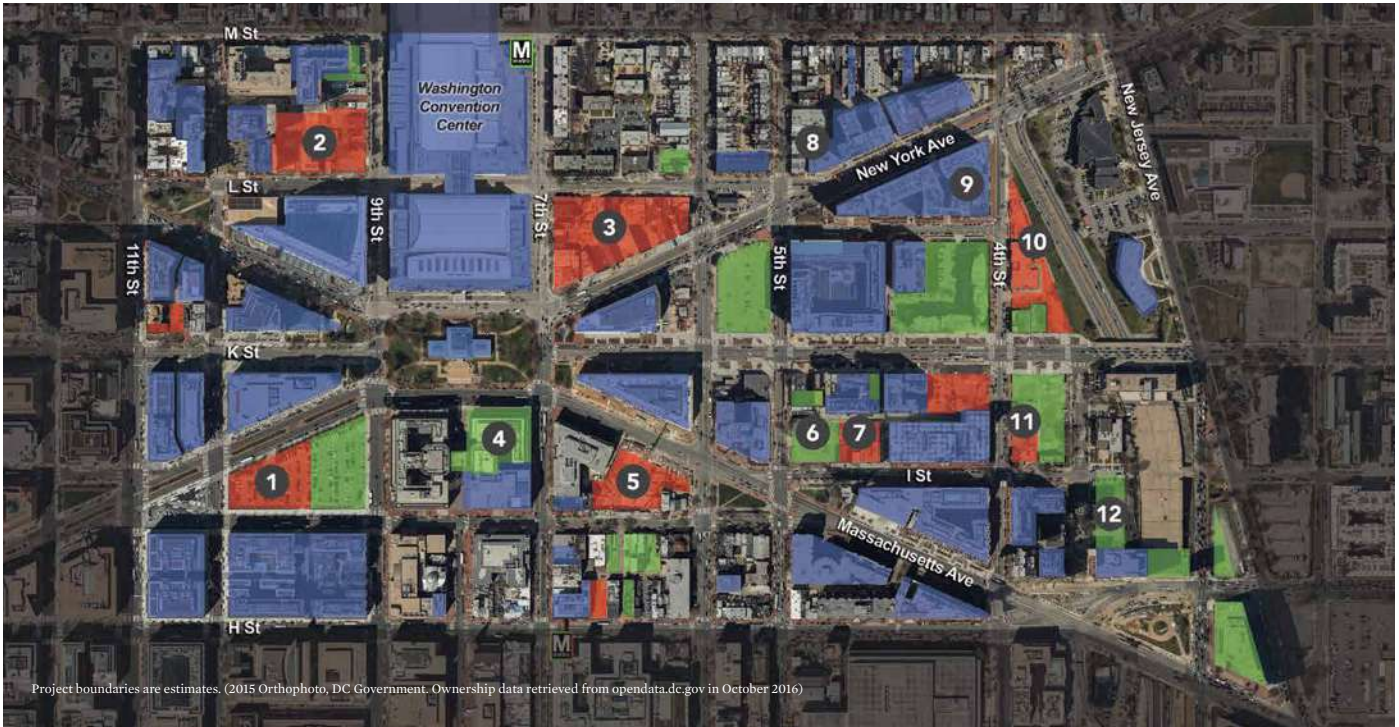
11. 1200 SEVENTEENTH STREET



12. 900 16TH STREET

MT. VERNON TRIANGLE / SHAW / DOWNTOWN

PROJECT STATUS
■ Completed (since 2001)
■ Under Construction
■ Pipeline



MOUNT VERNON TRIANGLE IS A MIXED-USE transitional neighborhood between the commercial downtown and residential neighborhoods to the north. An area that was once home to 20 parking lots has seen nearly 14 million square feet of new development since 2001.

Recently, the neighborhood and its surrounding environs, highlighted in the map above, has been a boon to new residential development with 5,801 residential units coming to market since 2003 and another 1,058 under construction. This new residential product has been a mix of rental and for-sale, with more than 35% of the units sold as condos. Although, all units currently under construction will be rental.

With the opening of the Walter E. Washington Convention Center in 2003, the area has seen a spike in hotel development with nearly

2,000 hotel rooms in five new hotels, including the 1,175-room Marriott Marquis, opening since 2005 and another 1,309 rooms under construction. In addition, the 356-room Conrad Hotel (#1), part of the CityCenterDC development, is expected to open in Q1 2019.

The area is also becoming a new headquarters location with the Association of American Medical Colleges and Arnold & Porter (law firm) moving into the neighborhood in the past few years. In addition, 600 Massachusetts (#5) will be the new home to Venable (law firm) in 2016/2017, the D.C. Bar is building its new offices at 901 4th Street (#11, Q1 2018 delivery) and the 750,000-square-foot 655 New York Avenue (#3) will be the new home to The Advisory Board in 2018/19 along with up to 80,500 square feet of retail space.

	PROJECTS	TOTAL SF	HOTEL ROOMS	OFFICE SF	RESIDENTIAL UNITS	RETAIL SF	EST. VALUE (\$ BILLIONS)
COMPLETED (2001 – 8/2016)	57	13,969,830	1,997	3,449,581	5,801	631,787	\$4.7
UNDER CONSTRUCTION	11	2,975,693	1,309	1,129,766	1,058	185,251	\$1.3
PIPELINE	18	3,722,064	448	1,999,800	1,584	178,107	\$1.3
TOTALS	86	20,667,587	3,754	6,579,147	8,443	995,145	\$7.3

NEIGHBORHOOD DEVELOPMENT: MT. VERNON TRIANGLE / SHAW / DOWNTOWN



1. CITYCENTERDC (CONRAD HOTEL)

Image courtesy of Hines



2. COLUMBIA PLACE



3. 655 NEW YORK AVENUE

Image courtesy of Douglas Development



4. ANTHEM ROW

Image courtesy of Hickok Cole



5. 600 MASSACHUSETTS AVENUE



6. SLS LUX HOTEL & RESIDENCES

Image courtesy of WDG



7. EYE STREET LOFTS

Image courtesy of Hickok Cole



8. HOMEWOOD SUITES



9. 415 L STREET



10. THE ASPEN



11. 901 4TH STREET

Image courtesy of The Wilkes Company



12. 801 3RD STREET

Image courtesy of The Wilkes Company

UNION MARKET / NOMA

PROJECT STATUS

- Completed (since 2001)
- Under Construction
- Pipeline



AS DC'S DEVELOPMENT CONTINUES its eastward momentum, areas such as NoMa and Union Market are evolving into new mixed-use neighborhoods. In recent years developers have focused on building residential product in close proximity to the Red Line's NoMa-Gallaudet U. Metrorail Station. All of the completed residential development, in the map area highlighted above, has occurred since 2010 and there are nearly 2,000 new units (91% rental) currently under construction.

The 45-acre Union Market District, bounded by Florida Avenue, 6th Street, New York Avenue and the railroad tracks is an industrial area that has the potential for eight million square feet of mixed-use redevelopment. There are numerous landowners with Douglas Development, EDENS, Gallaudet University, LCOR and Level 2 being among the major stakeholders. Gallaudet University has engaged The JBG Companies as

the master developer to entitle and develop approximately 1.5 million square feet of development on four parcels along 6th Street, NE.

3rd Street, NE will also become a neighborhood commercial center in the next few years. REI opened a flagship store in October 2016 and Foulger-Pratt (#9), Trammell Crow (#11), and The Wilkes Company (#10) collectively have three projects in the pipeline that will total more than 1,440 residential units, 77,000 square feet of retail space and 375 hotel rooms.

Finally, the NoMa Parks Foundation will be creating numerous gathering spaces and parks to provide public amenities to the former industrial area. The largest, NoMa Green, will be a two-acre park on a former Pepco site located between Harry Thomas Way and the Metrorail tracks.

	PROJECTS	TOTAL SF	HOTEL ROOMS	OFFICE SF	RESIDENTIAL UNITS	RETAIL SF	EST. VALUE (\$ BILLIONS)
COMPLETED (2001 – 8/2016)	29	7,343,183	852	3,509,263	2,822	150,750	\$2.3
UNDER CONSTRUCTION	9	2,161,409		172,177	1,989	149,372	\$0.9
PIPELINE	28	13,506,397	978	4,402,925	9,459	641,061	\$2.9
TOTALS	66	23,010,989	1,830	8,084,365	14,270	941,183	\$6.0

Source: WDCEP Research, August 2016

NEIGHBORHOOD DEVELOPMENT: UNION MARKET / NOMA



1. CAMDEN NOMA (PHASE II)

Image courtesy of WDG



2. LACEBARK ALLEY

Image courtesy of The JBG Companies



3. THE LEXICON

Image courtesy of WDG



4. ECKINGTON YARDS

Image courtesy of The JBG Companies



5. MARKET TERMINAL



6. SHAPIRO RESIDENCES

Image courtesy of EDENS



7. EDISON

Image courtesy of EDENS



8. THE HIGHLINE AT UNION MARKET

Image courtesy of Level 2 Development



9. PRESS HOUSE AT UNION DISTRICT

Image courtesy of Foulger-Pratt



10. 300 M

Image courtesy of Hickok Cole



11. ARMATURE WORKS



12. ULINE ARENA

Image courtesy of Douglas Development

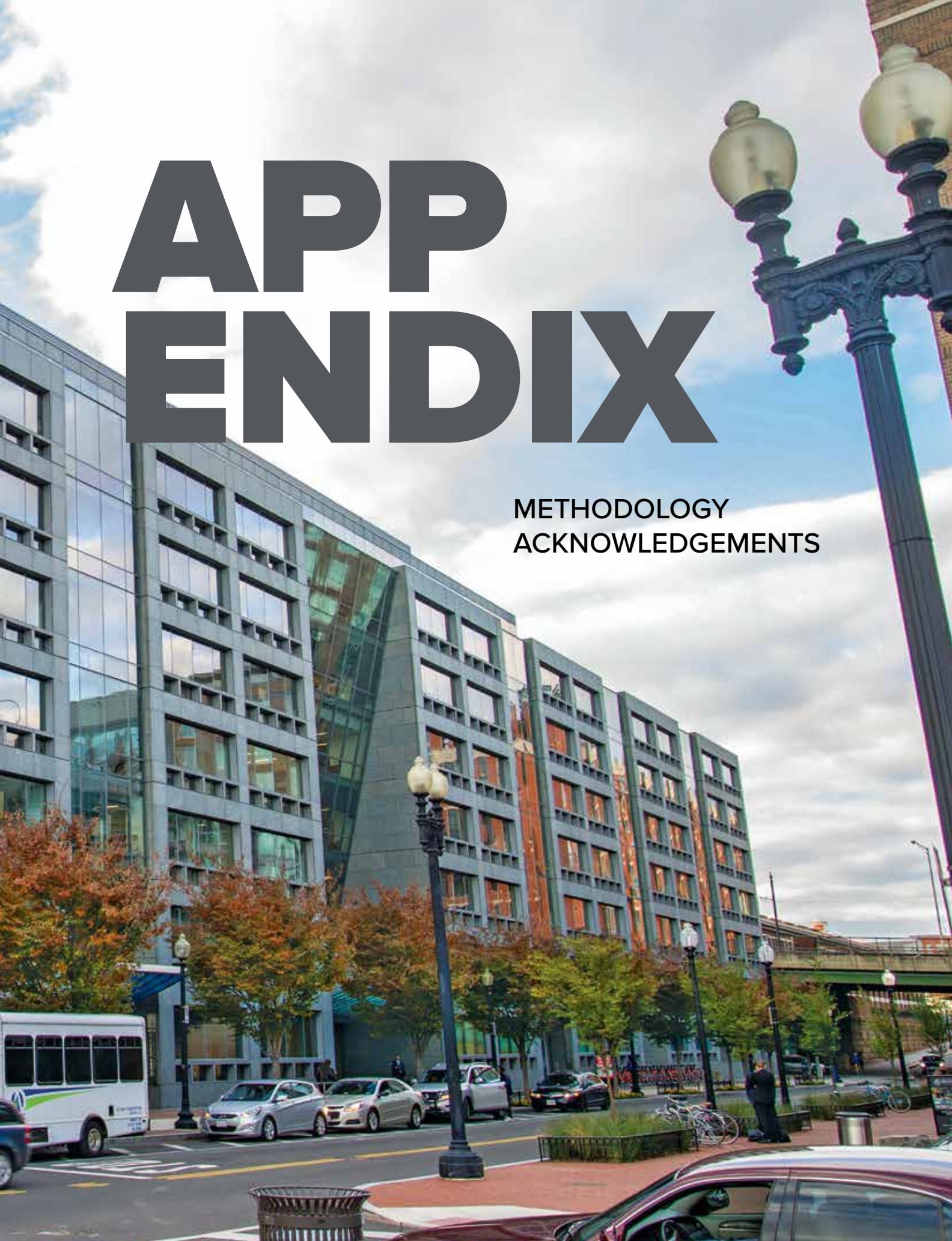


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ATLANTIC

APPENDIX

METHODOLOGY
ACKNOWLEDGEMENTS



A APPENDIX

THE GOAL OF THE WASHINGTON, DC ECONOMIC PARTNERSHIP was to create a comprehensive database of development activity that would help us find answers to the following questions:

- What is the make-up of development activity?
- Where is the development activity occurring?
- What are the trends?
- How much is being invested in our community?

However, before we could begin to collect development information we had to create a methodology to give us guidance on what data to assemble on each project and which projects to include in our database. For a detailed explanation of our methodology please visit www.wdcep.com.

While our database of projects is constantly being updated, for the purposes of this publication, all data reflects project status, design and information as of August 2016.

WHERE DO WE GET OUR INFORMATION?

To capture the most comprehensive inventory, we use a variety of sources to gather information about development activity, and whenever possible, we contact the developers directly to get the most up-to-date and accurate information available and do site location visits to verify the project's status. Often our research uncovers discrepancies in available data on project information such as square footage, cost, number of units, etc. When this occurs, we try to reconcile the differences by speaking directly with parties involved in the development. Some of our sources include:

PRIMARY SOURCES

- Architects
- Building Permit Data
- Certificates of Occupancy
- Developers
- DC Office of Planning
- DC Office of the Deputy Mayor for Planning & Economic Development
- DC Office of the Chief Financial Officer
- DC Office of Zoning
- General Contractors
- Project Managers

SECONDARY SOURCES

- Brokers
- Business Improvement Districts
- Media & Newspapers
- Neighborhood Newsletters & Blogs

ADDING OR UPDATING INFORMATION

If you are looking for information about a specific project and you do not see it on our list, it may have been omitted for one of the following reasons.

- 1. IT DID NOT MEET THE \$5 MILLION THRESHOLD**
- 2. WE ARE MISSING A KEY PIECE OF INFORMATION**
- 3. WE HAVE QUESTIONS ABOUT THE VALIDITY OF THE DATA**
- 4. WE MAY NOT KNOW ABOUT IT**

To add or update a record in our database, please contact:

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Research Analyst
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The Washington, DC Economic Partnership would like to thank the following organizations for their contributions to this year's DC Development Report.

11th Street Bridge Park	Ditto	NoMa BID
A & R Development Corporation	Donatelli Development	Office of the Deputy Mayor for Planning & Economic Development
Abdo Development	Donohoe Companies	Perkins + Will
Adams Morgan BID	DowntownDC BID	Perkins Eastman
Akridge	Eco Housing	Perseus Realty, LLC
American Univeristy	EDENS	PN Hoffman
Anacostia BID	EYA	R2L Architects
Anacostia Economic Development Corporation	Forrester Construction Company	The Rappaport Companies
Antunovich Associates	Fort Lincoln New Town Corporation	Redbrick LMD
Architect of the Capitol	Foulger-Pratt Companies	Republic Properties Corporation
AvalonBay Communities	Gensler	Roadside Development
Ayers Saint Gross	George Washington University	Ruben Company
BELL Architects	Georgetown University	Saul Centers, Inc.
BISNOW	Gilbane Construction	SB-Urban
Blue Skye Development & Construction	GlobeSt.com	Shalom Baranes Associates
Bonstra Haresign Architects	Golden Trianlge BID	Skanska
Boston Properties	Grunley Construction	Skidmore Owings & Merrill
Bozzuto	GSA	SmithGroupJJR
Bush Construction	H Street CDC	Smoot Construction Company of Washington DC
Capitol Riverfront BID	Hickok Cole Architects	SOME
Carr Properties	Hines	Somerset Development Company
CBRE	Horning Brothers	Stonebridge Carras
City Partners LLC	Howard University	Suzane Reatig Architecture
Clark Construction Group LLC	Insight Property Group	Telesis Coporation
Cohen Siegel Investors	Jair Lynch Development Partners	Tishman Speyer
Community Preservation & Development Corporation	James G. Davis Construction Corporation	Torti Gallas & Partners
Community Three Development	The JBG Companies	Trammell Crow Company
Cooper Carry Inc	JD Land	Trump Hotels
Dantes Partners	Kennedy Center	UIP General Contracting, Inc.
Davis, Carter, Scott	Level 2 Development	Valor Development
DC Department of Consumer & Regulatory Affairs	Lincoln Property Company	Warrenton Group
DC Department of Housing and Community Development	Lowe Enterprises Real Estate Group	Washington Business Journal
DC Department of Parks & Recreation	Madison Investments	Washington Post
DC Department of Transportation	Manna	WC Smith
DC Housing Authority	Marshall Moya	WCS Construction
DC Public Library	Menkiti Group	WDG Architecture
DC Water	Mid-City Financial Corporation	The Wilkes Company
	Mill Creek Residential Trust	
	Mount Vernon Triangle CID	
	MRP Realty	
	Neighborhood Development Company	



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