

A publication by



**CBRE**

WASHINGTON, DC

# DEVELOPMENT REPORT

2017 / 2018  
EDITION

AC HOTEL WASHINGTON DC

AC HOTEL / DESIGNED BY WDG ARCHITECTURE

In Public-Private  
Partnership with



The Washington DC Economic Partnership would like to acknowledge our public and private sector board members whose continued financial support and guidance has made the DC Development Report 2017/2018 Edition possible.



## PUBLIC SECTOR PARTNERS



## PRIVATE SECTOR PARTNERS



## BOARD MEMBERS

### EXECUTIVE COMMITTEE

#### Brian Kenner / Co-Chair

Deputy Mayor,  
Office of Planning & Economic  
Development

#### Richard Lake / Co-Chair

Managing Principal,  
Roadside Development

#### Jennifer Eugene / Secretary

Manager, Engineered Sales,  
Washington Gas

#### Timothy F. Veith / Treasurer

Executive Vice President,  
United Bank

#### Keith Sellars / President

President & CEO,  
Washington DC Economic Partnership

#### Karima Woods / DMPED Representative

Director of Business  
Development & Strategy,  
Office of the Deputy Mayor for  
Planning & Economic Development

#### Adam Davis

Vice President of Development,  
Foulger-Pratt Development

#### Raj Aggarwal

President, Think Local First DC

#### Brian Argrett

President & CEO, City First Bank of DC

#### Joseph Askew

Vice President, Government Relations,  
Verizon

#### Melinda Bolling

Director, Department of Consumer &  
Regulatory Affairs

#### Kristina Bouweiri

President & CEO, Reston Limousine

#### Steven C. Boyle

Managing Director, EDENS

#### Jean-Luc Brami

Vice President, Gelberg Signs

#### Kenneth Brewer

Executive Director, H Street CDC

#### Stacy Burnette

Senior Director, Government &  
Regulatory Affairs, Comcast Cable

#### Brunson Cooper

Managing Director, Corenic

#### Donna M. Cooper

Region President, Pepco

#### Timothy J. Duggan

Senior Vice President and Commercial  
Regional Group Manager, TD Bank

#### Christine Delucchi

Principal + Practice Group Leader, Brand,  
Streetsense

#### Daniel Duke

Principal—Mid-Atlantic, Bohler Engineering

#### Brad Fennell

Senior Vice President, WC Smith

#### Angie M. Gates

Director, DC Office of Cable Television,  
Film, Music & Entertainment

#### Stan Jackson

President and CEO, Anacostia  
Economic Development Corporation

#### Norman Jamal

Vice President,  
Douglas Development Corporation

#### Jay Klug

Executive Vice President, JBG Smith

#### Lisa Mallory

CEO, DC Building Industry Association

#### Derrick Mashore

Senior Vice President, CBRE

#### Omar McIntosh

Senior Vice President, Smoot Construction

#### Robin Mosle

Managing Partner, Of Place

#### Scott Nordheimer

Senior Advisor, Urban Atlantic

#### Gregory O'Dell

President and CEO, Events DC

#### William Rich

President, Delta Associates

#### Jennifer Rudy

Director, U.S. Office of  
Civic Innovation, Microsoft

#### Chase W. Rynd

Executive Director,  
National Building Museum

#### Tara Scanlon

Partner, Holland & Knight

#### Olivia Shay-Byrne

Partner, K&L Gates

#### Michael Stevens

President, Capitol Riverfront BID

#### Stephen C. Taylor

Commissioner, DC Department of  
Insurance, Securities & Banking

#### Archana Vemulapalli

Chief Technology Officer, Office of  
the Chief Technology Officer

#### Mitch Weintraub

Partner, Cordia Partners

#### Kristi Whitfield

Director, Department of Small &  
Local Business Development





# WASHINGTON, DC DEVELOPMENT REPORT

2017/2018 EDITION

THE AC HOTEL / DESIGNED BY WDG ARCHITECTURE

A publication of the

In partnership with



# 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 communities to local, national, and international audiences. WDCEP's purpose and success

aligns with its partners in the city: to facilitate dynamic relationships with technology visionaries, artists, real estate entrepreneurs, non-profits, 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.



Learn more at [wdcep.com](http://wdcep.com) or engage with us @WDCEP.

## CBRE

CBRE Group, Inc, a Fortune 500 and S&P 500 company headquartered in Los Angeles, is the world's largest commercial real estate services and investment firm (in terms of 2016 revenue). The Company has more than 75,000 employees (excluding affiliates), and serves real estate investors and occupiers through more than 450 offices (excluding affiliates) worldwide. CBRE offers a broad range of integrated services, including facilities, transaction and project management; property management; investment management; appraisal and valuation; property leasing; strategic consulting; property sales; mortgage and development services.

CBRE's research sets the world standard for market-based commercial real estate by providing clients with accurate and timely insight. The greater Washington, D.C. team prepares quarterly reports on office, industrial and retail sectors with hotel, multi-housing and other specialty reports for Washington, D.C. Metro and Baltimore. In addition, CBRE's research provides thought leadership initiatives aimed at helping clients understand new and evolving business and economic trends impacting the local real estate market.



Please visit our website at [www.cbre.us](http://www.cbre.us)

## 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 2017.

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**

- 4 ECONOMIC OVERVIEW
- 8 DEVELOPMENT OVERVIEW
- 10 MOST ACTIVE DEVELOPERS, ARCHITECTS & CONTRACTORS

## 2

### **DEVELOPMENT SECTOR**

- 15 OFFICE
- 29 RETAIL
- 43 RESIDENTIAL
- 57 HOSPITALITY
- 69 QUALITY OF LIFE

## 3

### **NEIGHBORHOOD DEVELOPMENT**

- 80 ADAMS MORGAN
- 82 ANACOSTIA
- 84 CAPITOL RIVERFRONT / SOUTHWEST WATERFRONT
- 86 MINNESOTA & BENNING
- 88 MT. VERNON TRIANGLE / NOMA / UNION MARKET

## 4

### **APPENDIX**

- 92 METHODOLOGY
- 93 ACKNOWLEDGEMENTS





An aerial night view of a city featuring a prominent white arch bridge over a body of water, modern illuminated buildings, and a highway interchange with light trails from traffic. The scene is set against a dark sky with a hint of twilight.

# DEVELOPMENT OVERVIEW

**ECONOMIC OVERVIEW  
DEVELOPMENT OVERVIEW  
MOST ACTIVE**



# E ECONOMIC OVERVIEW

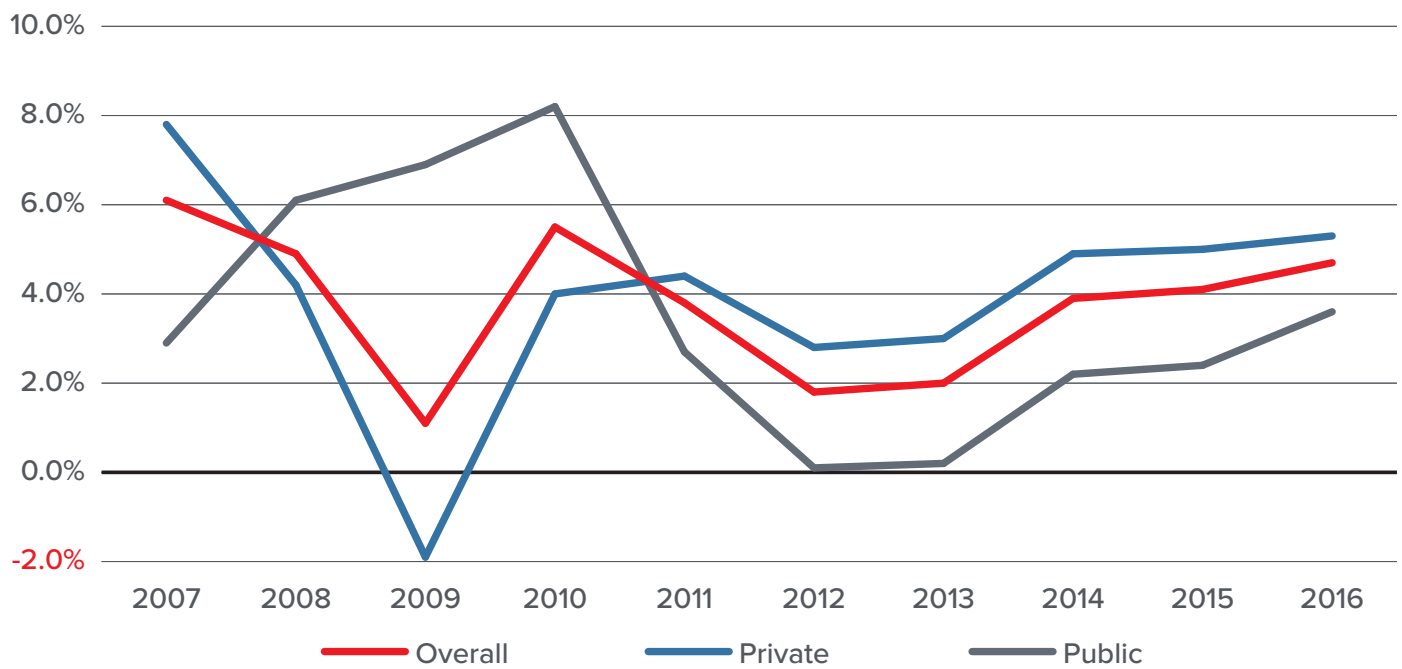
By: Wei Xie, Regional Research Manager, CBRE

## GROSS DOMESTIC PRODUCT GROWTH

The overall economy in the District of Columbia remains in a healthy, expansionary mode, having grown 4.7% over the year between 2015 and 2016—far outpacing the national average rate of 2.8% for the same period. Growth in the private industries

(5.3%) surpassed that of the public sector (3.6%), a trend that has been consistent since 2011. Continued rise in private-industry activity will help further diversify and balance the city's economy, making it less dependent on the government sector.

### DC GDP YEAR-OVER-YEAR GROWTH RATE



Source: CBRE, U.S. Bureau of Economic Analysis; October 2017.





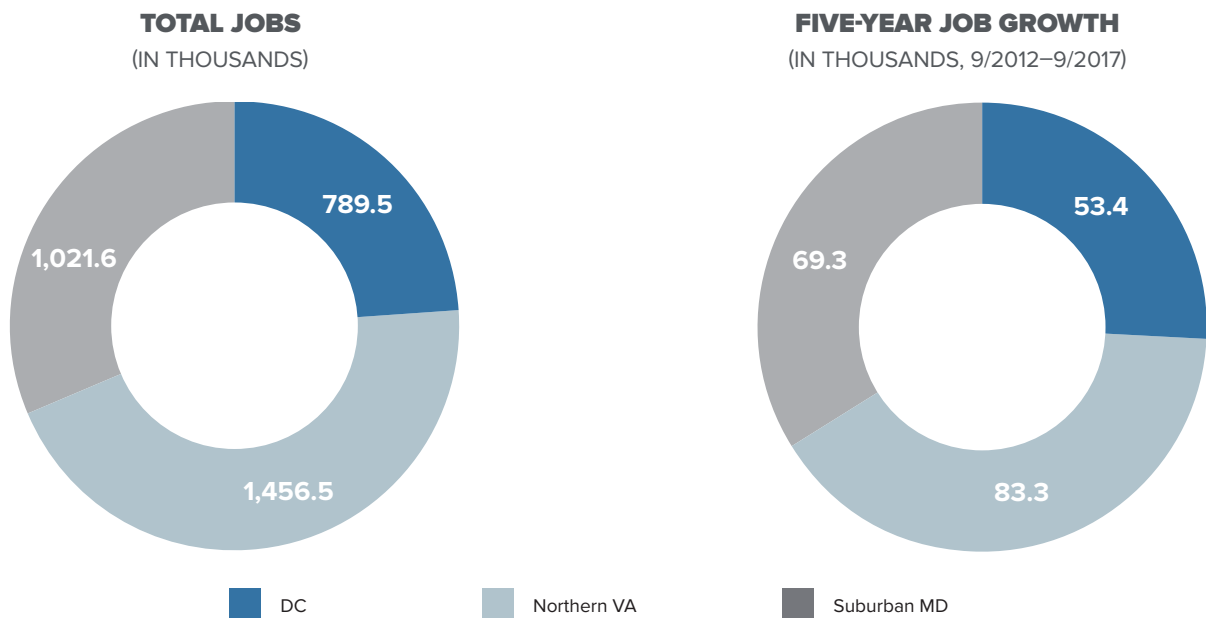


**LABOR MARKET OVERVIEW**

DC posted modest employment gains in September 2017, adding 5,500 nonfarm jobs over the year, or an increase of 0.7%. Mirroring trends in the GDP stats, employment growth was concentrated in the private sector. Although government employment accounts for 30% of the total labor pool, it did not contribute any growth, instead shedding 100 jobs over the year.

Relative to their respective share of the total labor market within the greater metro region, DC’s job growth over the past five

years outpaced its suburban counterparts. While DC accounts for 24% of the total employment, it contributed 26% of the new jobs. In comparison, Northern Virginia and Suburban Maryland contributed 74% of the job growth, while making up 76% of the labor pool. DC employment grew 7.3% between September 2012 and September 2017, higher than the 6.6% growth posted by the suburban markets over the same period.



Source: CBRE, U.S. Bureau of Labor Statistics; September 2017.

Unemployment rate in DC ended September at 6.5%.<sup>1</sup> While this was significantly down from the historical high of 10.5% recorded in 2011, it compares unfavorably to the same time last year (5.9%) and a recent low of 5.8% in March 2017.

The labor force among DC residents continues to expand and totaled 401,800 in September 2017—a 24% growth from the 2007 level. Labor force participation rate was at 69.7%, higher than the national average of 63.1%.

1. Bureau of Labor Statistics (9/2017, preliminary seasonally adjusted)

## LABOR MARKET TRENDS BY SECTOR

### Federal Government

The federal government remains the largest employer in DC, totaling 197,400 jobs as of September 2017. However, this sector has contributed to virtually no employment gains since 2007, having instead lost 15,800 jobs since its peak level in 2011.

### Professional and Business Services

With the largest private-sector labor pool, the professional and business services sector ended September at 167,200 jobs—a gain of 2,100 over the year. The sector has posted employment gains every year post-recession, totaling 21,800 jobs.

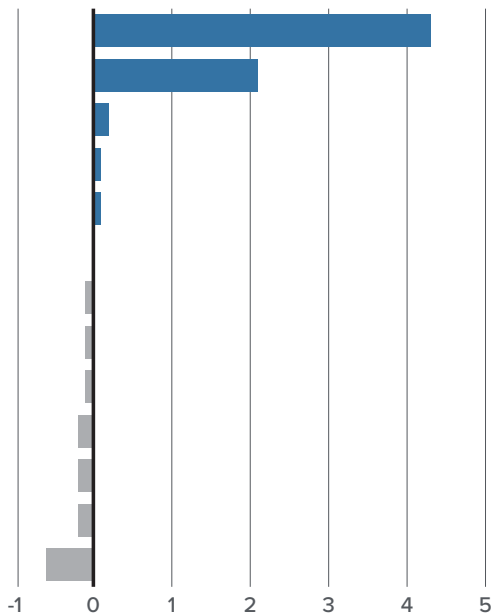
### Education Services

The education sector is a major contributor of employment growth in the city, having added 2,100 jobs between September 2016 and September 2017. Employers in the education field have consistently expanded in DC, with an aggregate growth of 64% since 2007.

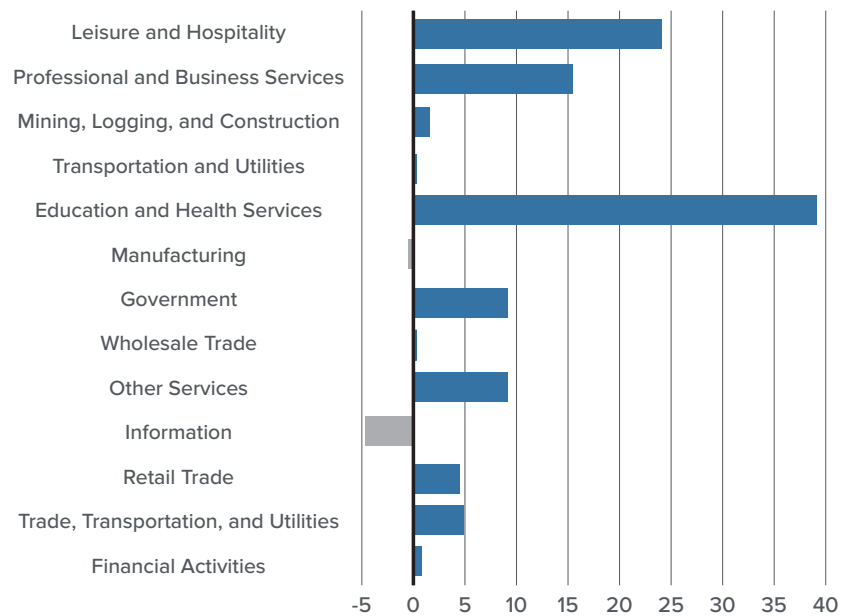
### Leisure and Hospitality

Reflective of the burgeoning restaurant scene in the city, the leisure and hospitality sector has added 4,300 jobs over the year, of which 3,600 were accounted for by the food services and drinking places subsector. Strong growth was seen in full-services restaurants (3,100 new jobs, or 11% over the year) as well as limited-service restaurants and other eating places (1,400 new jobs, or 9% over the year).

**DC EMPLOYMENT GROWTH 2016–2017\***  
(THOUSANDS OF JOBS)



**DC EMPLOYMENT GROWTH 2007–2017\***  
(THOUSANDS OF JOBS)



Source: CBRE, U.S. Bureau of Labor Statistics; October 2017 (\*based on September-to-September changes).





**OFFICE EMPLOYMENT GROWTH  
VS. SPACE DEMAND**

Between the two recent recessions—a period of both healthy economic growth and office real estate performance in the DC metro region—the market added on average 30,400 office jobs and absorbed 5.7 million sq. ft. of office space per year, a rate of 189 sq. ft. of demand per new job. Between 2009 and 2014, the compound effect of the recession and sequestration led to softening market conditions.

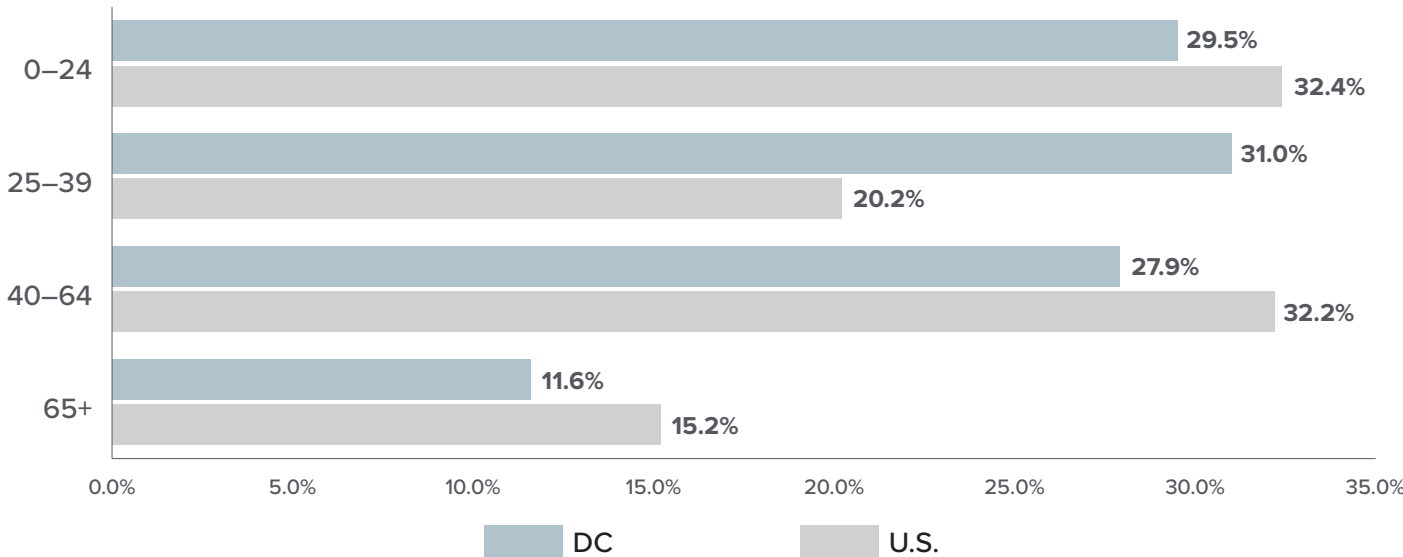
The region entered a period of steady albeit slow recovery in 2015, adding 22,200 office jobs annually. However, employment growth is no longer translating into office space demand in the traditional sense, with the new rate down to 26 sq. ft. per new job. This is due to a combination of factors such as shadow vacancy getting filled up, densification, telework, and hoteling. While employment growth remains critical for the region’s overall economic health, its relationship with office space absorption is no longer linear.

**POPULATION**

DC’s overall population posted steady growth of 1.8% between 2015 and 2016. Of note, the number of young professionals—aged 25 to 39—increased at a higher rate of 2.7% over the year, with an aggregate expansion of 39% from 2007 to 2016. The share of this age cohort in total population rose over the same period as well, up from 25.9% to 31.0%. This compares to the national average of 20.2%.

As the labor market tightens nationally and talent acquisition remains a key priority for employers, the influx of educated young professionals serves as a major attraction for firms to come and grow in the city.

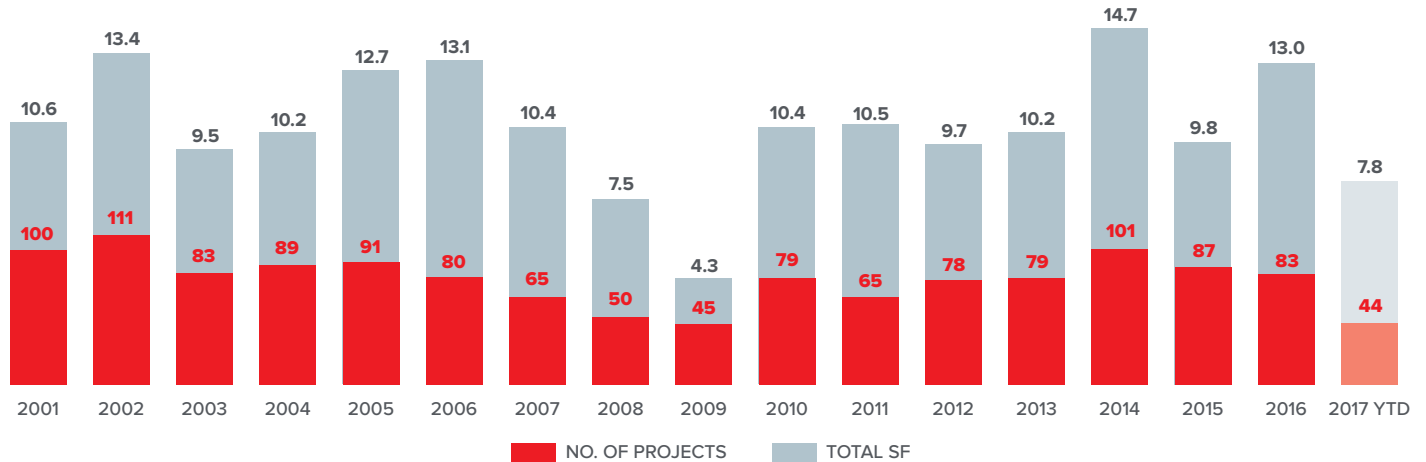
**DC POPULATION BY AGE (2016)**



Source: CBRE, U.S. Census Bureau; October 2017

# D DEVELOPMENT OVERVIEW

## DC DEVELOPMENT GROUNDBREAKINGS (AUGUST 2017, SQ. FT. IN MILLIONS)<sup>1</sup>



## SUMMARY OF PROJECTS (AUGUST 2017)

	PROJECTS	SQ. FT.	ESTIMATED VALUE (\$B)
<b>Completed</b>	<b>1,303</b>	<b>171,644,812</b>	<b>\$54.3</b>
2001	78	10,542,838	\$2.2
2002	84	9,311,374	\$2.2
2003	94	11,410,828	\$3.1
2004	93	11,483,445	\$2.7
2005	83	10,153,302	\$2.4
2006	96	12,941,323	\$3.7
2007	72	11,621,355	\$3.6
2008	78	12,178,289	\$4.1
2009	82	12,248,868	\$4.4
2010	51	7,977,660	\$2.5
2011	54	5,489,253	\$2.3
2012	67	7,665,994	\$2.5
2013	79	11,328,101	\$4.7
2014	71	11,533,842	\$4.6
2015	69	6,181,685	\$2.6
2016	97	12,832,149	\$4.5
2017 YTD	55	6,744,506	\$2.3
<b>Under Construction</b>	<b>156</b>	<b>28,967,223</b>	<b>\$11.5</b>
2017 delivery	52	8,812,791	\$3.8
2018 delivery	72	11,858,347	\$4.8
2019 delivery	27	6,636,585	\$2.1
2020 delivery	5	1,659,500	\$0.8
<b>Pipeline</b>	<b>423</b>	<b>123,424,376</b>	<b>\$37.7</b>
Near Term	219	31,740,943	\$11.7
Long Term	204	91,683,433	\$26.0

1. All projects

## PROJECTS COMPLETED

	# OF PROJECTS	SQ. FT.	UNITS	ROOMS
Office	260	55,032,273	--	--
Retail	374	7,852,575	--	--
Residential	625	67,065,597	67,393	--
Hospitality	119	17,691,315	--	16,818
Quality of Life	276	20,702,627	--	--

Total Estimated Value of Projects: **\$54.3 billion**



**171.6 MILLION**  
Square Feet Completed

## PROJECTS UNDER CONSTRUCTION

	# OF PROJECTS	SQ. FT.	UNITS	ROOMS
Office	35	7,857,030	--	--
Retail	69	1,610,331	--	--
Residential	91	13,889,795	15,860	--
Hospitality	15	3,116,084	--	2,639
Quality of Life	24	1,517,772	--	--

Total Estimated Value of Projects: **\$11.5 billion**



**29.0 MILLION**  
Square Feet Under Construction

## PROJECTS NEAR TERM

	# OF PROJECTS	SQ. FT.	UNITS	ROOMS
Office	42	5,710,374	--	--
Retail	106	1,993,471	--	--
Residential	150	17,844,012	19,537	--
Hospitality	24	2,267,970	--	2,178
Quality of Life	27	2,583,609	--	--

Total Estimated Value of Projects: **\$11.7 billion**



**31.7 MILLION**  
Square Feet Near Term

## PROJECTS LONG TERM

	# OF PROJECTS	SQ. FT.	UNITS	ROOMS
Office	61	29,107,430	--	--
Retail	106	3,900,035	--	--
Residential	126	42,065,198	43,863	--
Hospitality	27	3,227,194	--	3,599
Quality of Life	35	3,322,216	--	--

Total Estimated Value of Projects: **\$26.0 billion**

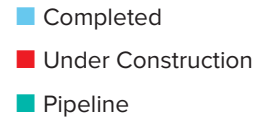


**91.7 MILLION**  
Square Feet Long Term

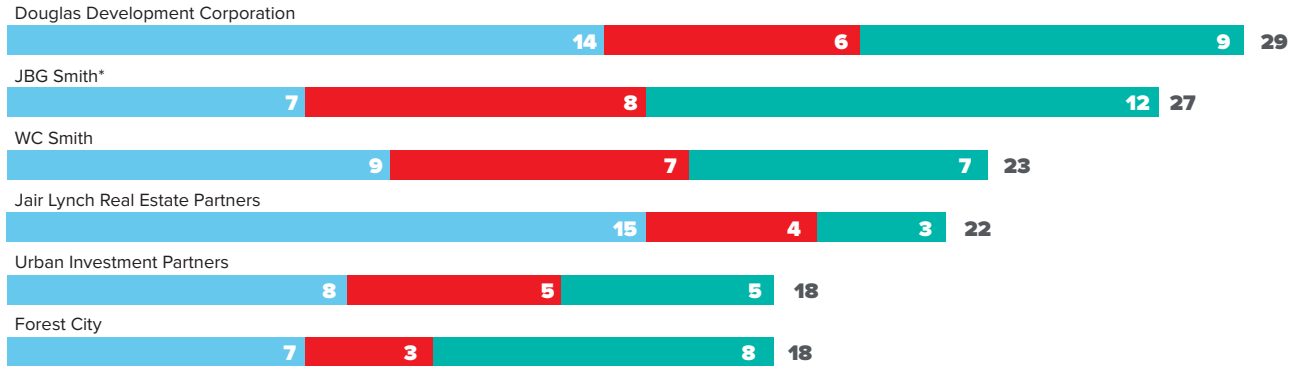


# D DEVELOPMENT OVERVIEW

The figures below list the developers, architects and contractors that have been the most active in contributing to DC's development activity since 2012.

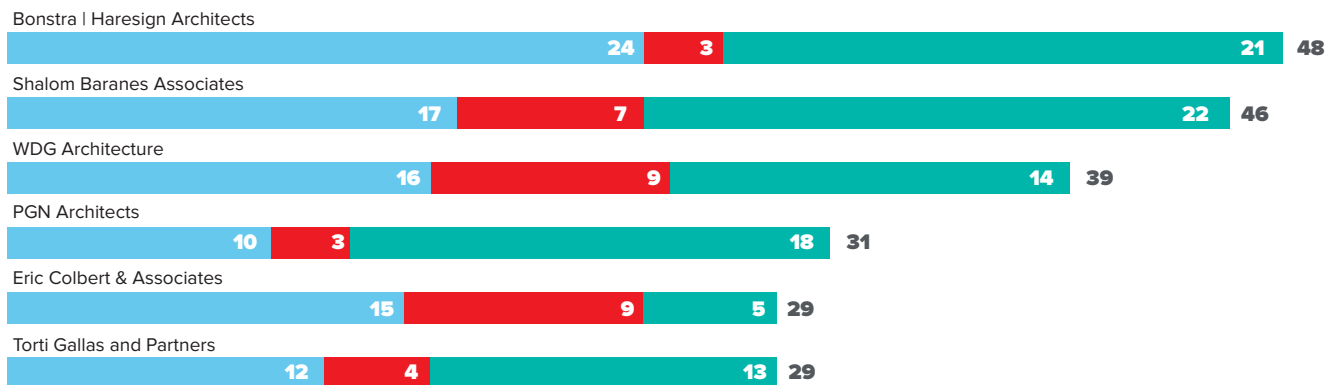


## MOST ACTIVE DEVELOPERS SINCE 2012 (# OF PROJECTS)<sup>1</sup>



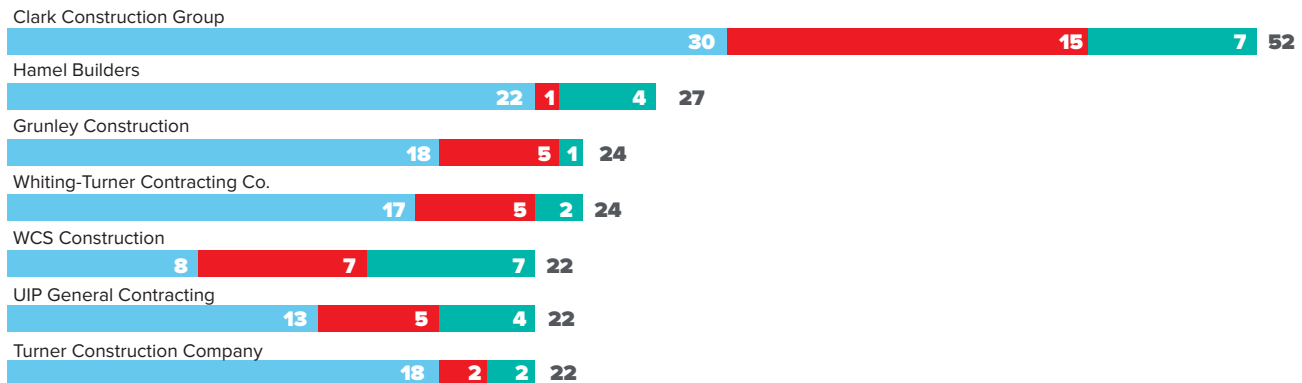
If measured by sq. ft. of projects (all status) the most active developers include JBG (10.2M sq. ft.), Forest City (7.9M sq. ft.), Akridge (7.1M sq. ft.), Douglas Development (7.2M sq. ft.), and MRP Realty (5.6M sq. ft.).

## MOST ACTIVE ARCHITECTS SINCE 2012 (# OF PROJECTS)<sup>1</sup>



If measured by sq. ft. of projects (all status) the most active architects include Shalom Baranes Associates (21.3M sq. ft.), WDG Architecture (15.5M sq. ft.), Torti Gallas and Partners (10.8M sq. ft.), SK+I Architectural (9.7M sq. ft.), and Perkins Eastman DC (8.8M sq. ft.).

## MOST ACTIVE GENERAL CONTRACTORS SINCE 2012 (# OF PROJECTS)<sup>1</sup>



If measured by sq. ft. of projects (all status) the most active contractors include Clark Construction Group (21.1M sq. ft.), Whiting-Turner Construction Co. (6.2M sq. ft.), Balfour Beatty Construction (5.4M sq. ft.), Grunley Construction (5.3M sq. ft.), and WCS Construction (4.7M sq. ft.).

<sup>1</sup> Projects completed since January 2012, under construction or in the pipeline as of August 2017 (excludes government agencies and colleges/universities). Only companies with 10 or more projects since 2012 are included in sq. ft. calculations.  
\*Includes projects developed as The JBG Companies.



SLS Hotel



2601 Virginia Avenue



V Street Residential



AC Hotel by Marriott



The Wharf Parcel 4



Insignia on M





# DEVELOPMENT BY SECTOR

OFFICE  
RETAIL  
RESIDENTIAL  
HOSPITALITY  
QUALITY OF LIFE







## Washington DC's Premier Transportation Provider



*We can provide service around the world!*

### LEISURE SERVICES

Winery & Brewery Tours  
DC Tours  
Weddings, Proms  
Birthdays, Anniversaries  
Concerts, Festivals, Sports Events  
And More!

### CORPORATE SERVICES

Metro Shuttles  
Executive Car Services  
Airport Transfers  
Corporate Shuttles  
Team-Building  
And More!



**CEO Kristina Bouweiri**  
Founder, Sterling Women







OFFICE DEVELOPMENT IN WASHINGTON, DC

# OFFICE



# OFFICE

By: Tim Whitebread, Research Analyst, CBRE

**The office market in the District of Columbia** is one of the largest and most active in the U.S. Typically considered strictly a “government town,” the area continues to diversify its’ tenant base and attract occupiers from a wide range of industries—a trend that is expected to intensify in coming years.

OFFICE RBA INVENTORY<sup>1</sup>

**123.9M**

Square Feet (Q3 2017)

NET ABSORPTION<sup>1</sup>

**77,218**

Square Feet (Q4 2016-Q3 2017)

OFFICE VACANCY RATE<sup>1</sup>

**11.7%**

DIRECT VACANCY (Q3 2017)

OVERALL AVG. ASKING RENT<sup>1</sup>

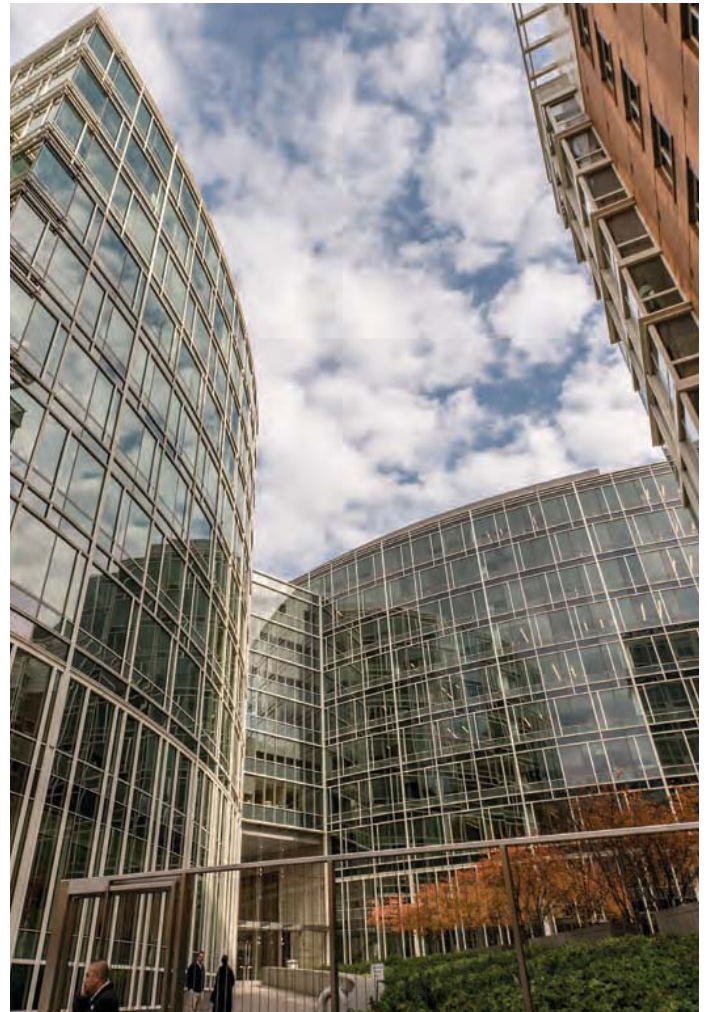
**\$54.47**

FULL SERVICE (Q3 2017)

However, government agencies and law firms occupy roughly 45% of leased space in the nation’s capital, allowing the industries to have a marked effect on market fundamentals.

Ongoing job growth in DC has not lead to large amounts of occupancy gain due to a variety of factors, as DC has posted 77,218 sq. ft. of net absorption over the past twelve months. By and large, real estate costs are businesses’ second largest expense (after payroll compensation), causing occupiers to become increasingly conscious of their footprint, and striving to become as efficient as possible. New trends in workplace design, including teleworking and hoteling, have allowed tenants to reduce their space needs and densify requirements. Further, the efficiencies offered by newly constructed and newly renovated office buildings produce increased space utilization for occupiers.

Leasing activity in DC has slowed substantially over the past two years. The 7.1 million sq. ft. of leasing activity during 2016 was 29% lower than the ten-year average of 10.0 million sq. ft., while 2017 is forecast to be 43% below the ten-year average. The primary reason for the slow-down in activity in 2017 is the lack of federal government leasing, which leased only 691,000 sq. ft. during the year—a 69% decrease from the trailing five-year average. Following President Trump’s election, the General Services Administration was without a full-time Administrator until Emily Murphy was nominated in September 2017. The agency is currently undergoing a wholesale reorganization, which will further delay pending leasing decisions.



<sup>1</sup> CBRE (non-owner-occupied buildings greater than 50,000 sq. ft.)





**TOP 30 LARGEST DC OFFICE LEASES SIGNED** (Q1 2017–Q3 2017)

TENANT	ADDRESS	SUBMARKET	SQ. FT.	BUSINESS TYPE	CLASS	TYPE	QUARTER
GSA (Department of Education)	550 12th St., SW	Southwest	314,243	Government (Federal)	A	Renewal	Q2
GSA (Citizenship & Immigration Services)	20 Massachusetts Ave., NW	Capitol Hill	260,922	Government (Federal)	A	Renewal	Q1
DC Government (Department of the Environment & Public Schools)	1200 1 <sup>st</sup> St., NE	NoMA	199,822	Government (Local)	A	Renewal	Q1
Akin Gump	2001 K St., NW (North Bldg)	CBD	189,268	Legal	T	Prelease	Q1
DC Government (Department of General Services)	1050 1 <sup>st</sup> St., NE	NoMA	164,110	Government (Local)	A	New	Q1
DC Government	1015 Half St., SE	Capitol Riverfront	118,720	Government (Local)	A	New	Q3
Urban Institute	500 L'Enfant Plaza, SW	Southwest	115,000	Other (Non-profits)	A	Prelease	Q1
Amtrak	10 G St., NE	NoMA	106,360	Transportation	A	Renewal	Q3
Paul Hastings	2050 M St., NW	CBD	97,000	Legal	T	Prelease	Q1
GSA (Consumer Finance Protection Bureau)	1990 K St., NW	CBD	96,000	Government (Federal)	B	Renewal	Q2
Bates White	2001 K St., NW (North Bldg)	CBD	86,001	Business Services	T	Prelease	Q3
Goodwin Procter LLP	1900 N St., NW	CBD	80,329	Legal	T	Prelease	Q3
Facebook	575 7 <sup>th</sup> St., NW	East End	73,840	Technology	T	New	Q3
Quinn Emanuel Urquhart & Sullivan LLP	1300 Eye St., NW	East End	71,931	Legal	A	Sublease	Q1
Washington Gas	1000 Maine Ave., SW	Southwest	70,056	Energy	A	Prelease	Q2
GSA-Surface Transportation Board	395 E St., SW	Southwest	63,825	Government (Federal)	A	Renewal/ Contraction	Q3
Bank of America	1800 K St., NW	CBD	61,722	Financial Services	A	New	Q2
MacFadden & Associates	555 12 <sup>th</sup> St., NW	East End	57,309	Business Services	T	Expansion	Q2
Fish & Richardson	901 15 <sup>th</sup> St., NW	East End	54,623	Legal	A	Sublease	Q1
GSA (Surface Transportation Board)	250 E St., SW	Southwest	52,720	Government (Federal)	A	New	Q1
Yelp!	575 7 <sup>th</sup> St., NW	East End	52,703	Technology	T	New	Q3
American Association for Justice	777 6 <sup>th</sup> St., NW	East End	50,803	Other (Non-profits)	A	Renewal	Q1
National Committee for Quality Assurance	1100 13 <sup>th</sup> St., NW	East End	48,868	Other (Non-profits)	A	Renewal/ Expansion	Q1
Hollingsworth	1350 Eye St., NW	East End	48,543	Legal	A	Renewal/ Contraction	Q2
Hughes Hubbard & Reed LLP	1775 Eye St., NW	CBD	47,411	Legal	A	Renewal	Q1
GSA (Department of Homeland Security)	90 K St., NE	NoMA	46,803	Government (Federal)	A	Renewal	Q3
GSA (FAA)	1250 Maryland Ave., SW	Southwest	45,118	Government (Federal)	A	Renewal	Q2
Rally Health	3000 K St., NW	Georgetown	43,424	Technology	A	Renewal/ Expansion	Q3
Morgan Stanley	1747 Pennsylvania Ave., NW	CBD	40,329	Financial Services	A	Expansion	Q2
FiscalNote	1201 Pennsylvania Ave., NW	East End	38,411	Technology	A	New	Q2

Source: CBRE, Q3 2017.

While the federal government and law firms remain in contraction mode, tenants from non-traditional industries such as co-working, nonprofits and trade associations, technology, and consulting have become drivers of demand. Year-to-date, these tenants have contributed 602,000 sq. ft. of occupancy gain, while the federal government and legal sectors have

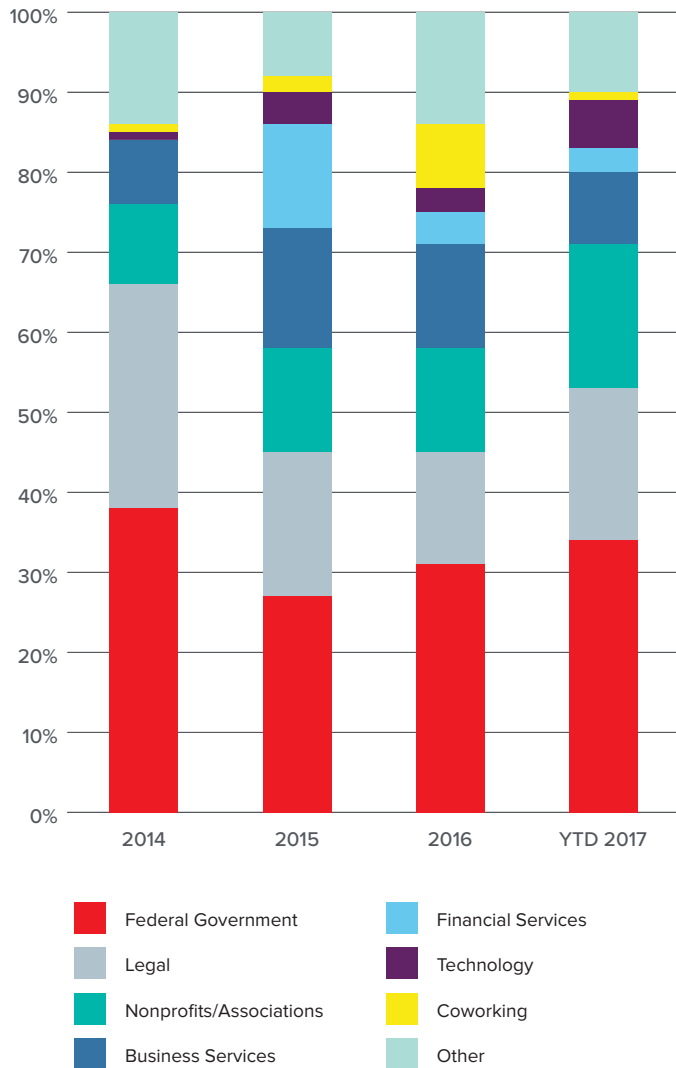
contracted by 359,000 sq. ft. DC's concentration of highly-skilled workers, combined with a strong amenity base and rebounding economy has helped to attract a wide array of tenants. In addition, the DC government has demonstrated their willingness to offer generous incentive packages to large companies to relocate or remain in DC.





## TENANT DIVERSIFICATION: SIGNED LEASES

(2014–Q3 2017)



Source: CBRE, Q3 2017.

## TOP NONPROFIT & TRADE ASSOCIATION LEASES

(Q1–Q3 2017)

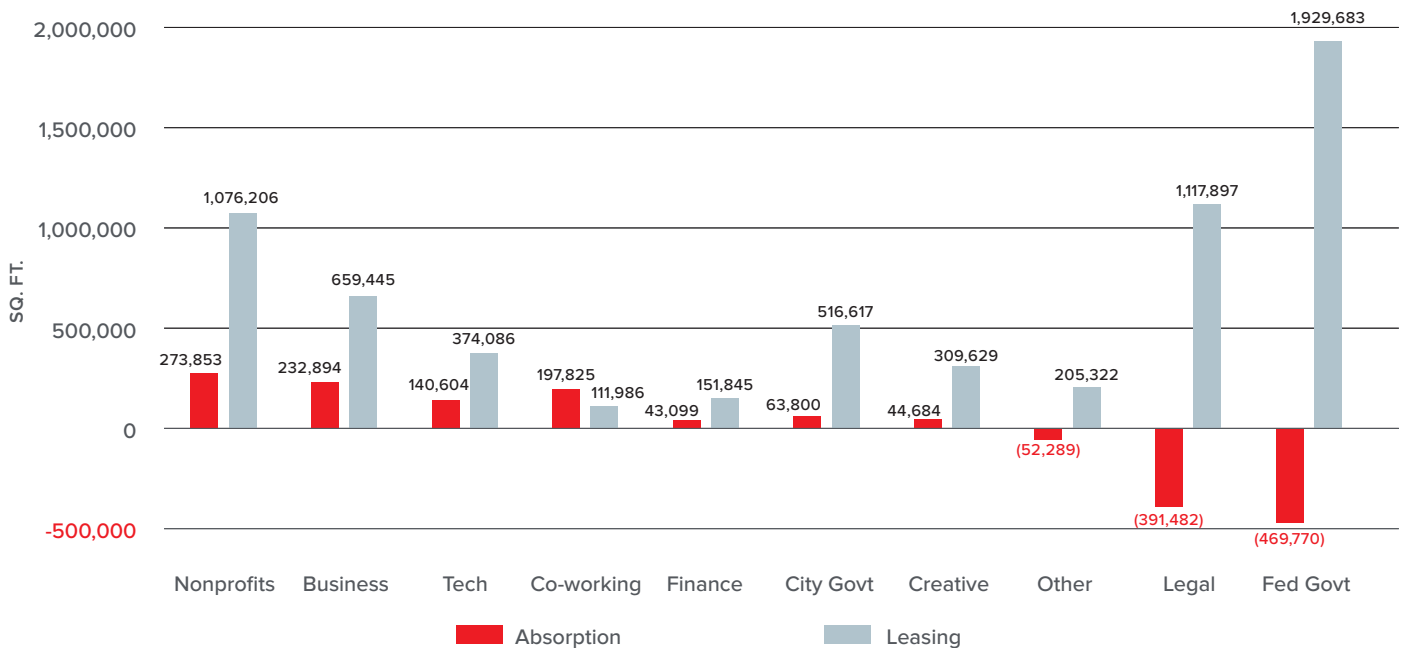
TENANT NAME	SQ. FT.	ADDRESS	SUBMARKET	TYPE
Urban Institute	140,055	500 L'Enfant Plaza, SW	Southwest	Prelease
American Association for Justice	50,803	777 6 <sup>th</sup> Street, NW	East End	Renewal
National Committee for Quality Assurance	48,868	1100 13 <sup>th</sup> Street, NW	East End	Renewal
Smithsonian Institution	36,370	600 Maryland Avenue, SW	Southwest	Renewal
American Gas Association	29,912	400-444 North Capitol Street, NW	Capitol Hill	Renewal
Motion Picture Association of America	27,854	1301 K Street, NW	East End	New
National Parks Conservation Association	27,742	777 6 <sup>th</sup> Street, NW	East End	Renewal
International Monetary Fund	25,344	1875 Eye Street, NW	CBD	New
American Fuel & Petroleum Manufacturers Association	24,852	1800 M Street, NW	CBD	New
Credit Union National Association	22,143	99 M Street, SE	Capitol Riverfront	Prelease

Source: CBRE, Q3 2017.

The industry that has contributed the largest amount of net absorption in over the past twelve months is the nonprofit and trade association sector, with 274,000 sq. ft. of occupancy gain. Tenants from this industry occupy 13% of the total leased square footage in DC, but have accounted for 19% of the total sq. ft. leased over the past year.



**NET ABSORPTION BY SECTOR (Q4 2016–Q3 2017)**



Source: CBRE, Q3 2017.

Leasing activity in the co-working sector has slowed considerably over the past year, with only 198,000 sq. ft. of leases signed, compared to 380,000 sq. ft. in the twelve months prior. The slow-down in new leasing is likely attributed to these providers decelerating their growth trajectory as they seek to stabilize current locations.

Despite this slow-down, co-working providers have contributed 85,000 sq. ft. of occupancy gain year-to-date. MakeOffices opened a 44,000-sq.-ft. location at The Wharf, and New York City based firm The Yard will open a 32,000-sq.-ft. location at 700 Pennsylvania Avenue, SE in Q4 2017. Additionally, eleven co-working providers are currently in the market looking for space totaling roughly 320,000 sq. ft.

A sector that is growing rapidly in the DC market, as well as markets globally, is the technology sector. Technology firms

have accounted for 374,000 sq. ft. of leasing activity over the past twelve months, surpassing the preceding year’s total of 180,000 sq. ft. Much of this leasing activity has been net new demand, with the sector contributing 141,000 sq. ft. of occupancy gain.

In CBRE’s 2017 Scoring Tech Talent Report, Washington, DC was ranked #4 in North America in terms of technology labor market conditions, including appeal to technology employers and employees. Technology and innovation are growth industries so it is no surprise that tenants from this sector are driving occupancy gain—this trend is likely to continue as more technology companies are founded, become successful and grow. For example, Mapbox, a DC-based open source mapping platform, announced in Q4 2017 a planned expansion into 17,000 sq. ft. in Downtown DC after a \$164 million funding round.<sup>2</sup>

2. Washington Business Journal (11/15/17)



# OFFICE DEVELOPMENT

	INVENTORY (MSF)	2016-3Q2017 LEASING VOLUME (MSF)	2016-3Q2017 NET ABSORPTION (SF)	VACANCY RATE (%)
Trophy	13.0 (10.5%)	1.8 (17.1%)	1,044,000	12.3
Class A	72.3 (58.3%)	7.1 (69.4%)	882,000	11.9
Class B/C	38.6 (31.2%)	1.4 (13.5%)	(1,672,000)	13.8
<b>TOTAL</b>	<b>123.9</b>	<b>10.3</b>	<b>254,000</b>	<b>12.5</b>

Source: CBRE, Q3 2017.

The DC office market is becoming increasingly segmented, with Trophy and Class A space greatly outperforming Class B and Class C space in net absorption, gross leasing and vacancy metrics.

The Trophy market has recorded 1.04 million sq. ft. of net absorption since 2016, and contributed 17.1% of gross leasing over that timeframe despite making up only 10.5% of the total market inventory. Trophy vacancy (12.3%) is slightly elevated due to recent deliveries not yet being fully stabilized. Vacancy in the Trophy space will continue to swell over the next two years as 4.0 million sq. ft. of space delivers to the market, which is currently 48.9% leased.

Class A assets make up much of the DC market inventory (58.3%) and have dominated leasing activity—totaling 7.1 million sq. ft. since 2016. The Class A vacancy rate of 11.9% is 60 basis points (bps) below the DC average of 12.5%. However, tenants that have signed preleases at new developments will vacate 2.1 million sq. ft. of Class A office space over the next three years, which may

increase the Class A vacancy rate by as much as 290 bps. Further, renovation and repositioning projects will add nearly 1.8 million sq. ft. of vacant Class A space to the market over the next few years pushing the vacancy rate even higher.

The Class B and C inventory currently comprises 38.6 million sq. ft. in DC, with an overall vacancy rate of 13.8%. In 2012, the Class B and C market measured 41.9 million sq. ft. and had an overall vacancy rate of just 9.3%. Meaning that over the past five years, 3.3 million sq. ft. of Class B and Class C product has been removed from the inventory, repositioned, or repurposed altogether. Over the next few years, an additional 2.6 million sq. ft. of Class B and C product may be repositioned or demolished, primarily in the CBD. As these buildings undergo demolition or renovation, over one million sq. ft. of vacant space will be removed from the inventory or reclassified in another asset class, possibly lowering the Class B and C vacancy rate by 190 bps.

Steady demand for high-quality office space has prompted developers to continue to break ground on new development projects, with over 4.5 million sq. ft. currently under construction and an additional 1.3 million sq. ft. being renovated. Three buildings have delivered year-to-date totaling 539,007 sq. ft.—two full-scale renovations (900 19<sup>th</sup> Street, NW and 2000 K Street, NW) and one ground up development (800 Maine Avenue, SW). Stanton Development and EastBanc’s project at 700 Pennsylvania Avenue, SE will be the final building to deliver in 2017. The 156,503-sq.-ft. office building is currently 20% preleased to New York City based co-working firm, The Yard.

## 2017 DELIVERIES

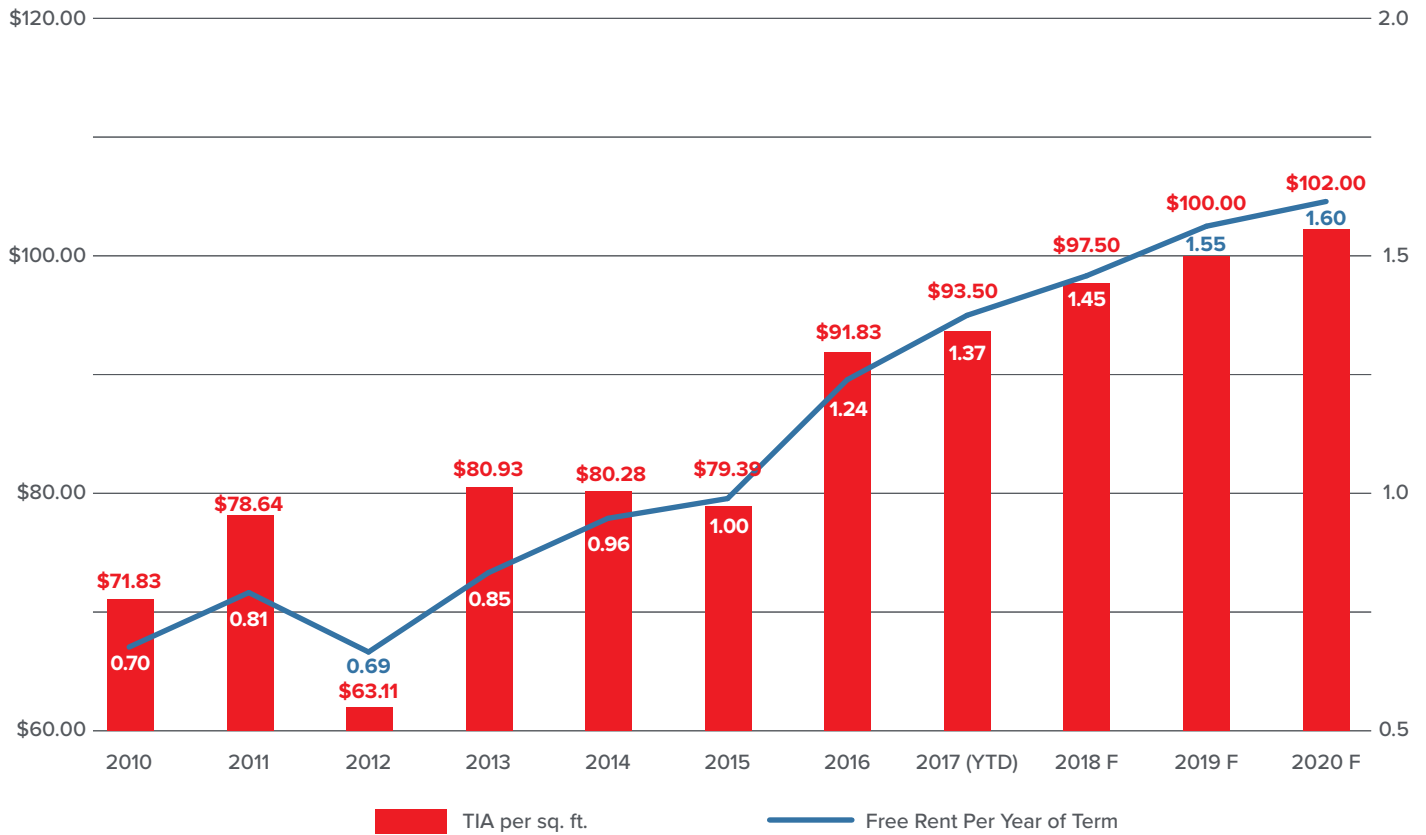
ADDRESS	SUBMARKET	OFFICE SQ. FT.	PERCENT PRELEASED AT DELIVERY*	DEVELOPER	DELIVERY TIMING
900 19 <sup>th</sup> Street, NW	CBD	104,365	0.0%	Tishman Speyer	Q1 2017
2000 K Street, NW	CBD	222,118	2.8%	Tishman Speyer	Q3 2017
800 Maine Avenue, SW	Southwest	212,524	70.0%	PN Hoffman & Madison Marquette	Q3 2017
700 Pennsylvania Avenue, SE	Capitol Hill	156,503	20.1%	Stanton Development & EastBanc	Q4 2017

Source: CBRE, Q3 2017. \*Building has delivered and signed subsequent leases since delivering to the market.





**HISTORIC & PROJECTED TROPHY/CLASS A CONCESSION PACKAGES IN DC**



Source: CBRE, Q3 2017 (F = forecast).

As of Q3 2017, rental abatements for all office building classes narrowly exceed one month free per year of lease term and TIA packages average \$87 per sq. ft. (when normalized for a ten-year lease term). The influx of Trophy and Class A office space over the next three years will make the top segment of the market even more competitive, forcing landlords to offer increasingly aggressive concession packages, via rent abatement and tenant improvement allowance (TIA), to attract and retain tenants.



project management  
fabrication

# GELBERG Signs

Your Sign of Success Since 1941

installation  
service



- ADA Signs & Systems
- Awning/Canopies
- Banners
- Building Identification
- Campaign Signs
- Channel Letters
- Channel Letters
- Directional Signs
- Drive-Thru Menu Boards
- Electronic Message Displays
- LED Signs
- Wayfinding Signs
- Neon Signs
- Pylon/Monument Signs
- Sign Cabinets
- Banners
- Digital Signs
- Posters
- Suite and Office Signs
- Trade Show Displays
- Wall and Window Graphics
- Menu Board Systems
- Retractable Bannerstands



[www.gelbergsigns.com](http://www.gelbergsigns.com) 202.882.7733 | 1-800-4-Gelberg (443-5237) ■ DC CBE Certified & MWAALDBE ■

## DC BIA

DISTRICT OF COLUMBIA  
BUILDING INDUSTRY ASSOCIATION

# WE BUILD.



### Leaders.

Content-rich programming.  
Strategic partnership.  
The place for industry thought-leadership



### Advocacy.

Strong, effective advocacy on all issues  
impacting the development industry.

Mention this ad for  
complimentary  
admission to one  
seminar\*

For new members only.  
Must join prior to seminar date.

\*Offer expires 9/30/2018.



### Community.

25 Years Impacting the Community  
Multi-year partnership with DC Housing  
Authority residents in Ward 7.



### Economy.

29 million sq. ft. under construction.  
172 million sq. ft. of completed  
development since 2001



Join today.

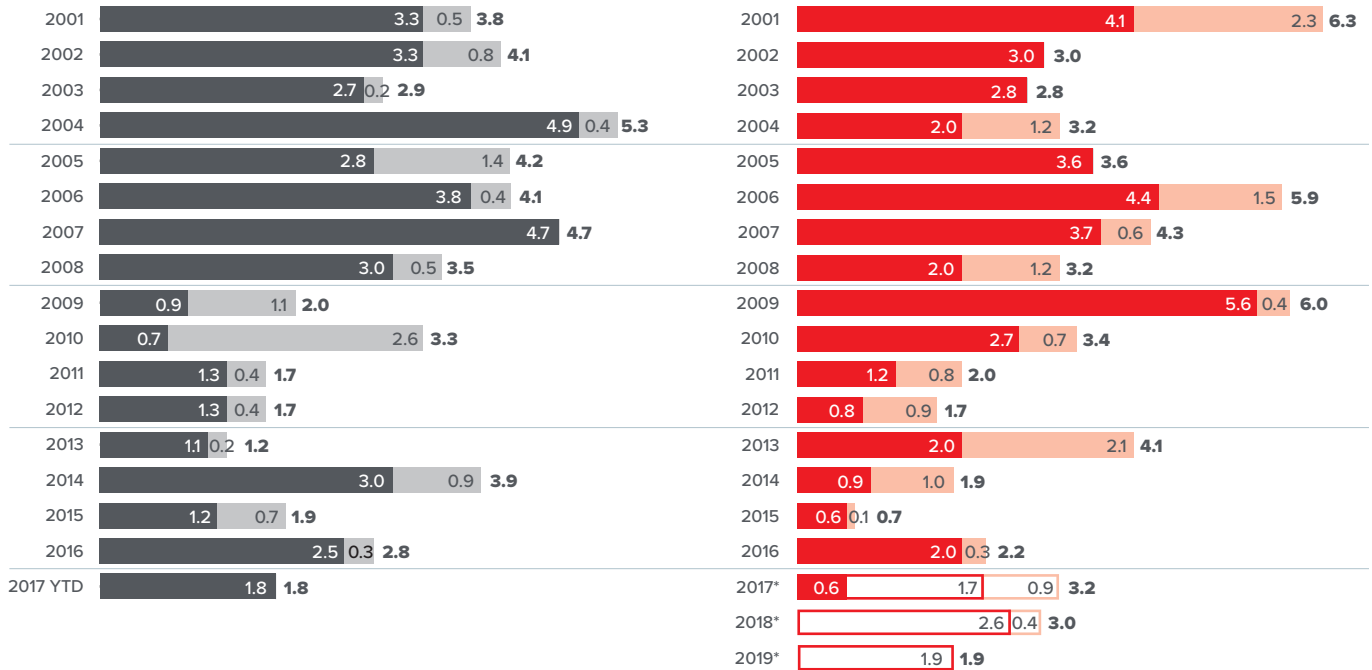
\* Preliminary figures. Nov. 2017





## OFFICE SQ. FT. (AUGUST 2017, IN MILLIONS)

GROUNDBREAKINGS: PRIVATE GOVT  
 COMPLETED: PRIVATE GOVT  
 PROJECTED: PRIVATE GOVT



\*projections based on targeted delivery dates of projects under construction as of August 2017

## OFFICE DEVELOPMENT (AUGUST 2017)

	PROJECTS	OFFICE SQ. FT.
<b>COMPLETED (SINCE 2001)</b>	<b>260</b>	<b>55,032,273</b>
2007	16	4,276,463
2008	18	3,236,432
2009	21	6,033,060
2010	10	3,408,455
2011	8	1,987,719
2012	8	1,658,359
2013	20	4,127,439
2014	11	1,925,674
2015	4	651,500
2016	19	2,211,006
2017 YTD	5	671,153
<b>UNDER CONSTRUCTION</b>	<b>35</b>	<b>7,857,030</b>
2017 DELIVERY	12	2,549,999
2018 DELIVERY	13	3,031,942
2019 DELIVERY	8	1,877,089
2020 DELIVERY	2	398,000
<b>PIPELINE</b>	<b>103</b>	<b>34,817,804</b>
NEAR TERM	42	5,710,374
LONG TERM	61	29,107,430
<b>TOTAL</b>	<b>398</b>	<b>97,707,107</b>

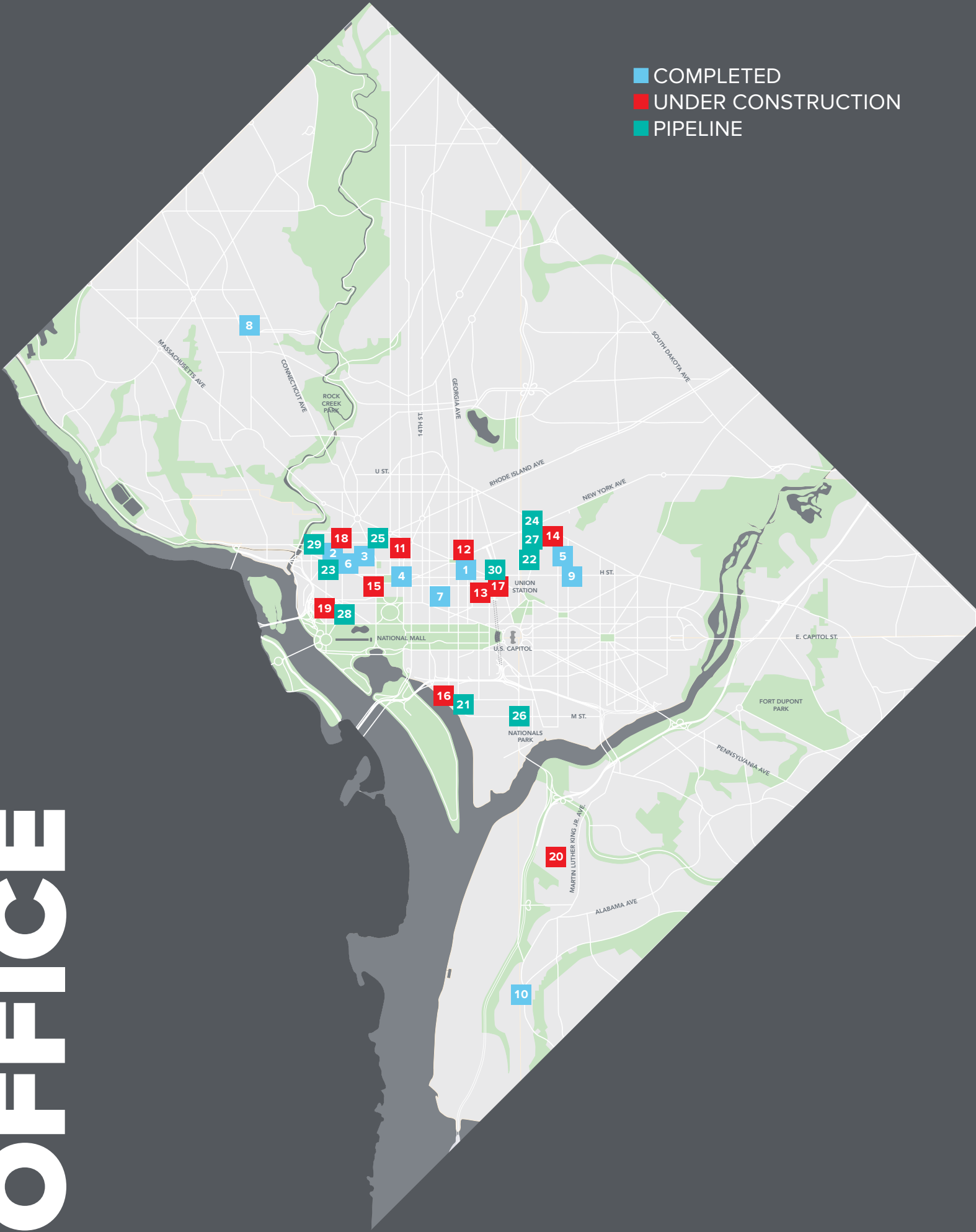
Source: WDCEP Research (August 2017)





# OFFICE

- COMPLETED
- UNDER CONSTRUCTION
- PIPELINE





PROJECT	WARD	LOCATION	DEVELOPER(S)	OFFICE SF	EST. VALUE (\$M) <sup>1</sup>	DELIVERY <sup>2</sup>
<b>TOP OFFICE PROJECTS COMPLETED</b> (Q3 2016–AUGUST 2017)						
1	600 Massachusetts Avenue	2	600 Massachusetts Ave., NW	Gould Property Company / Oxford Properties Group	381,592	\$206 Q4 16
2	2000 K Street	2	2000 K St., NW	Tishman Speyer	228,576	Q2 17
3	1800 K Street	2	1800 K St., NW	Deutsche Asset & Wealth Management	200,000	\$40 Q4 16
4	Lafayette Building (Phase II)	2	811 Vermont Ave., NW	General Services Administration	189,000	\$20 Q1 17
5	Uline Arena	6	1140 3 <sup>rd</sup> St., NE	Douglas Development Corporation	172,157	\$125 Q4 16
6	900 19 <sup>th</sup>	2	900 19 <sup>th</sup> St., NW	Tishman Speyer	110,577	\$14 Q1 17
7	1000 F Street	2	1000 F St., NW	Douglas Development Corporation	94,000	\$32 Q1 17
8	Chancery of Morocco	3	3508 International Dr., NW	Kingdom of Morocco	49,000	\$19 Q1 17
9	Apollo	6	610 H St., NE	Insight Property Group	32,000	\$195 Q4 16
10	DHS Office Building	8	4049 South Capitol St., SW	Department of General Services / City Interests	31,000	\$12 Q4 16
<b>TOP OFFICE PROJECTS UNDER CONSTRUCTION</b>						
11	Midtown Center	2	1150 15 <sup>th</sup> St., NW	Carr Properties	821,000	\$350 Q4 17
12	655 New York Avenue	6	655 New York Ave., NW	Douglas Development Corporation / Brookfield Office Properties	653,474	\$185 Q2 18
13	250 Massachusetts Avenue	2	250 Massachusetts Ave., NW	Property Group Partners	507,764	\$275 Q4 19
14	Four Constitution Square	6	150 M St., NE	StonebridgeCarras, LLC	505,000	\$250 Q2 18
15	Consumer Financial Protection Bureau HQ Modernization	2	1700 G St., NW	General Services Administration	503,000	\$139 Q4 17
16	The Wharf (Phase I)	6	Southwest Waterfront	Hoffman-Madison Waterfront	500,000	\$1,326 Q4 17
17	200 Massachusetts Avenue	2	200 Massachusetts Ave., NW	Property Group Partners	381,746	\$200 Q2 18
18	2050 M Street	2	2050 M St., NW	Tishman Speyer	353,200	Q4 19
19	Harry S. Truman Building Modernization (Ph IC)	2	2201 C St., NW	General Services Administration	290,536	\$97 Q3 18
20	Center Building (DHS HQ)	8	St. Elizabeths West Campus	General Services Administration	284,000	\$155 Q4 17
<b>TOP OFFICE PROJECTS PIPELINE</b> (NEAR TERM)						
21	The Wharf (Phase II)	6	Southwest Waterfront	Hoffman-Madison Waterfront	547,504	\$1,150 2021
22	Sentinel Square (Phase III)	6	45 L St., NE	Trammell Crow Company	545,000	\$250 2020
23	2100 Pennsylvania Avenue	2	2100 Pennsylvania Ave., NW	Boston Properties / George Washington University	423,562	2022
24	Lacebark Alley	6	50 Patterson St. & 1250 1 <sup>st</sup> St., NE	JBG Smith / Brandywine Realty Trust	366,161	\$275 2020
25	1700M	2	1700 M St., NW	Vornado Realty Trust	335,000	2020
26	25 M	6	25 M St., SE	Akridge / Brandywine Realty Trust	275,000	\$85 2018
27	44 M Street at Tyber Place	6	44 M St., NE	Skanska USA	243,655	\$200 2019
28	William McChesney Martin Jr. Building	2	2000 C St., NW	Federal Reserve Board	218,000	\$373 2020
29	2100 L Street	2	2100 L St., NW	Akridge / Argos Group	182,000	\$147 2020
30	AIPAC HQ expansion	6	251 H St., NW	American Israel Public Affairs Committee	162,400	2021

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

Image courtesy of Douglas Development



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:** Platinum **EST. VALUE:** \$185 million  
**STATUS:** Under Construction  
**TARGETED DELIVERY:** Q2 2018

**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, 80,500 sq. ft. of retail space, and 185 bicycle spaces.

Image courtesy of WDG



WARD 2

## MIDTOWN CENTER

**LOCATION:** 1150 15<sup>th</sup> Street, NW  
**DEVELOPER(S):** Carr Properties  
**ARCHITECT(S):** SHoP / WDG  
**CONTRACTOR(S):** Clark Construction Group  
**LEED:** Gold **EST. VALUE:** \$350 million  
**STATUS:** Under Construction  
**TARGETED DELIVERY:** Q4 2017

**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 44,000 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.

Image courtesy of Akridge



WARD 8

## COLUMBIAN QUARTER

**LOCATION:** Suitland Parkway & Howard Road, SE  
**DEVELOPER(S):** Redbrick LMD  
**ARCHITECT(S):** HOK  
**CONTRACTOR(S):** Clark Construction  
**LEED:** Gold **EST. VALUE:** \$800 million  
**STATUS:** Near-Long Term  
**TARGETED DELIVERY:** 2021

**SPECS:** Columbian Quarter is a multi-phase project with plans to deliver approximately 1.6 million sq. ft. of office space in three buildings along with 50,700 sq. ft. of retail space. Plans also include 692 residential units, 980 parking spaces below grade, and 760 bicycle spaces.



WARD 2

## 1701 RHODE ISLAND AVENUE

**LOCATION:** 1701 Rhode Island Avenue, NW  
**DEVELOPER(S):** Akridge  
**ARCHITECT(S):** Hickok Cole Architects  
**CONTRACTOR(S):** Whiting-Turner Contracting  
**EST. VALUE:** \$90 million  
**STATUS:** Under Construction  
**TARGETED DELIVERY:** Q4 2018

**SPECS:** The former YMCA building will be redeveloped into a 100,000 sq. ft. boutique office building. The project will feature four sides of floor-to-ceiling glass with a range of amenities including a landscaped rooftop terrace and conference facilities.



# DEVELOPMENT HIGHLIGHTS



Image courtesy of Akridge



WARD 2

## 2100 L STREET

**LOCATION:** 2100 L Street, NW  
**DEVELOPER(S):** Akridge / Argos Group  
**ARCHITECT(S):** WDG / Jan Hendrix / Martinez & Johnson  
**CONTRACTOR(S):** James G Davis Construction Corp.  
**LEED:** Platinum **EST. VALUE:** \$147 million  
**STATUS:** Near Term  
**TARGETED DELIVERY:** Q1 2020

**SPECS:** 2100 L is a 10-story, 190,000 sq. ft. office project that will be built on the former Humane Society Headquarters site. The project also includes about 8,000 sq. ft. of retail space and amenities ranging from an art gallery with private outdoor terraces and an outdoor pocket park. The site is located adjacent to the Thaddeus Stevens School which will undergo a \$20 million renovation, led by Akridge, in a separate phase.

Image courtesy of City Interests



WARD 7

## PARKSIDE PARCEL 12 (BLOCK H)

**LOCATION:** Kenilworth Terrace, NE & Grant Place, NE  
**DEVELOPER(S):** City Interests  
**ARCHITECT(S):** Gensler  
**LEED:** Gold **EST. VALUE:** \$225 million  
**STATUS:** Near Term  
**TARGETED DELIVERY:** Q4 2021

**SPECS:** Parkside Parcel 12 (Block H) is a 10-story office project and component of the 3.1 million Parkside Mixed-Use Development. The building will feature approximately 456,000 sq. ft. of office space and 7,200 sq. ft. of retail. A new pedestrian bridge will provide a direct connection to the Minnesota Avenue Metrorail station.

Image courtesy of Gensler



WARD 6

## 99 M STREET

**LOCATION:** 1<sup>st</sup> & M Street, SE  
**DEVELOPER(S):** Skanska  
**ARCHITECT(S):** Gensler  
**CONTRACTOR(S):** Skanska  
**LEED:** Gold **EST. VALUE:** \$116 million  
**STATUS:** Under Construction  
**TARGETED DELIVERY:** Q1 2018

**SPECS:** 99 M Street will be an 11-story, 234,000 sq. ft. office building with 11,000 sq. ft. of ground floor retail. The building will feature a 4,300 sq. ft. green rooftop terrace and four levels of underground parking with about 150 spaces.

Image courtesy of Gensler



WARD 2

## 2112 PENNSYLVANIA AVENUE

**LOCATION:** 2112 Pennsylvania Avenue, NW  
**DEVELOPER(S):** Skanska  
**ARCHITECT(S):** Gensler  
**CONTRACTOR(S):** Skanska  
**LEED:** Gold **EST. VALUE:** \$125 million  
**STATUS:** Under Construction  
**TARGETED DELIVERY:** Q2 2018

**SPECS:** Skanska is developing a 250,000 sq. ft. trophy-class office speculative project, with 10,000 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.



# DEVELOPMENT HIGHLIGHTS

Image courtesy of PNI Hoffman



WARD 6

## THE WHARF (PHASE II)

**LOCATION:** Southwest Waterfront  
**DEVELOPER(S):** Hoffman-Madison Waterfront  
**ARCHITECT(S):** ODA Architecture / WDG / Rafael Vinoly Architects / Morris Adjmi Architects / Studio Architecture / Hollwich Kushner / Perkins Eastman DC / SHoP  
**EST. VALUE:** \$1.1 billion  
**STATUS:** Near Term  
**TARGETED DELIVERY:** 2021

**SPECS:** Phase II of The Wharf will deliver 550,000 sq. ft. of office space in three buildings as well as two below grade parking garages. Plans also call for 120,000 sq. ft. of retail space, a 116-room hotel, 317 residential units (apartments & condos), 200+ slip marina, and four acres of public park/open space.

Image courtesy of Trammell Crow



WARD 6

## SENTINEL SQUARE (PHASE III)

**LOCATION:** 45 L Street, NE  
**DEVELOPER(S):** Trammell Crow  
**ARCHITECT(S):** SmithGroupJJR  
**CONTRACTOR(S):** Clark Construction Group / Rand Construction  
**LEED:** Silver **EST. VALUE:** \$250 million  
**STATUS:** Near Term  
**TARGETED DELIVERY:** Q1 2020

**SPECS:** Phase III of Sentinel Square will be an 11-story, 545,000 sq. ft. office building with approximately 11,000 sq. ft. of retail space. The building is 87% preleased to the Federal Communications Commission, who signed a lease in December 2016.

Image courtesy of SmithGroupJJR



WARD 6

## DC WATER HQ

**LOCATION:** 125 O Street, SE  
**DEVELOPER(S):** DC Water  
**ARCHITECT(S):** SmithGroupJJR  
**CONTRACTOR(S):** Skanska  
**LEED:** Platinum **EST. VALUE:** \$60 million  
**STATUS:** Under Construction  
**TARGETED DELIVERY:** Q2 2018

**SPECS:** DC Water is 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.

Image courtesy of Property Group Partners



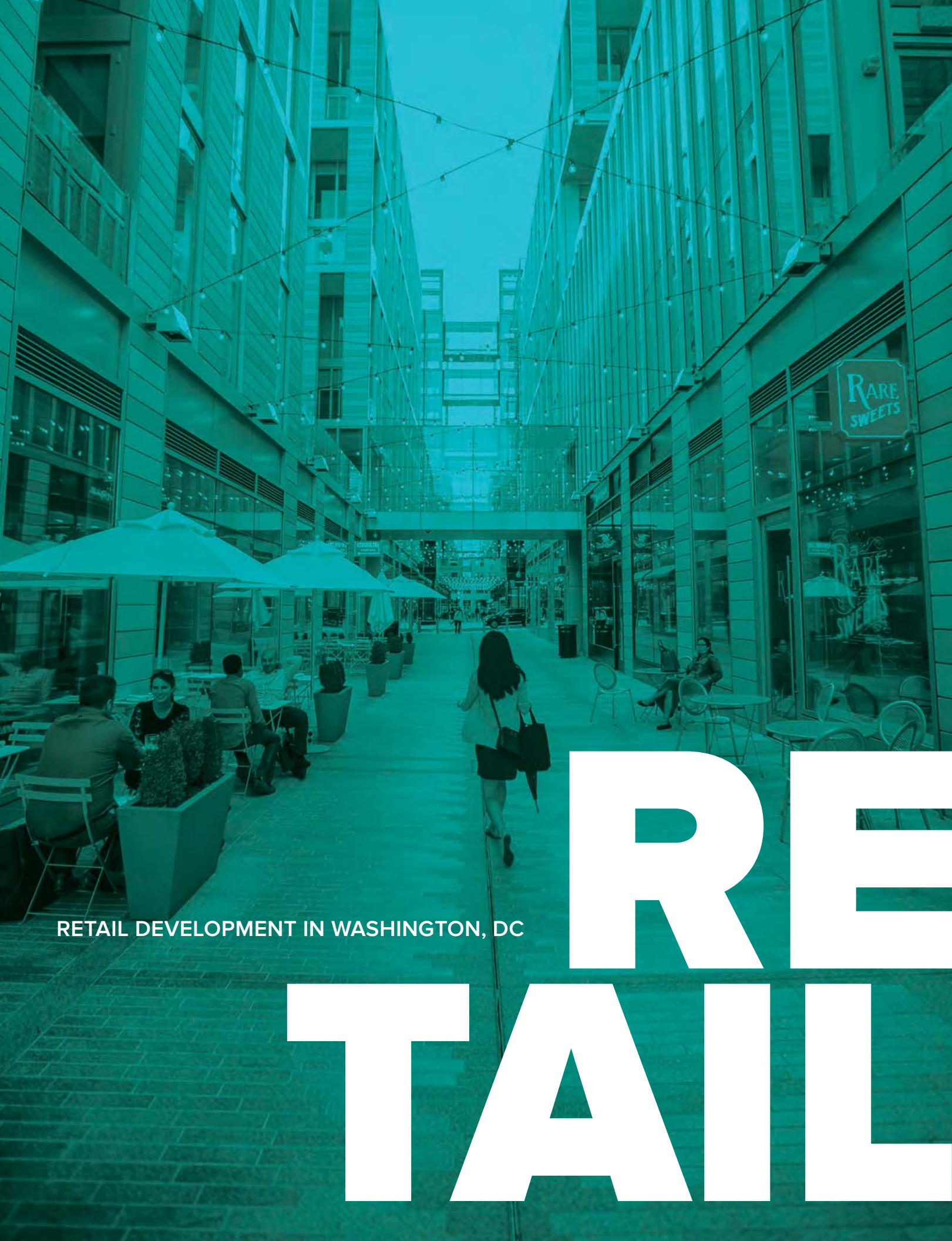
WARD 2

## CAPITOL CROSSING

**LOCATION:** 200 & 250 Massachusetts Avenue, NW  
**DEVELOPER(S):** Property Group Partners  
**ARCHITECT(S):** Kevin Roche John Dinkeloo & Associates / SOM / Kohn Pedersen Fox & Associates  
**CONTRACTOR(S):** Balfour Beatty Construction  
**LEED:** Platinum **EST. VALUE:** \$725 million  
**STATUS:** Under Construction  
**TARGETED DELIVERY:** Q2 2018–Q4 2019

**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. The entire project will go beyond LEED Platinum with on-site co-generation and stormwater treatment facility.





RETAIL DEVELOPMENT IN WASHINGTON, DC

# RE TAIL TAIL



# RETAIL

By: Sandra Illich, Retail Research Analyst, CBRE

**Since 2010, the District of Columbia's** population has increased by 13% to more than 681,170—its highest level since the 1970's and it is projected to grow to more than 842,200 by 2030.<sup>1</sup> In 2016, 22 million people visited DC and spent a total of \$7.3 billion.<sup>2</sup> Growing tourism coupled with a daytime population of over one million make DC a hub for retail and commercial growth.

2016 TAXABLE RETAIL & RESTAURANT SALES<sup>3</sup>

**\$13.9B**

RETAIL DELIVERIES IN 2017<sup>4</sup>

**819K**

Square Feet

POPULATION GROWTH<sup>5</sup>

**12.6%**

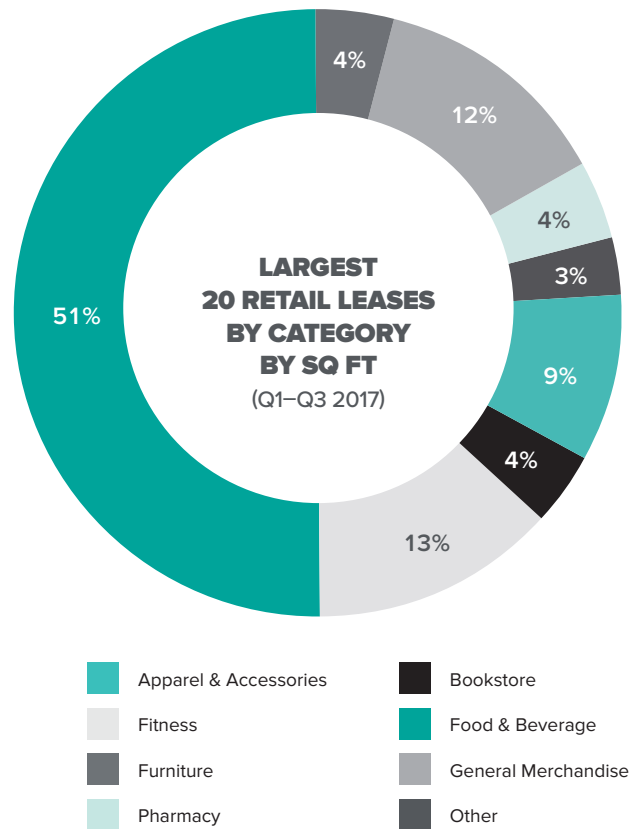
2010–2016

NEW GROCERY STORES<sup>6</sup>

**38**

Since 2000—  
8 more in the pipeline

More than half of DC's residents hold a bachelor's degree or higher (55% compared to 31% of U.S. population) and 21% of the residents are millennials (ages 25-34).<sup>7</sup> With an average household income of \$117,316<sup>8</sup> and a significant population (54%) of millennials whom eat out at least once a week<sup>9</sup>, DC is a prime city for growing retail corridors and restaurant hubs.



1. Metropolitan Washington Council of Government. Growth Trends, to 2045, Cooperative Forecasting in Metropolitan Washington, November 2016. 2. DestinationDC (2016 Visitor Statistics) 3. Office of the Chief Financial Officer (FY 2018 Proposed Budget & Financial Plan). In 2016 DC started collecting sales tax for online purchases. Year denotes fiscal year (October–September) 4. WDCEP Research, August 2017 (projected 2017 deliveries based on projects under construction) 5. U.S. Census 6. WDCEP Research, August 2017. 7. U.S. Census Bureau, Population Division July 1, 2016 8. CBRE Fast Report, 2017. 9. Morgan Stanley Research

## THE EVOLVING RETAIL LANDSCAPE

U.S. retail sales in Q2 2017 were \$1.26 trillion and e-commerce accounted for 8.9% of sales, a rate that has doubled since the end of 2010.<sup>10</sup> While retail sales have averaged 4.1% yearly growth since the end of the Great Recession online sales have powered this growth averaging 14.6% per year since 2010.<sup>11</sup> Business Insider forecasts that U.S. consumers will spend \$632 billion online by 2020, a 64% increase from 2016.<sup>12</sup> Amazon is clearly the leader in online U.S. sales with some estimates having their online market share of 34% expected to grow to 50% by 2021.<sup>13</sup>

This means that pure-play retailers will struggle to remain relevant and will have to adapt in order to survive. Retailers must develop a good online platform and an impressive physical store, where consumers can interact and be exposed to new and different experiences. Brick and mortar stores will continue to play a crucial role in the consumer’s journey. Major retailers will continue opening stores in growing neighborhoods of DC as a way of branding their store and merchandise with the reputation of the area. Physical stores will also be used as delivery points and offer additional insight into their customer data.

In DC, taxable retail sales increased by \$983 million from 2015 to 2016—an 11.7% increase.<sup>14</sup> This compares to a 3.0% increase from 2014–2015. While there are several contributing factors such as significant growth in population, workforce, and tourists, one noteworthy cause can be attributed to the DC government starting to collect sales tax for online purchases in 2016.

Even with the pressure of e-commerce competition on traditional retail concepts, DC developers still plan on building nearly six million sq. ft. of retail/restaurant space in their mixed-use projects. However, the tenant mix has and will continue to adjust to the new realities of the overall retail market with food & beverage and entertainment uses seeing a significant prioritization in the merchandising plans of developers and landlords. An example of this can be found in The Wharf’s tenant mix with nearly two-thirds of retail establishments focused on restaurants & entertainment. Overall, DC’s food & beverage industry has seen an influx of new concepts and openings over the past 10 years with a 22% increase in restaurants & bars from 2007–2016, compared to 14% nationally.<sup>15</sup>

The increase and quality of eating establishments have lead DC to be named “Restaurant City of the Year” by Bon Appetit in 2016 and 13 restaurants earning stars in the 2018 Michelin Guide. Furthermore, numerous local restaurant chains have received private investments to expand nationally including Cava Grill (\$98.9 million), SweetGreen (\$126.5 million), Matchbox (\$35.3 million), and &Pizza (\$40.5 million).<sup>16</sup>

“In DC, taxable retail sales increased by \$983 million from 2015 to 2016—an 11.7% increase”

10. Retail Indicators Branch, U.S. Census Bureau (Q2 2017, Estimated Quarterly U.S. Retail Sales—Q2 2017 preliminary. Last revised August 17, 2017) 11. Retail Indicators Branch, U.S. Census Bureau (Q2 2017, Estimated Quarterly U.S. Retail Sales. Last revised August 17, 2017) 12. BI Insider. Amazon accounts for 43% of US online retail sales (2/3/17) 13. Wahba, Phil. Amazon Will Make Up 50% of All U.S. E-Commerce by 2021. Fortune (4/10/17). 14. Office of the Chief Financial Officer (FY 2018 Proposed Budget & Financial Plan). 15. BLS (Quarterly Census of Employment and Wages) 16. WDCEP Research & Pitchbook (as of Q3 2017)

## TOP DC RETAIL LEASES BY SF (Q1 2017–Q3 2017)

RETAILER	ADDRESS	SQ. FT.	TYPE	SUBMARKET
Target	3505 Connecticut Ave NW	25,300	General Merchandise	Uptown/Friendship Heights
Ross	1060 Brentwood Rd NE	25,134	Apparel & Accessories	Northeast
Punch Bowl Social	1250 Half St SE	24,078	Food & Beverage	Capitol Riverfront
Planet Fitness	3200 Pennsylvania Ave SE	20,141	Fitness	Southeast
District Winery	385 Water St SE	17,000	Food & Beverage	Capitol Riverfront
Washington Sports Club*	2251 Wisconsin Ave NW	15,637	Fitness	Georgetown
Wawa	1222 Wisconsin Ave NW	13,854	Food & Beverage	Georgetown
Union Square Café	200 Massachusetts Ave NW	13,000	Food & Beverage	East End
Roche Bobois	5301 Wisconsin Ave NW	11,161	Furniture	Uptown/Friendship Heights
Truluck's Seafood, Steak & Crab House	700 K St NW	10,313	Food & Beverage	East End
CVS/Pharmacy	Alabama Ave SE @ Good Hope Rd	10,032	Pharmacy	South East
Amazon Books	3040 M St NW	9,932	Bookstore	Georgetown
Mi Vida	800 Maine Ave SW	9,500	Food & Beverage	Southwest
Wawa	1111 19 <sup>th</sup> St NW	9,469	Food & Beverage	CBD
Vidalia	1990 M St NW	9,157	Food & Beverage	CBD
Vapiano	1800 M St NW	9,124	Food & Beverage	CBD
Five Below	3810 Fort Lincoln Dr NE	9,000	General Merchandise	Northeast
Founding Farmers*	1900 Pennsylvania Ave NW	8,530	Food & Beverage	CBD
The Showroom LLC	1099 14th St NW	8,306	Venue	East End
Succotash	915 F St NW	7,862	Food & Beverage	East End

Source: CBRE, Q3 2017 (\*renewal)





## SELECT RETAIL SUBMARKET HIGHLIGHTS

### **14<sup>th</sup> & U Street**

- 14<sup>th</sup> Street and U Street, also known as the Greater U Street Historic District, is in the heart of DC. The area has a high concentration of millennials with 46% of its population between the ages of 20–34.<sup>17</sup>
- Food & beverage uses occupy 50% of all retail space in this neighborhood.<sup>18</sup>
- Some of the major openings in the first three quarters of 2017 included Lululemon (apparel), Madewell (apparel), Franklin Hall (beer hall), TaKorean (restaurant), Bresca (restaurant), Arepa Zone (restaurant), Bindaas (restaurant) and Jinya Ramen Bar.
- Whole Foods plans to open their second store in the neighborhood as part of the 433 multifamily-unit 965 Florida Avenue development in 2020.
- Neighborhood anchor tenants include Trader Joe’s, Whole Foods, Room & Board, West Elm, Barcelona Wine Bar, Le Diplomate, Shinola, Soul Cycle, Lululemon, Pearl Dive Oyster Palace, and District Distillery.

### **Capitol Riverfront <sup>19</sup>**

- Capitol Riverfront is well on its way to becoming an entertainment destination. The 390,000 sq. ft. of existing retail space is expected to more than double to 900,000 sq. ft. by 2020. In addition, it is home to Nationals Park and the future site of D.C. United’s new 19,000-seat stadium (scheduled spring/summer 2018 opening).
- There are an estimated 6,000 residents in Capitol Riverfront and the population is expected to more than double to 14,000 by 2019 based on the development pipeline.

- 17 new businesses opened in the first three quarters of 2017, including District Winery, The Salt Line (restaurant), Orangetheory Fitness, Taylor Gourmet (restaurant), and Steadfast Supply (a retail store that provides a platform for independent brands and designers).
- According to RealPage, Capitol Riverfront and adjacent communities are the 5<sup>th</sup> busiest neighborhoods for residential construction in the country with 1,483 new market-rate and affordable apartments completed in 2016.<sup>20</sup>

### **Downtown DC <sup>21</sup>**

- Downtown DC is anchored by the Capitol One Arena, DC’s main concert and sports venue. The heavily trafficked thoroughfare commands the highest retail rents in the city and is filled with fast casual and full-service restaurants popular with locals and tourists alike.
- The 1.6 million sq. ft. CityCenterDC (Phase I) was constructed in 2014 and quickly became home to luxury brands in DC. The project currently blends retail, dining, and fitness with a new phase delivering in 2019 featuring a 360-room Conrad Hotel. The average CityCenterDC retail sales in 2016 were reported in the \$800–\$1,000 per sq. ft. range with a top performance of \$3,000 per sq. ft.
- In August 2017, Monumental Sports & Entertainment (MSE), negotiated a 10-year naming right deal with Capital One Bank, for \$100 million. This deal is ranked among the most lucrative naming rights deals in the U.S. MSE will invest \$40 million to upgrade Capitol One Arena’s (formerly the Verizon Center) facilities and technologies.
- 49% of the retail is food & beverage and as of April 2017, Downtown DC had 164 destination restaurants.
- 8.2 million people attended Downtown DC’s culture and entertainment venues in 2016.

17. Esri, 2016 Estimates & Projections 18. Georgetown BID 19. Capitol Riverfront BID 20. www.realpage.com/mpf-research/nations-10-busiest-submarkets-construction-navy-yardcapitol-south-district-columbia/  
21. DowntownDC BID and Monumental Sports

### Georgetown<sup>22</sup>

- Georgetown is filled with a mix of small boutiques, national tenants, and over 70 home decor retailers.
- Through fall 2017, 24 retailers & restaurants opened (compared to 22 closings), including Subway, Sweetgreen, Bibibop, Falafel, Acaiberry, Blue Bottle Coffee, Boulangerie Coffee, Kung Fu Tea, and Oki Bowl Ramen.
- 15 restaurants & retailers are scheduled to open in 2018, such as Café Georgetown, Capital One Café, District Pizza, Insomnia Cookies, Say Cheese!, and Wawa.
- Over 26% of visitors come from the top 3% of the country's most affluent households, with discretionary spending power in excess of \$32,000 per year per household.
- 35% of Georgetown sales come from domestic U.S. visitors and 7% come from international visitors with top markets in the U.K., Canada, China, France, Brazil and the UAE.

### H Street, NE

- H Street spans just over one-and-a-half miles and has returned to its roots as a thriving, commercial hub with more than 100 retail stores and a collection of international restaurants. The corridor has seen an influx of trendy bars, restaurants, street art, music venues and several new mixed-use projects over the past several years.
- Retail & restaurant openings through the first three quarters of 2017 included Whole Foods, Dio Wine Bar, Sospeso (restaurant), Turning Natural (restaurant,) and Bar Elena (replacing the Boundary Road restaurant).
- The Apollo mixed-use project delivered in late 2016 and as of Q3 2017, its 431 units were 98% occupied.<sup>23</sup> In addition, the project includes a 44,000 sq. ft. Whole Foods (Q1 2017 opening) and a 32,000 sq. ft. WeWork (summer 2017 opening).

### NoMa & Union Market

- The two neighborhoods, separated by New York & Florida Avenues, NE, complement each other with NoMa providing a strong daytime population in excess of 54,000 workers and increasing residential base while Union Market is known as a unique restaurant & food destination.
- The NoMa Parks Foundation is spearheading the effort to create six parks and public spaces, including the 2.5-acre NoMa Green (construction expected in 2018).
- Already home to Harris Teeter, a 50,000 sq. ft. flagship REI, and Michelin star-rated Masseria restaurant, the area will welcome Blue Bottle Coffee (Q4 2017), Trader Joe's (2018), and a Latin marketplace concept by Chef Garces (2018).
- DC's first Virgin Hotel (178 rooms) will open in 2019 at 411 New York Avenue, NE.

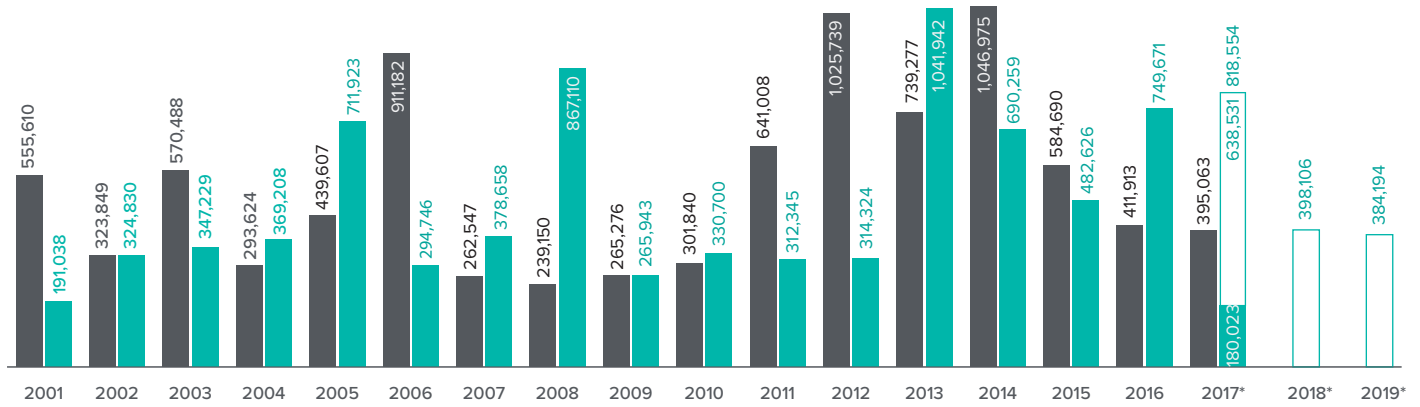
### Shaw

- Shaw benefits from its proximity to Downtown DC, a recent influx of young professionals, and its integration with mass transit. There has been over \$3.5 billion in new development since 2001, creating over 5,000 new residential units.
- Even with this massive growth of mixed-use projects the neighborhood has seen a strong trend of smaller and more unique stores and restaurants entering the market. In 2016, Shaw welcomed 40 new businesses and in 2017 it is expected to see at least 36 new businesses open.<sup>24</sup>
- Major retail & restaurant openings through the first three quarters of 2017, included Union Kitchen Grocery, Supra (DC's first Georgian restaurant), Tiger Fork (Cantonese restaurant), Maxwell Wine Bar, Sugar Shack, and Nocturne (a 50-seat speakeasy, located under the donut shop).

22. Georgetown BID 23. CoStar (accessed November 2017) 24. Shaw Main Streets ([www.capitalcommunitynews.com/content/shaw-streets-april-2017](http://www.capitalcommunitynews.com/content/shaw-streets-april-2017))

## RETAIL DEVELOPMENT (SQ. FT., AUGUST 2017)

■ GROUNDBREAKING ■ COMPLETED □ PROJECTED



Source: WDCEP Research (August 2017)

\*projections based on targeted delivery dates of projects under construction as of August 2017



## RETAIL DEVELOPMENT (AUGUST 2017)

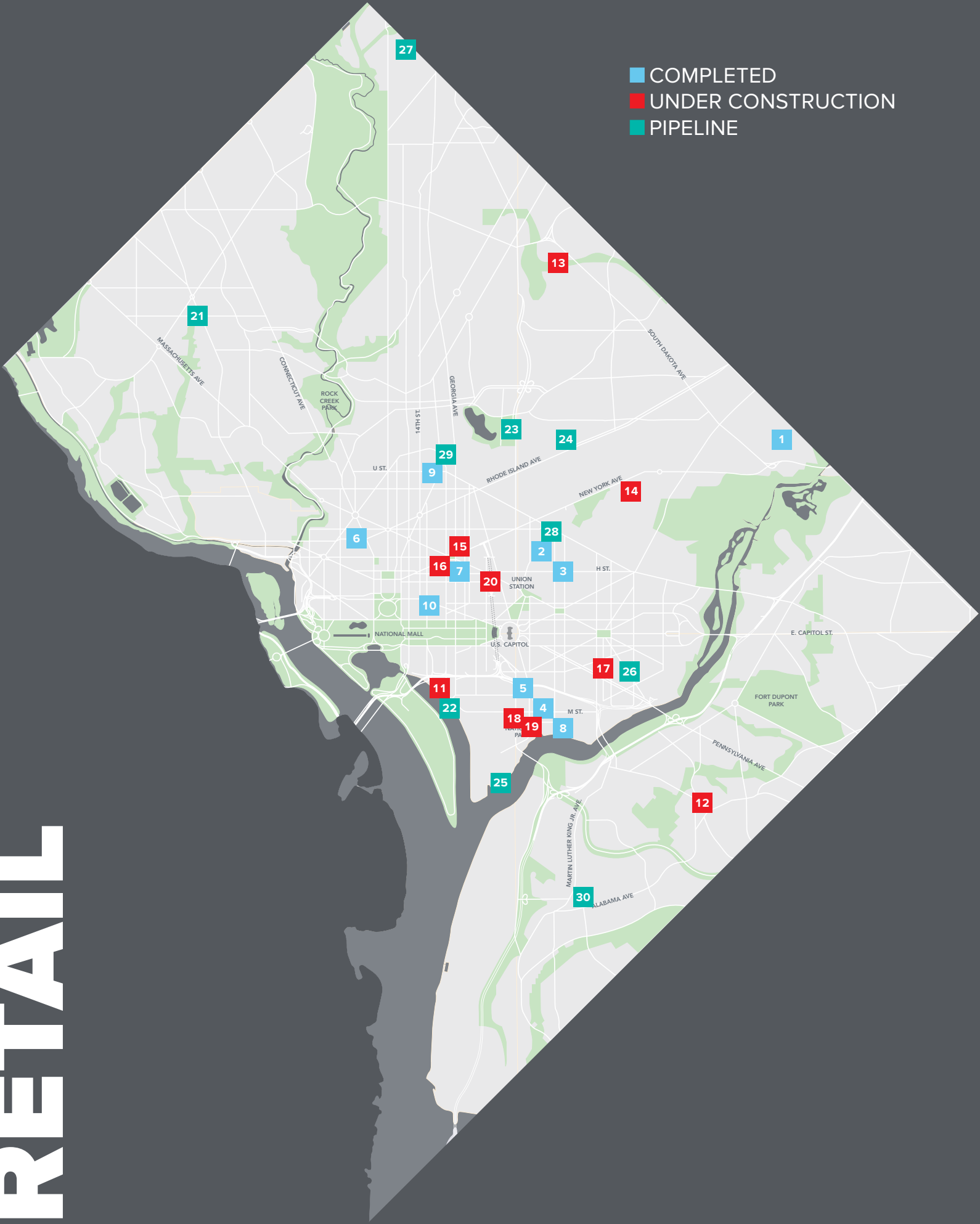
	PROJECTS	RETAIL SQ. FT.
<b>COMPLETED (SINCE 2001)</b>	<b>374</b>	<b>7,852,575</b>
2001	18	191,038
2002	23	324,830
2003	19	347,229
2004	22	369,208
2005	26	711,923
2006	24	294,746
2007	22	378,658
2008	21	867,110
2009	27	265,943
2010	11	330,700
2011	11	312,345
2012	16	314,324
2013	26	1,041,942
2014	27	690,259
2015	25	482,626
2016	37	749,671
2017 YTD	19	180,023
<b>UNDER CONSTRUCTION</b>	<b>69</b>	<b>1,610,331</b>
2017 DELIVERY	16	638,531
2018 DELIVERY	33	398,106
2019 DELIVERY	17	384,194
2020 DELIVERY	3	189,500
<b>PIPELINE</b>	<b>212</b>	<b>5,893,506</b>
NEAR TERM	106	1,993,471
LONG TERM	106	3,900,035
<b>TOTAL</b>	<b>655</b>	<b>15,356,412</b>

Source: WDCEP Research (August 2017)



# RETAIL

- COMPLETED
- UNDER CONSTRUCTION
- PIPELINE





PROJECT	WARD	LOCATION	DEVELOPER(S)	RETAIL SF	EST. VALUE (\$M) <sup>1</sup>	DELIVERY <sup>2</sup>
---------	------	----------	--------------	-----------	-------------------------------	-----------------------

## TOP RETAIL PROJECTS COMPLETED (Q3 2016–AUGUST 2017)

1	The Shops at Dakota Crossing (Phase III)	5	2438 Market St., NE	Ft. Lincoln New Town Corp. / Trammell Crow / CSG Urban Partners	135,000	\$60	2016-17
2	Uline Arena	6	1140 3 <sup>rd</sup> St., NE	Douglas Development Corporation	73,057	\$125	Q4 16
3	Apollo	6	610 H St., NE	Insight Property Group	59,000	\$195	Q4 16
4	F1rst	6	1st & N Sts., SE	Grosvenor Americas / McCaffery Interests / Clark Enterprises	25,729	\$150	Q2 17
5	One Hill South	6	28 K St., SE	The Related Companies / Ruben Companies	23,700	\$100	Q1 17
6	2225 M	2	23rd & M Sts., NW	Eastbanc / Warrenton Group / Dantes Partners	19,700	\$34	Q2 17
7	600 Massachusetts Avenue	2	600 Massachusetts Ave., NW	Gould Property Company / Oxford Properties Group	19,418	\$206	Q4 16
8	Pavilion P2B	6	385 Water St., SE	Forest City Washington	19,202		Q3 17
9	13IU	1	1300 U St., NW	The JBG Companies	15,019	\$66	Q3 17
10	Trump International Hotel, The Old Post Office	2	1100 Pennsylvania Ave., NW	Trump Hotel Collection	15,000	\$200	Q3 16

## TOP RETAIL PROJECTS UNDER CONSTRUCTION

11	The Wharf (Phase I)	6	Southwest Waterfront	Hoffman-Madison Waterfront	190,000	\$1,326	Q4 17
12	Skyland Town Center (Ph I - Block 2)	7	Alabama Ave. & Naylor Rd., SE	Rappaport / WC Smith / Washington East Foundation	117,000	\$175	2020
13	The Modern at Fort Totten	5	5180 South Dakota Ave., NE	Morris & Gwendolyn Cafritz Foundation	104,701	\$135	Q3 17
14	Hecht Warehouse District (Pappas Building)	5	1401 Okie St., NE	Douglas Development Corporation	95,335	\$9	Q4 17
15	655 New York Avenue	6	655 New York Ave., NW	Douglas Development Corporation / Brookfield Office Properties	80,551	\$185	Q2 18
16	Anthem Row	2	800 K St., NW	The Meridian Group	70,000	\$142	Q1 19
17	700 Penn	6	700 Pennsylvania Ave., SE	Stanton Development / Eastbanc / Jarvis Company / Dantes Partners / Clark Enterprises	60,000	\$227	Q4 17
18	West Half	6	1201 Half St., SE	JBG Smith	60,000	\$200	Q1 20
19	1250	6	1250 Half St., SE	Jair Lynch Real Estate Partners / MacFarlane Partners	60,000	\$152	Q3 19
20	250 Massachusetts Avenue	2	250 Massachusetts Ave., NW	Property Group Partners	58,372	\$275	Q4 19

## TOP RETAIL PROJECTS PIPELINE (NEAR TERM)

21	3900 Wisconsin Avenue	3	3900 Wisconsin Ave., NW	Roadside Development / Sekisui House	200,000		2022
22	The Wharf (Phase II)	6	Southwest Waterfront	Hoffman-Madison Waterfront	119,559	\$1,150	2021
23	McMillan Sand Filtration Site	5	North Capitol St. & Michigan Ave., NW	Vision McMillan Partners (Jair Lynch Real Estate Partners / Trammell Crow Company / EYA)	80,000	\$720	2021
24	Bryant Street (Phase I)	5	680 Rhode Island Ave., NE	MRP Realty / B&R Associates LP	72,000		2020/21
25	Riverpoint	6	2100 2 <sup>nd</sup> St., SW	Akridge / Western Development / Redbrick LMD / Orr Partners / Jefferson Apartment Group	70,441	\$220	2020
26	Beckert's Park	6	415 14 <sup>th</sup> St., SE	Foulger-Pratt / Safeway	70,000	\$125	2020
27	Georgia Eastern	4	7828 Georgia Ave., NW	Douglas Development Corporation	56,079		2021
28	Press House at Union District	6	301 N St., NE	Foulger-Pratt	50,674	\$150	2020
29	965 Florida Avenue	1	965 Florida Ave., NW	MRP Realty / Ellis Development Group / JBG Smith	49,156	\$120	2020
30	Saint Elizabeths East (Phase I)	8	Saint Elizabeths East Campus	Redbrick LMD / Gragg Cardona Partners / DMPED	47,000	\$240	2019

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

Image courtesy of PN Hoffman



WARD 6

## THE WHARF (PHASE I)

**LOCATION:** Southwest Waterfront  
**DEVELOPER(S):** Hoffman-Madison Waterfront  
**ARCHITECT(S):** Perkins Eastman / BBGM / FOX / Handel / Kohn Pedersen Fox & Assoc. / MTFA / SK+I / SmithGroupJJR / WDG  
**CONTRACTOR(S):** Clark Construction Group / Donohoe Construction / Balfour Beatty Construction / Cianbro / CBG Building Company  
**LEED:** Gold **EST. VALUE:** \$1.3 billion  
**STATUS:** Under Construction  
**TARGETED DELIVERY:** Q4 2017

**SPECS:** The 2.0 million sq. ft. Phase I consists of 500,000 sq. ft. of office, 190,000 sq. ft. of retail, 870 residential units, 690 hotel rooms, and 140,000 sq. ft. of cultural and entertainment space (including The Anthem—a 6,000 person capacity concert/event hall). Phase I delivered in October 2017.

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:** Q4 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.



WARD 5

## THE MODERN AT FORT TOTTEN

**LOCATION:** 5180 South Dakota Avenue, NE  
**DEVELOPER(S):** Morris & Gwendolyn Cafritz Foundation  
**ARCHITECT(S):** Shalom Baranes Associates / EE&K / MV+A Architects  
**CONTRACTOR(S):** Foulger-Pratt  
**LEED:** Silver **EST. VALUE:** \$135 million  
**STATUS:** Under Construction  
**TARGETED DELIVERY:** Q3 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. Phase I was completed in September 2017.

Image courtesy of Redbrick LMD



WARD 8

## SAINT ELIZABETHS EAST (PHASE I)

**LOCATION:** Saint Elizabeths East Campus  
**DEVELOPER(S):** Redbrick LMD / Flaherty & Collins / AEDC / Gragg Cardona Partners / DMPED  
**ARCHITECT(S):** Cunningham + Quill Architects  
**EST. VALUE:** \$300 million  
**STATUS:** Near Term  
**TARGETED DELIVERY:** Q2 2020

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



Image courtesy of MidCity



WARD 5

## RIA

**LOCATION:** Rhode Island Avenue & 14<sup>th</sup> Street & Montana Avenue, NE  
**DEVELOPER(S):** MidCity  
**ARCHITECT(S):** Perkins Eastman DC  
**LEED:** Silver **EST. VALUE:** \$450 million  
**STATUS:** Near - Long Term  
**TARGETED DELIVERY:** 2020–2023

**SPECS:** The 20-acre site that currently encompasses existing housing and a former shopping center will be redeveloped into a mixed-use neighborhood with eight new city blocks, 182,000 sq. ft. of retail space and 1,429 residential units (20% affordable). Phase I (Block 7) will include 331 residential units, including 200 senior units, and 54 bicycle spaces.

Image courtesy of MRP Realty



WARD 5

## BRYANT STREET

**LOCATION:** 680 Rhode Island Avenue, NE  
**DEVELOPER(S):** MRP Realty / B&R Associates  
**ARCHITECT(S):** SK+I Architectural Design Group  
**LEED:** Gold  
**STATUS:** Near - Long Term  
**TARGETED DELIVERY:** 2020–2031

**SPECS:** The 13-acre Rhode Island Avenue Shopping Center will be redeveloped into a 1.75 million sq. ft. mixed-use project with 1,450 residential units, and 275,000 sq. ft. of retail/entertainment space, anchored by Alamo Draft House. Phase I will consist of two buildings (closest to the Metrorail tracks) totaling 490 residential units and 72,000 sq. ft. of retail space.

Image courtesy of Akridge



WARD 6

## RIVERPOINT

**LOCATION:** 2100 2<sup>nd</sup> Street, SW  
**DEVELOPER(S):** Akridge / Western Development Corporation / Redbrick LMD / Jefferson Apartment Group / Orr Partners  
**ARCHITECT(S):** Antunovich Associates  
**LEED:** Silver **EST. VALUE:** \$220 million  
**STATUS:** Near Term  
**TARGETED DELIVERY:** Q2 2020

**SPECS:** The former U.S. Coast Guard office building will be redeveloped into 485 residential units and up to 70,400 sq. ft. of retail space.



WARD 7

## SHOPS AT PENN HILL

**LOCATION:** 3200 Pennsylvania Avenue, SE  
**DEVELOPER(S):** Jair Lynch Real Estate Partners  
**LEED:** Certified  
**STATUS:** Near Term  
**TARGETED DELIVERY:** Q4 2018 (Phase I)

**SPECS:** The existing Penn Branch Shopping Center site will be redeveloped into 85,000 sq. ft. of retail, 38,000 sq. ft. of office, 100–150 units of senior housing, and 350 parking spaces. The existing center will be renovated (expected summer 2018 completion) and a new mixed-use building will be constructed on the existing rear parking lot (expected 2020 delivery). The project received \$2.1 million from DC's Neighborhood Prosperity Fund.

# R DEVELOPMENT HIGHLIGHTS



WARD 6

## APOLLO

**LOCATION:** 610 H Street, NE  
**DEVELOPER(S):** Insight Property Group  
**ARCHITECT(S):** SK+I Architectural Group  
**CONTRACTOR(S):** John Moriarty & Associates  
**LEED:** Silver **EST. VALUE:** \$195 million  
**STATUS:** Completed  
**TARGETED DELIVERY:** Q4 2016

**SPECS:** The Apollo is a 431-unit apartment building with 59,000 sq. ft. of retail space anchored by a 47,000 sq. ft. Whole Foods, and 165 bicycle spaces. Other tenants include WeWork, Wyndown, the Daily Rider, and Solid State Books.



WARD 7

## EAST RIVER PARK

**LOCATION:** Minnesota Avenue & Benning Road, NE  
**DEVELOPER(S):** Cedar Realty Trust  
**STATUS:** Long Term

**SPECS:** Plans for the redevelopment of the East River Park Shopping Center call for about 280 residential units, 120,000 sq. ft. of retail space (anchored by a grocery store), 33,000 sq. ft. of office space, and 622 parking spaces.



WARD 5

## EDISON

**LOCATION:** 1240 4<sup>th</sup> Street, NE  
**DEVELOPER(S):** EDENS / LCOR / San Oh & Company  
**ARCHITECT(S):** SK+I Architectural Design Group  
**CONTRACTOR(S):** James G. Davis Construction Corporation  
**LEED:** Certified **EST. VALUE:** \$55 million  
**STATUS:** Under Construction  
**TARGETED DELIVERY:** Q4 2017

**SPECS:** As part of the Union Market District, the Edison is a six-story, 188-unit apartment building with approximately 27,000 sq. ft. of ground floor retail anchored by a Trader Joe's (2018 opening). The building offers its own fiber optic Wi-Fi network with commercial-grade routers in each unit.



WARD 6

## BECKERT'S PARK

**LOCATION:** 415 14<sup>th</sup> Street, SE  
**DEVELOPER(S):** Foulger-Pratt / Safeway  
**ARCHITECT(S):** BKV Group  
**LEED:** Gold **EST. VALUE:** \$125 million  
**STATUS:** Near Term  
**TARGETED DELIVERY:** Q1 2020

**SPECS:** An existing Safeway grocery store will be razed and reconstructed to include 329 apartment units anchored by a new 60,000 sq. ft. Safeway and an additional 10,000 sq. ft. of retail space.



Image courtesy of Gensler



WARD 6

## DISTRICT WINERY (PAVILION P2B)

**LOCATION:** 385 Water Street, SE  
**DEVELOPER(S):** Forest City  
**ARCHITECT(S):** Gensler  
**CONTRACTOR(S):** Monarc Construction / Potomac Construction Services  
**STATUS:** Completed  
**TARGETED DELIVERY:** Q3 2017

**SPECS:** Parcel P2B located near Yards Park features a two-story, 19,000 sq. ft. retail pavilion which is home to District Winery—a boutique urban winery, restaurant, and event space. The site includes an outdoor terrace on the upper floor with views of Yards Park and the Anacostia River.



WARD 6

## 700 PENN

**LOCATION:** 700 Pennsylvania Avenue, SE  
**DEVELOPER(S):** Stanton Development / Eastbanc / The Jarvis Company / Clark Enterprises / Dantes Partners  
**ARCHITECT(S):** Esocoff & Associates Architects  
**CONTRACTOR(S):** McCullough Construction / Clark Construction  
**LEED:** Gold **EST. VALUE:** \$226 million  
**STATUS:** Under Construction  
**TARGETED DELIVERY:** Q4 2017

**SPECS:** The site of the former Hine Junior High School was redeveloped into approximately 156,000 sq. ft. of office space (anchored by co-working provider The Yard), 162 apartments, and 60,000 sq. ft. of retail space (anchored by a 11,000 sq. ft. Trader Joe's). Trader Joe's opened in September 2017 and the 34-unit affordable housing building was completed in Q4 2016.

Image courtesy of the Capitol Riverfront BID



WARD 6

## 1250

**LOCATION:** 1250 Half Street, SE  
**DEVELOPER(S):** Jair Lynch Real Estate Partners / MacFarlane Partners  
**ARCHITECT(S):** R.D. Jones & Associates / Hord Coplan Macht Inc  
**CONTRACTOR(S):** Lend Lease  
**LEED:** Silver **EST. VALUE:** \$152 million  
**STATUS:** Under Construction  
**TARGETED DELIVERY:** Q3 2019

**SPECS:** 1250 Half Street is a 10-story, mixed-use development located just north of the Washington National's Ballpark and will include 439 apartment units with 60,000 sq. ft. of retail space, anchored by a 24,000 sq. ft. Punch Bowl Social.

Image courtesy of Hickok Cole Architects



WARD 6

## 300 M

**LOCATION:** 300 M Street, NE  
**DEVELOPER(S):** The Wilkes Company  
**ARCHITECT(S):** WDG / Hickok Cole Architects  
**CONTRACTOR(S):** HITT  
**LEED:** Gold **EST. VALUE:** \$132 million  
**STATUS:** Near Term  
**TARGETED DELIVERY:** Q1 2020

**SPECS:** 300 M is a 12-story, mixed-use project that will include up to 440 apartments and approximately 10,000 sq. ft. of retail space. Plans also call for three levels of below grade parking with about 170 spaces.



# R DEVELOPMENT HIGHLIGHTS

Image courtesy of WC Smith



WARD 7

## SKYLAND TOWN CENTER (PH I - BLOCK 2)

**LOCATION:** Alabama Avenue & Naylor Road, SE  
**DEVELOPER(S):** Rappaport / WC Smith / Washington East Foundation  
**ARCHITECT(S):** Torti Gallas and Partners  
**CONTRACTOR(S):** WCS Construction / L.F. Jennings Inc.  
**LEED:** Silver **EST. VALUE:** \$175 million  
**STATUS:** Under Construction  
**TARGETED DELIVERY:** Q1 2020

**SPECS:** The redevelopment of the 18.5-acre Skyland Shopping Center will result in up to 320,000 sq. ft. of retail space, 450–500 residential units and 1,700 parking spaces. Plans for Phase I—Block 2 include 263 apartments above approximately 117,000 gross sq. ft. of retail space (84,000 net rentable sq. ft.), anchored by a CVS. Land development is currently underway.

Image courtesy of Four Points



WARD 8

## REUNION SQUARE

**LOCATION:** Martin Luther King Jr. Avenue & W Street, SE  
**DEVELOPER(S):** Four Points / Curtis Development  
**STATUS:** Near – Long Term

**SPECS:** The 9.5-acre site is located between U and Chicago Streets along the western side of Martin L. King Jr. Avenue, SE. The 2008 approved PUD and 2011 First Stage PUD calls for approximately 1.54 million sq. ft. mixed-use development in three phases, totaling 892,000 sq. ft. of office space, 450 residential units and 171,400 sq. ft. of retail in eight new buildings. The first phase, an 82,000 sq. ft. office building (2235 Shannon Place), delivered in Q4 2014.

Image courtesy of The Menkiti Group



WARD 8

## MLK GATEWAY

**LOCATION:** Martin Luther King Jr. Avenue & Good Hope Road, SE  
**DEVELOPER(S):** The Menkiti Group  
**ARCHITECT(S):** Cunningham + Quill Architects  
**LEED:** Silver **EST. VALUE:** \$25 million  
**STATUS:** Near Term  
**TARGETED DELIVERY:** 2020

**SPECS:** Plans for MLK Gateway call for 28,500 sq. ft. of office space and approximately 22,000 sq. ft. of retail space. Expected retail tenants include a fresh food market, a coffee concept, a full-service restaurant, and a local bank.



WARD 5

## ALEXANDER CRUMMELL SCHOOL

**LOCATION:** 1900 Gallaudet Street, NE  
**DEVELOPER(S):** StonebridgeCarras LLC / The Jarvis Company  
**ARCHITECT(S):** Hickok Cole Architects  
**STATUS:** Near Term

**SPECS:** The redevelopment plans for the site call for a community center to be built in the former Alexander Crummell School building (c. 1911) with 320 apartments, 22,000 sq. ft. of retail space and 35,000 sq. ft. of industrial space (occupied by ProFish) to be built on the surrounding site. Plans also include community uses such as an urban garden, daycare, health clinic, and culinary school.





# RESIDENTENTIAL

RESIDENTIAL DEVELOPMENT IN WASHINGTON, DC

# RESIDENTIAL

By: Dan Kaczowka, Research Coordinator, CBRE

DC's population is trending towards levels that it has not achieved since the 1970s, when the population was nearly 757,000 people.

TOTAL DC HOUSEHOLDS <sup>1</sup>	MARKET RATE RENTAL UNITS <sup>2</sup>	MARKET RATE APARTMENT VACANCY <sup>2</sup>	RESIDENTIAL UNITS UNDER CONSTRUCTION <sup>3</sup>
300,470	42,511	4.0%	15,860
9.3% increase from 2011–2016	Class A + B	Class A + B	

The population within the District of Columbia continued its upward trend in 2016, bringing the total to 681,170 residents. This represents 12.6% growth since 2010.

The wage and salary employment also achieved a net increase of 1.7% in 2017, bringing the five-year total to 7.7%. Despite the growth being slightly down from previous years, and lower than the national average, the slowing pace is a result of the population growth outpacing the rise in work force opportunities. However, wage growth continued in DC as annual per capita income grew to \$76,606 in 2017—9.6% increase since 2014.<sup>1</sup>



## MULTIFAMILY MARKET FUNDAMENTALS

Through Q3 2017, there were 5,171 rental apartment units delivered in DC in 2017. Though DC has encountered a record number of units being delivered, absorption remains strong as demand has outpaced supply with 5,414 units having been absorbed through September 2017—leading the DC region and the highest in DC's history.

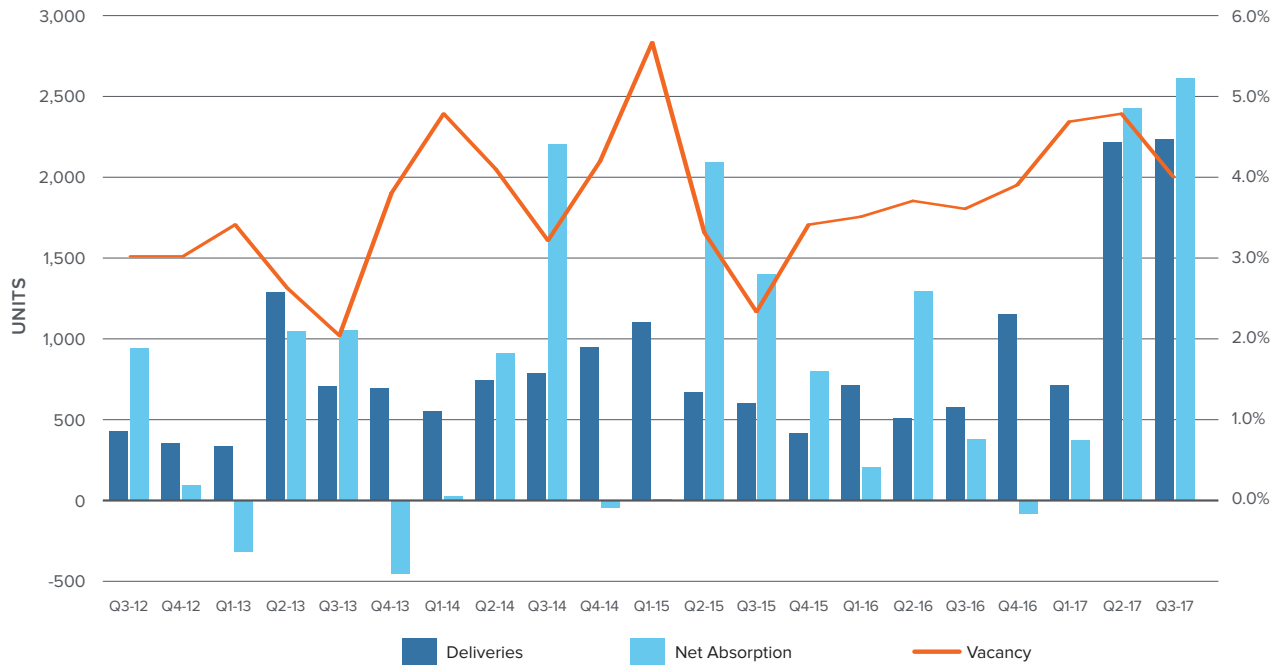
As absorption remains strong, the concessions offered have decreased through the year. Concessions as a percentage of base rents decreased 10 basis points from January 2017 to 1.4%.

While rent growth has not been as strong as previous years, effective rents increased 3.1% from Q1 2017 to Q3 2017, where the average of Class A and Class B rents stand at \$2,393 per unit per month.<sup>2</sup>

1. Office of the Chief Financial Officer. District of Columbia and Economic Trends; September 2017 2. Delta Associates Q3 2017 Report (inventory includes institutional-grade projects & does not include garden-style product)  
3. WDCRP Research, August 2017. Includes major renovations & non-market rate units



## DC MARKET RATE RENTAL SUPPLY & DEMAND (CLASS A + B)



Source: CBRE, AxioMetrics, Delta Associates, Q3 2017

Construction starts have slipped in 2017, as only 2,854 units began construction. Construction starts in 2017 were 31% lower than the total volume from 2016, which had 4,143 units break ground, and 12.6% lower than the five-year average of construction starts from 2013–2017 (3,265 units broke ground on average). The ten-year average of construction starts from 2008–2017 was 2,867 units per year and construction in 2017 in DC was slightly lower than that average.<sup>4</sup>

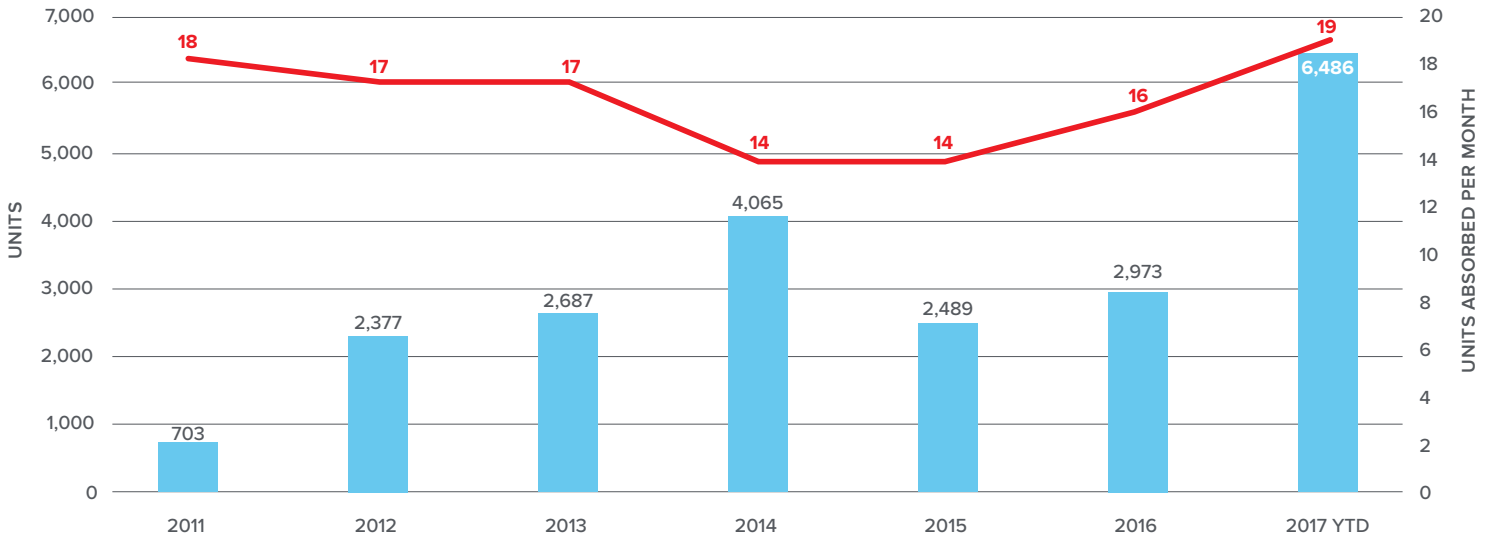
A main contributor to this decrease in starts is attributed to higher construction costs as lumber prices have increased roughly 20% in the trailing 12-months. Some firms have estimated that costs have risen roughly \$20 per square foot.<sup>5</sup> In addition, 13 projects representing 3,986 residential units have been stalled due to local activists challenging the development’s DC government approvals to the DC Court of Appeals.<sup>6</sup>

This reduction in construction starts will allow for lease-up properties to stabilize and for existing units to achieve higher rent growth. When comparing 2017 effective rent to 2016, rent growth has posted negative numbers at 1.0% decrease. With a low vacancy rate and high absorption numbers, DC is poised for a rebound in 2018 and beyond with rent projections forecasted to increase at an average annual increase of 3.5% over the next 36 months.

Deliveries are projected to begin a downward trend over the next 36 months. It is estimated that in DC 4,822 units are projected to deliver in 2018, 4,737 units in 2019, and 1,473 units in 2020.<sup>4</sup> While the market will remain tight in 2018 with many projects in lease-up (the timeframe for a new multifamily property to attract tenants and reach stabilized occupancy), rent growth will begin to increase with minimal concessions offered.

4. Delta Associates Q3 2017 Report 5. Rosenthal, Louis. The Canadian Lumber Tariff’s Possible Effect on Apartment Construction. AXIOMetrics, April 28, 2017 (www.axiometrics.com/resources/axio-media/blogs/the-canadian-lumber-tariff-s-possible-effect-on-apartment-construction/) 6. Banister, Jon. BISONOW. When Public Approval Means Naught: How Federal Judges Are Delaying 4,000 Units Of D.C. Housing (7/18/17), www.bisnow.com/washington-dc/news/multifamily/broken-process-why-4000-units-of-dc-housing-are-stuck-in-federal-court-76657-76664.

## DC APARTMENT ABSORPTION PACE



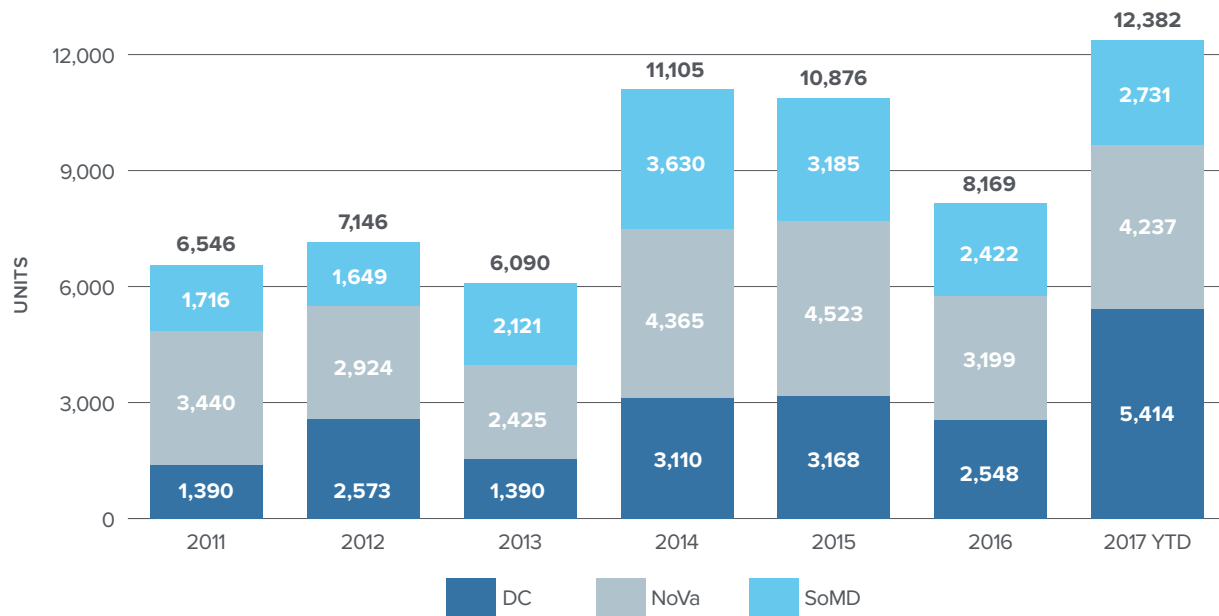
Source: Delta Associates, Q3 2017 (Class A and B apartment communities. Absorption pace is the rate that apartment communities absorb unoccupied units per month during lease-up.)

## DC METRO AVERAGE VACANCY



Source: Delta Associates 2017 (Class A and B apartment communities)

## METRO ABSORPTION



Source: Delta Associates. Class A and B apartment communities. YTD = January-September.

## DC RENTAL RATES BY NEIGHBORHOOD

### MULTIFAMILY RENTAL RATES BY NEIGHBORHOOD (Q3 2017)

NEIGHBORHOOD	EFFECTIVE RENT	OCCUPANCY %
Anacostia/Northeast DC	\$1,665	96.0%
Brookland/Fort Totten	\$1,923	95.2%
Capitol Hill/SW	\$2,236	95.6%
Downtown/Logan Circle	\$2,506	95.4%
Dupont Circle/Adams Morgan	\$2,132	96.2%
Foggy Bottom	\$2,465	94.4%
Howard U/Mt. Pleasant/Brightwood	\$2,268	95.7%
NW DC-Georgetown	\$2,085	93.9%
Woodley Park-Cleveland Park-Van Ness	\$2,217	95.5%

Source: Axiometrics 3Q 2017 Report

## MULTIFAMILY AMENITIES<sup>7</sup>

As new product continues to deliver, the traditional amenities in nearly all new apartments built in DC, such as rooftop pools and a 24-hour fitness center, will no longer be enough to set developers' projects apart from their competitors. As renters' preferences have shifted over the years, developers have become more in tune with the residences' preferences. For example, WC Smith's The Collective will offer a virtual golf simulator, Peloton cycle room, full-size basketball court, outdoor singles tennis court, and hydro massage beds.

Apart from the location, the most sought-after amenity by renters is package management systems. With the exponential growth from ecommerce and grocery delivery services, it will become imperative for apartment communities to implement these refrigerated lockers to protect and preserve the renters' packages when they are not home.

## OUTLOOK

As DC's population continues to grow the multifamily market's existing supply is expected to be absorbed at a consistent pace, allowing for robust future rent growth. With construction starts beginning to slow down and vacancy rates below the national average, the future of the DC's multifamily market is positioned to strengthen in the near-term outlook.

7. National Multifamily Housing Council & Package Concierge. What Apartment Renters Want. January 21, 2016 (<http://packageconcierge.com/blog/what-apartment-renters-want/>)





# The Collective

1138 apartments | 53,000 SF of retail | 105,000 SF of amenity space



THE GARRETT  
At The Collective



AGORA  
At The Collective



park chelsea  
At The Collective



**50 Years of Transforming Neighborhoods**

Real Estate Development and Property Management Services  
wsmith.com | @WCSmithDC | 202.371.1220

# RESIDENTIAL DEVELOPMENT



## RESIDENTIAL UNITS (AUGUST 2017)

	GROUNDBREAKINGS		COMPLETED		PROJECTED	
	RENTAL	HO	RENTAL	HO	RENTAL	HO
2001	3,155	1,148	1,484	920	3,865	922
2002	4,138	1,914	2,920	591	5,949	521
2003	2,390	1,624	3,454	635	3,481	289
2004	1,004	2,531	2,711	1,837	3,481	289
2005	2,817	3,020	1,828	2,128	3,970	922
2006	3,155	1,210	1,399	2,584	3,970	922
2007	2,817	758	2,547	2,586	3,970	922
2008	1,460	246	3,121	1,161	3,970	922
2009	753	173	2,721	912	3,970	922
2010	3,539	446	1,385	524	3,970	922
2011	5,023	499	1,574	369	3,970	922
2012	5,702	556	3,443	482	3,970	922
2013	4,194	679	3,932	567	3,970	922
2014	5,244	997	5,991	318	3,970	922
2015	5,210	811	2,595	743	3,970	922
2016	6,648	765	4,991	646	3,970	922
2017 YTD	4,177	281	3,865	429	3,970	922
2018*			5,949	521	3,970	922
2019*			3,481	289	3,970	922

\*projections based on targeted delivery dates of projects under construction as of August 2017 (HO = condo / single-family)

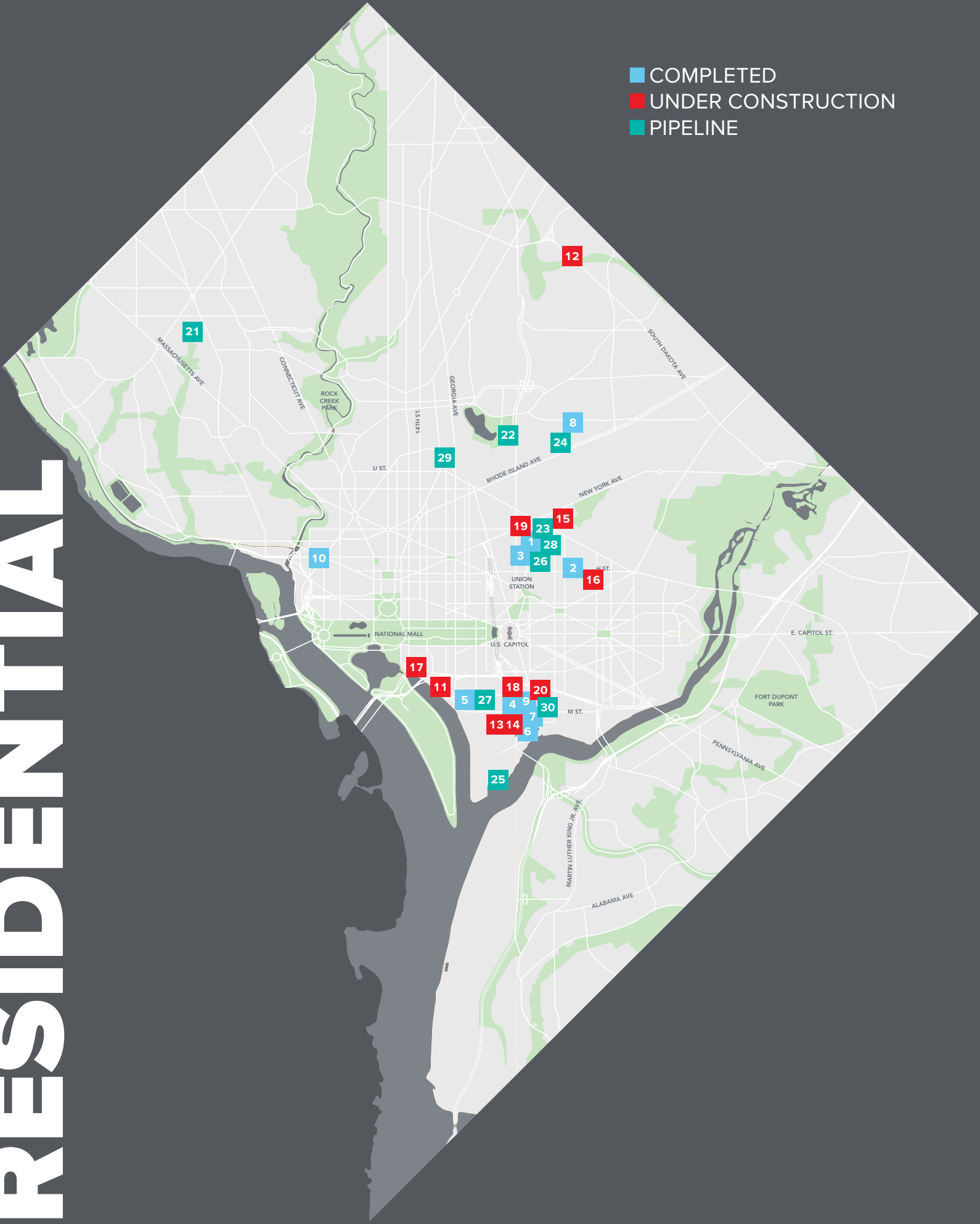
## RESIDENTIAL DEVELOPMENT (AUGUST 2017)

	PROJECTS	SQ. FT.	UNITS	RENTAL	H.O.	CONDOS
<b>COMPLETED</b>	<b>625</b>	<b>67,065,597</b>	<b>67,393</b>	<b>49,961</b>	<b>17,432</b>	<b>13,485</b>
2001	28	2,571,032	2,404	1,484	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	44	4,170,870	3,956	1,828	2,128	2,061
2006	45	4,340,551	3,983	1,399	2,584	2,335
2007	49	5,825,803	5,133	2,547	2,586	2,083
2008	39	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	31	4,010,523	3,925	3,443	482	173
2013	36	3,764,803	4,499	3,932	567	463
2014	35	5,836,063	6,309	5,991	318	139
2015	38	2,963,007	3,338	2,595	743	564
2016	46	5,394,938	5,637	4,991	646	288
2017 YTD	31	4,024,054	4,294	3,865	429	386
<b>UNDER CONSTRUCTION</b>	<b>91</b>	<b>13,889,795</b>	<b>15,860</b>	<b>14,128</b>	<b>1,732</b>	<b>1,426</b>
2017 DELIVERY	35	4,034,058	4,892	3,970	922	808
2018 DELIVERY	39	5,609,198	6,470	5,949	521	447
2019 DELIVERY	15	3,574,539	3,770	3,481	289	171
2020 DELIVERY	2	672,000	728	728		
<b>PIPELINE</b>	<b>276</b>	<b>59,909,210</b>	<b>63,400</b>	<b>30,440</b>	<b>4,344</b>	<b>4,113</b>
NEAR TERM	150	17,844,012	19,537	14,492	2,855	2,469
LONG TERM	126	42,065,198	43,863	15,948	1,489	1,644
<b>TOTAL</b>	<b>992</b>	<b>140,864,602</b>	<b>146,653</b>	<b>94,529</b>	<b>23,508</b>	<b>19,024</b>

Source: WDCEP Research (August 2017)

# RESIDENTIAL

- COMPLETED
- UNDER CONSTRUCTION
- PIPELINE







PROJECT	WARD	LOCATION	DEVELOPER(S)	UNITS	TYPE <sup>1</sup>	EST. VALUE (\$M) <sup>2</sup>	DELIVERY <sup>3</sup>	
<b>TOP RESIDENTIAL PROJECTS COMPLETED (3Q 2016 - AUGUST 2017)</b>								
1	AVA NoMa	6	55 M St., NE	AvalonBay	438	R	\$145	Q1 17
2	Apollo	6	610 H St., NE	Insight Property Group	431	R	\$195	Q4 16
3	Camden NoMa (Phase II)	6	61 Pierce St., NE	Camden Property Trust	405	R	\$70	Q1 17
4	One Hill South	6	28 K St., SE	The Related Companies / Ruben Companies	383	R	\$100	Q1 17
5	Eliot on 4 <sup>th</sup>	6	1001 4 <sup>th</sup> St., SW	Forest City Washington	365	R	\$100	Q1 17
6	F1rst	6	1 <sup>st</sup> & N Sts., SE	Grosvenor Americas / McCaffery Interests / Clark Enterprises	325	R	\$150	Q2 17
7	Insignia on M	6	1111 New Jersey Ave., SE	Donohoe Companies	324	R	\$90	Q1 17
8	Edgewood Commons I	5	601 Edgewood St., NE	Community Preservation & Development Corporation	292	R	\$69	Q4 16
9	ORE 82	6	82 I St., SE	Greystar Development / RCP Development Company	227	R	\$65	Q4 16
10	Varsity on K	2	950 24 <sup>th</sup> St., NW	Varsity Investment Group	197	R	\$14	Q1 17

## TOP RESIDENTIAL PROJECTS UNDER CONSTRUCTION

11	The Wharf (Phase I)	6	Southwest Waterfront	Hoffman-Madison Waterfront	870	R / O	\$1,326	Q4 17
12	The Modern at Fort Totten	5	5180 South Dakota Ave., NE	Morris & Gwendolyn Cafritz Foundation	520	R	\$135	Q3 17
13	West Half	6	1201 Half St., SE	JBG Smith	465	R	\$200	Q1 20
14	1250	6	1250 Half St., SE	Jair Lynch Real Estate Partners / MacFarlane Partners	439	R	\$152	Q3 19
15	1270 4 <sup>th</sup> Street	5	1270 4 <sup>th</sup> St., NE	Level 2 Development / EDENS / Trammell Crow Residential	432	R	\$150	Q4 18
16	AVEC	6	901 H St., NE	Rappaport / WC Smith / Lustine Realty Co.	419	R	\$200	Q3 19
17	The Portals (Phase V)	6	1331 Maryland Ave., SW	Republic Properties Corporation	373	R	\$220	Q3 19
18	2 Eye Street (Phase I)	6	2 I St., SE	Crescent Development / RCP Development Company	355	R		Q1 19
19	The Belgard	6	33 N St., NE	Wood Partners / MacFarlane Partners	346	R	\$150	Q1 18
20	Agora	6	800 New Jersey Ave., SE	WC Smith	334	R	\$141	Q4 17

## TOP RESIDENTIAL PROJECTS PIPELINE (NEAR TERM)

21	3900 Wisconsin Avenue	3	3900 Wisconsin Ave., NW	Roadside Development / Sekisui House	700	R / O		2022
22	McMillan Sand Filtration Site	5	North Capitol St. & Michigan Ave., NW	Vision McMillan Partners (Jair Lynch Real Estate Partners / Trammell Crow Company / EYA)	660	R / O	\$720	2021
23	Armature Works	6	1200 3 <sup>rd</sup> St., NE	Trammell Crow Company / High Street Residential	635	R / O		2021
24	Bryant Street (Phase I)	5	680 Rhode Island Ave., NE	MRP Realty / B&R Associates LP	490	R		2020/21
25	Riverpoint	6	2100 2 <sup>nd</sup> St., SW	Akridge / Western Development / Redbrick LMD / Orr Partners / Jefferson Apartment Group	485	R	\$220	2020
26	Storey Park	6	1005 1 <sup>st</sup> St., NE	Perseus Realty / Four Points / Greencourt Capital	460	R		2019/20
27	Waterfront Station II	6	1000 4 <sup>th</sup> St., SW	PN Hoffman / Paramount Dev. / ER Bacon Dev. / CityPartners / Affordable Housing Dev. / DMPED	443	R	\$157	2021
28	300 M	6	300 M St., NE	The Wilkes Company	440	R	\$132	2020
29	965 Florida Avenue	1	965 Florida Ave., NW	MRP Realty / Ellis Development Group / JBG Smith	433	R	\$120	2020
30	The Garrett	6	150 Eye St., SE	WC Smith	375	R	\$170	2020

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 3

### 3900 WISCONSIN AVENUE

**LOCATION:** 3900 Wisconsin Avenue, NW  
**DEVELOPER(S):** Roadside Development / Sekisui House  
**ARCHITECT(S):** Shalom Baranes Associates  
**STATUS:** Near Term  
**TARGETED DELIVERY:** Q3 2022

**SPECS:** The site of the former Fannie Mae headquarters will be redeveloped into 1.1 million sq. ft. of mixed-use development. Plans call for 700 residential units, 200,000 sq. ft. of retail space (anchored by an 80,000 sq. ft. Wegmans grocery store), 68,000 sq. ft. of office/cultural uses, and a 140-150-room hotel. The existing 228,000 sq. ft. building (c. 1958 & 1962) will be incorporated into the overall development plan.

Image courtesy of The Menkiti Group



WARD 6

### CAPITOL VISTA

**LOCATION:** New Jersey Avenue & H Street, NW  
**DEVELOPER(S):** The Menkiti Group / Dantes Partners / Spectrum Management / Bailey Real Estate Partners  
**ARCHITECT(S):** Grimm + Parker & Associates  
**CONTRACTOR(S):** Hamel Builders  
**EST. VALUE:** \$34 million  
**STATUS:** Near Term  
**TARGETED DELIVERY:** Q4 2020

**SPECS:** Plans call for an eight-story affordable housing building with 104 apartment units and 3,200 sq. ft. of retail space.



WARD 3

### BROADCAST

**LOCATION:** 4620-4626 Wisconsin Avenue, NW  
**DEVELOPER(S):** Urban Investment Partners  
**ARCHITECT(S):** Hickok Cole Architects  
**CONTRACTOR(S):** UIP General Contracting  
**LEED:** Gold **EST. VALUE:** \$65 million  
**STATUS:** Near Term  
**TARGETED DELIVERY:** Q2 2019

**SPECS:** An existing three-story office building will be converted and expanded into an eight-story residential building with 146 residential units and 11,000 sq. ft. of retail with 3,500 sq. ft. dedicated for a sit-down restaurant. As part of the project the Chesapeake House will be renovated.



WARD 7

### DEANWOOD TOWN CENTER

**LOCATION:** Nannie Helen Burroughs & Division Avenue, NE  
**DEVELOPER(S):** The Warrenton Group  
**ARCHITECT(S):** Torti Gallas Urban  
**STATUS:** Long Term

**SPECS:** Deanwood Town Center will consist of two buildings totaling 183 residential units and 16,000 sq. ft. of retail space. Most of the units will be deemed affordable with 18 being considered for market rate. The unit mix is anticipated to include 3BR, 4BR and 5BR units.



Image courtesy of Neighborhood Development Company



WARD 5

## 1164 BLADENSBURG ROAD

**LOCATION:** 1164 Bladensburg Road, NE  
**DEVELOPER(S):** Neighborhood Development Company  
**ARCHITECT(S):** Grimm + Parker & Associates  
**CONTRACTOR(S):** Hamel Builders  
**EST. VALUE:** \$25 million  
**STATUS:** Near Term  
**TARGETED DELIVERY:** Q2 2019

**SPECS:** The site of a former fast food restaurant will be redeveloped into a residential building with 63 affordable units.

Image courtesy of PN Hoffman



WARD 6

## THE BOWER

**LOCATION:** 1300 4<sup>th</sup> Street, SE  
**DEVELOPER(S):** PN Hoffman  
**ARCHITECT(S):** WDG Architecture / Handel Architects  
**CONTRACTOR(S):** Clark Construction Group  
**LEED:** Gold **EST. VALUE:** \$70 million  
**STATUS:** Under Construction  
**TARGETED DELIVERY:** Q4 2018

**SPECS:** The former site of Navy Yard Building 137 will be constructed into an 11-story residential building with 137 condos, 13,000 sq. ft. of retail space, and 112 parking spaces. The project is part of The Yards mixed-use development.



WARD 7

## KENILWORTH COURTS REDEVELOPMENT

**LOCATION:** Kenilworth Avenue, Douglas Street, Anacostia Avenue, Quarles Street, NE  
**DEVELOPER(S):** The Warrenton Group / DC Housing Authority / Michaels Development Corporation  
**ARCHITECT(S):** Torti Gallas and Partners  
**STATUS:** Long Term  
**TARGETED DELIVERY:** 2021+

**SPECS:** A 26-building, four-acre public housing complex will be redeveloped into 530 residential units (a mix of apartments and townhouses) and 4,500 sq. ft. of commercial space. The total project will include five four-story buildings, one of which will be dedicated to senior housing.



WARD 1

## 131U

**LOCATION:** 1300 U Street, NW  
**DEVELOPER(S):** The JBG Companies  
**ARCHITECT(S):** BBGM / David M. Schwarz Architects  
**CONTRACTOR(S):** Balfour Beatty Construction  
**STATUS:** Completed  
**TARGETED DELIVERY:** Q3 2017

**SPECS:** A former one-story retail strip shopping center was redeveloped into an eight-story, 130-unit apartment building with 15,000 sq. ft. of retail space. The retail is anchored by a Rite Aid and future restaurant.



# R DEVELOPMENT HIGHLIGHTS



WARD 6

## ELIOT ON 4TH

**LOCATION:** 1001 4<sup>th</sup> Street, SW  
**DEVELOPER(S):** Waterfront Associates / Forest City Washington / Vornado Realty Trust  
**ARCHITECT(S):** Perkins Eastman DC  
**CONTRACTOR(S):** James G. Davis Construction Corporation  
**LEED:** Gold **EST. VALUE:** \$100 million  
**STATUS:** Completed  
**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 are integrated into the building's first two floors. The project is part of the former Waterside Mall redevelopment.



WARD 6

## UNION PLACE (PHASE II)

**LOCATION:** 200 K Street, NE  
**DEVELOPER(S):** Toll Brothers  
**ARCHITECT(S):** Davis, Carter, Scott  
**CONTRACTOR(S):** Tishman Construction / ADC Builders  
**EST. VALUE:** \$92 million  
**STATUS:** Under Construction  
**TARGETED DELIVERY:** Q3 2018

**SPECS:** Plans for Phase II of Union Place call for a 14-story residential building with 525 units and 8,500 sq. ft. of retail space. The project is part of the 850,000 sq. ft. Union Place mixed-use development.



WARD 6

## DOCK 79

**LOCATION:** 100 Potomac Avenue, SE  
**DEVELOPER(S):** MRP Realty / FRP Development Corp  
**ARCHITECT(S):** SK+I Architectural Design Group  
**CONTRACTOR(S):** Paradigm Companies  
**LEED:** Certified **EST. VALUE:** \$100 million  
**STATUS:** Completed  
**TARGETED DELIVERY:** Q3 2016

**SPECS:** The site of a former concrete plant was developed into a nine-story residential building consisting of 305 rental units, 16,000 sq. ft. of retail, and 286 parking spaces.



WARD 1

## 3619 GEORGIA AVENUE

**LOCATION:** 3619 Georgia Avenue, NW  
**DEVELOPER(S):** The Warrenton Group  
**ARCHITECT(S):** Bonstra | Haresign Architects  
**CONTRACTOR(S):** McCullough Construction  
**EST. VALUE:** \$8 million  
**STATUS:** Near Term  
**TARGETED DELIVERY:** Q2 2019

**SPECS:** The site is located at the corner of Georgia Avenue and Princeton Place, NW and was occupied by an existing one story building and a surface parking lot. The project is a six-story, 27-unit residential building with 3,000 sq. ft. of ground floor retail.

Image courtesy of Level 2 Development



WARD 5

## THE HIGHLINE AT UNION MARKET

**LOCATION:** 320 Florida Avenue, NE  
**DEVELOPER(S):** Level 2 Development / Clark Enterprises Inc. / Federal Capital Partners  
**ARCHITECT(S):** Eric Colbert & Associates, PC  
**CONTRACTOR(S):** Clark Construction  
**LEED:** Silver **EST. VALUE:** \$101 million  
**STATUS:** Under Construction  
**TARGETED DELIVERY:** Q1 2019

**SPECS:** A former Burger King site will be redeveloped into 317 residential units, 9,200 sq. ft. of retail space, and 136 parking spaces. Plans also call for the creation of a new park to the west of the building.



WARD 5

## BANNEKER RIDGE AT FORT LINCOLN

**LOCATION:** 3111–3157 Fort Lincoln Drive & 3100–3170 Cityscape Drive, NE  
**DEVELOPER(S):** Fort Lincoln New Town Corporation / The Concordia Group  
**CONTRACTOR(S):** Ryan Homes  
**EST. VALUE:** \$15 million  
**STATUS:** Completed  
**TARGETED DELIVERY:** Q2 2017

**SPECS:** Banneker Ridge at Fort Lincoln is a residential development consisting of 42 townhomes (2,800–3,360 sq. ft.), each with a two-car garage, three bedrooms, 2.5 baths, and a loft option. The project is part of Fort Lincoln New Town, a 362-acre mixed-use urban renewal area in northeast DC.



WARD 7

## STRAND RESIDENCES

**LOCATION:** 5119–5127 Nannie Helen Burroughs Avenue, NE  
**DEVELOPER(S):** The Warrenton Group / Washington Metropolitan CDC / NHP Foundation  
**ARCHITECT(S):** PGN Architects PLLC  
**LEED:** Gold **EST. VALUE:** \$28 million  
**STATUS:** Near Term  
**TARGETED DELIVERY:** Q2 2020

**SPECS:** The Strand Residences will be built adjacent to the historic Strand Theatre and will feature approximately 1,400 sq. ft. of retail space on the ground-level, 1,200 sq. ft. of community/business incubator space, and 86 affordable residential units. The historic Strand Theatre will be renovated as part of the project.

Image courtesy of Bonstra | Haresign Architects



WARD 4

## 3825 GEORGIA AVENUE

**LOCATION:** 3825–3829 Georgia Avenue, NW  
**DEVELOPER(S):** Donatelli Development / Mosaic Urban Partners  
**ARCHITECT(S):** Bonstra | Haresign Architects  
**CONTRACTOR(S):** McCullough Construction LLC  
**EST. VALUE:** \$6 million  
**STATUS:** Completed  
**TARGETED DELIVERY:** Q2 2017

**SPECS:** The vacant site at 3825 Georgia Avenue was redeveloped into a five-story, 32-unit residential building featuring projecting window bays and a brick masonry face.



# R DEVELOPMENT HIGHLIGHTS

Image courtesy of WC Smith



WARD 6

## AVEC

**LOCATION:** 901 H Street, NE  
**DEVELOPER(S):** Rappaport / WC Smith / Lustine Realty Company  
**ARCHITECT(S):** Torti Gallas and Partners  
**CONTRACTOR(S):** WCS Construction  
**LEED:** Silver **EST. VALUE:** \$200 million  
**STATUS:** Under Construction  
**TARGETED DELIVERY:** Q3 2019

**SPECS:** AVEC is a two-block redevelopment project consisting of 419 residential units on top of approximately 53,400 gross sq. ft. of retail space and a three-level, 309-space underground parking garage. Amenities include collaborative workspace, dog park, community garden, and rooftop pool.

Image courtesy of City Interests



WARD 8

## SOUTH CAPITOL MULTIFAMILY

**LOCATION:** 4001 South Capitol Street, SW  
**DEVELOPER(S):** City Interests / Michaels Development Corporation  
**ARCHITECT(S):** Hickok Cole Architects  
**CONTRACTOR(S):** Prestige Building Company  
**EST. VALUE:** \$58 million  
**STATUS:** Under Construction  
**TARGETED DELIVERY:** Q4 2018

**SPECS:** The former South Capitol Street Shopping Center site will be redeveloped into 195 affordable residential units along with 5,000 sq. ft. of retail space and 109 parking spaces.



WARD 5

## BROOKLAND PRESS

**LOCATION:** 806 Channing Place, NE  
**DEVELOPER(S):** Douglas Development Corporation  
**ARCHITECT(S):** Eric Colbert & Associates / GTM Architects / Parker Rodriguez  
**CONTRACTOR(S):** McCullough Construction  
**LEED:** Silver **EST. VALUE:** \$56 million  
**STATUS:** Under Construction  
**TARGETED DELIVERY:** Q3 2017

**SPECS:** Brookland Press contains two six-story buildings with a total of 295 apartments and 65 parking spaces. A former government printing facility (c. 1920s) on the site was converted into residential use and a new six-story building was constructed, connected by a covered walkway over Channing Place. The project was completed in September 2017.

Image courtesy of A&R Development



WARD 7

## CAPITOL GATEWAY MARKETPLACE

**LOCATION:** 58<sup>th</sup> & 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:** The five-story Capitol Gateway multi-family building calls for 312 affordable apartment units with the potential for up to 17,000 sq. ft. of ground floor retail space. There is also an opportunity for a 135,000 sq. ft. large-format retailer and a restaurant pad site (up to 8,800 sq. ft.) on the 10-acre site.



HOSPITALITY DEVELOPMENT IN WASHINGTON, DC

# HOSPITALITY CITY

MANDARIN ORIENTAL

# HOSPITALITY

By: Kannan Sankaran, Managing Director, CBRE Hotels, Consulting

The Washington, DC metropolitan market area is the fourth largest hotel market (based on supply of hotel rooms) with nearly 111,000 rooms, including more than 30,000 rooms within the District of Columbia.

ANNUAL VISITORS<sup>1</sup>

**22.0M**

3.3% INCREASE FROM 2015

HOTEL OCCUPANCY RATE<sup>2</sup>

**78.4%**

Q3 2016–Q2 2017

HOTEL ROOM INVENTORY<sup>2</sup>

**30,274**

Q3 2016–Q2 2017

REVPAR<sup>2</sup>

**\$183.62**

Q3 2016–Q2 2017

LARGEST METRO HOTEL MARKETS (NUMBER OF ROOMS)			
Orlando	123,130	Atlanta	96,492
New York	115,772	Houston	85,532
Chicago	114,462	Dallas	82,501
<b>WASHINGTON, DC</b>	<b>110,908</b>	Phoenix	64,221
Los Angeles	99,875	San Diego	61,448

Source: STR (Q2 2017)

After declining 1.6% in 2013 due in large part to the federal government budget sequestration that took effect in March and the shutdown that took place in October that impacted hotels in the regional market area, the DC metro hotel market rebounded with strong annual RevPAR growth exceeding the long run average (3.1%) in 2014 through projected year-end 2017. While hotels in the regional market area on average enjoyed record occupancy levels in 2016 (72.1% as compared to the previous peak in 2000 of 71.8%), growth in new supply is projected to outpace the increase in demand each successive year from 2017 through 2020, thereby slowing growth in RevPAR from 4.7% in 2017 to 1.1% in 2020.

Within the District of Columbia, occupancy continued to exceed historical records in 2016, the fourth consecutive year that the average hotel in DC attained a record level, finishing the year at 78.4%. Furthermore, average occupancy in DC over the last four quarters (Q3 2016 to Q2 2017) was 78.4%, compared to the entire DC metro area at 72.2% and the U.S. at 65.6%. In terms of rate growth, hotels in DC and the metro area achieved strong respective growth levels of 6.9% and 5.3% over the past four quarters compared to just 2.7% nationally. Similarly, achieved RevPAR growth for the period Q3 2016 through Q2 2017 was 7.6% and 6.8% for DC and DC metro area hotels respectively, more than doubling the 3.2% RevPAR growth at the national level.

Between the second quarters of 2012 and 2017, the DC metro market area added more than 5,800 guestrooms to the regional inventory. Based on the increase in hotel rooms available during the indicated timeframe, the DC metro market was the sixth fastest growing metro hotel market, with more than 3,000 of the added rooms within DC alone. Furthermore, there are more than 11,000 rooms in the supply pipeline in the metro region, from those in the planning stage to those that are under construction, including 4,000+ rooms in the nation's capital.

1. DestinationDC (2016 Visitor Statistics) 2. CBRE Hotels' Americas Research & STR. Hotel Metrics, Trailing Twelve Months through Q2 2017. RevPAR = Revenue per Available Room. Figures represent hotels in the District of Columbia.





## NET INCREASE IN ROOMS IN MAJOR METRO MARKETS (Q2 2012-Q2 2017)

New York	21,216	<b>WASHINGTON, D.C.</b>	<b>5,826</b>
Houston	11,215	Denver	5,068
Austin	7,327	Orlando	5,048
Miami	6,529	Pittsburgh	4,999
Chicago	6,478	Dallas	4,927

Source: STR

DC's tourism outlook remains strong, with 22.0 million visitors in DC in 2016, including two million international travelers. 2016 represented the seventh consecutive year of record level visitation to the nation's capital.<sup>3</sup> Top attractions include the Lincoln Memorial, the National Air & Space Museum, and the National Museum of Natural History, with each attracting over seven million visitors. In addition, the National Museum of African-American History & Culture, which opened in September 2016, has hosted more than 2.8 million visitors during its first 12 months of operation.<sup>4</sup> Furthermore, the opening of the Museum of the Bible (November 2017) is expected to see three million visitors in its first year of operation.<sup>5</sup>

In mid-October, The Wharf mixed-use development kicked off its grand opening celebration. The project, which has transformed DC's Southwest Waterfront neighborhood into a prime waterfront destination along a one-mile stretch of the Potomac River, features a mix of restaurants, retailers, entertainment venues, residences, and businesses. Along with three new hotels—InterContinental, Canopy, and Hyatt House—totaling over 600 guestrooms and suites The Wharf features three music venues, including the 6,000-person capacity The Anthem.

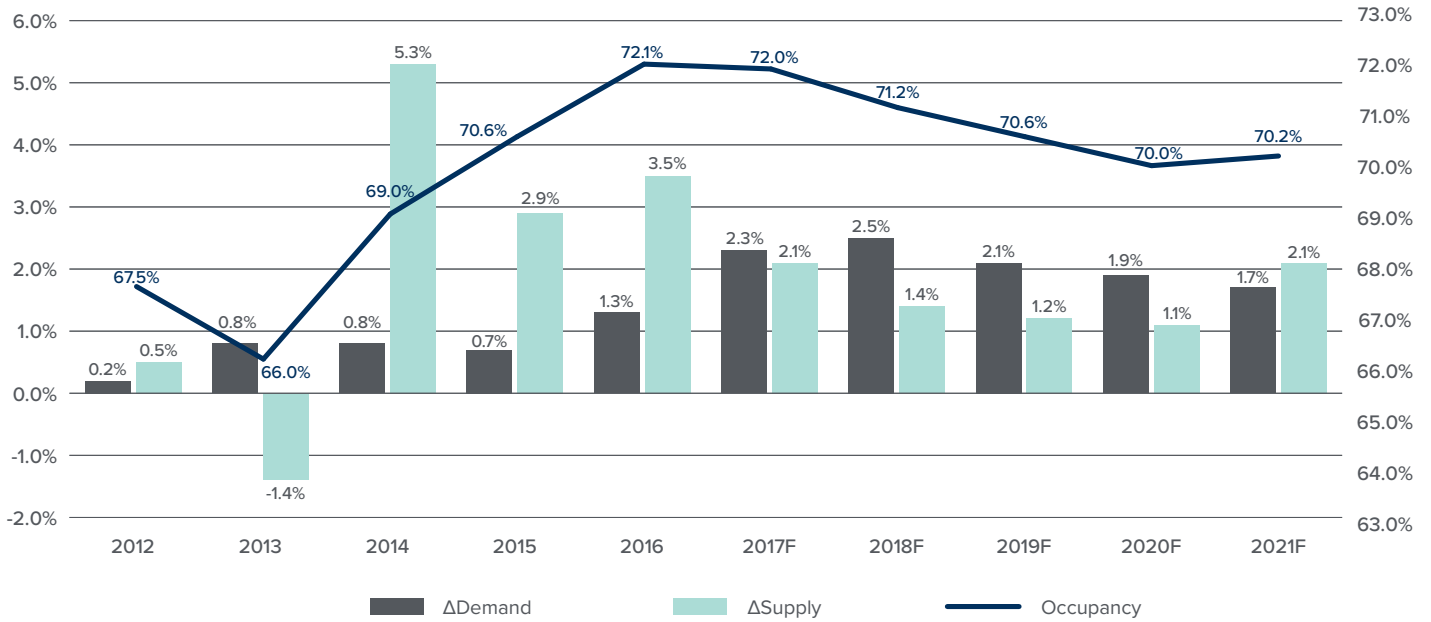
Investor interest in hotels (from those that have yet to be developed to existing properties) in the DC metro area continues to remain strong, in large part due to the relative stability of the regional hotel market historically as compared to other top hotel markets during periods of uncertainty or economic contraction. Going forward, the average annual growth in RevPAR for the DC metro area hotels is projected to be 2.3% for the period from 2016 through 2019, topping top RevPAR markets such as New York (0.1%) and San Francisco (-1.5%).



3. Destination DC (2016 Visitor Statistics) 4. <http://newsdesk.siedu/about/stats> (accessed November 2017) 5. NBC News ([www.nbcnews.com/news/religion/museum-bible-opens-washington-d-c-celebration-amid-cynicism-n821996](http://www.nbcnews.com/news/religion/museum-bible-opens-washington-d-c-celebration-amid-cynicism-n821996))

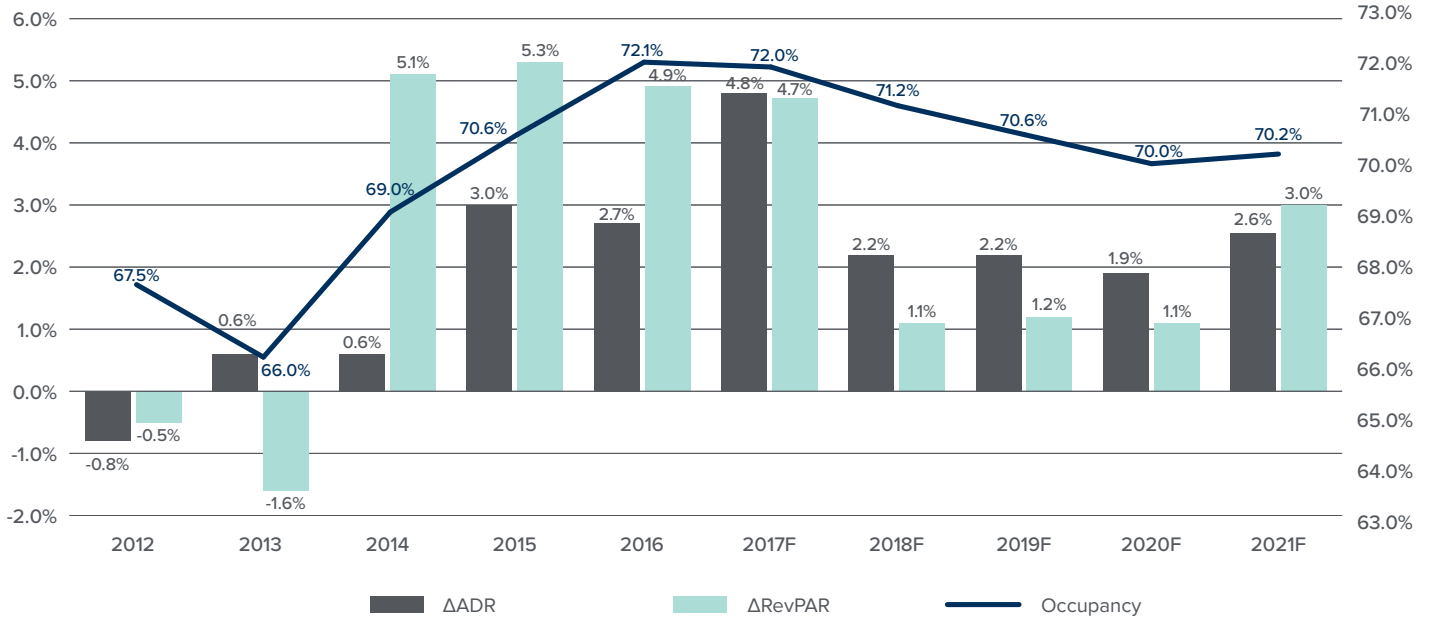


## DC METRO AREA HOTEL TRENDS: SUPPLY, DEMAND, AND OCCUPANCY

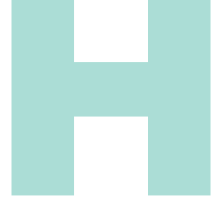


Source: CBRE Hotels' Americas Research; STR (F=forecast)

## DC METRO AREA HOTEL TRENDS: AVERAGE DAILY RATE, REVPAR & OCCUPANCY



Source: CBRE Hotels' Americas Research; STR (F=forecast)



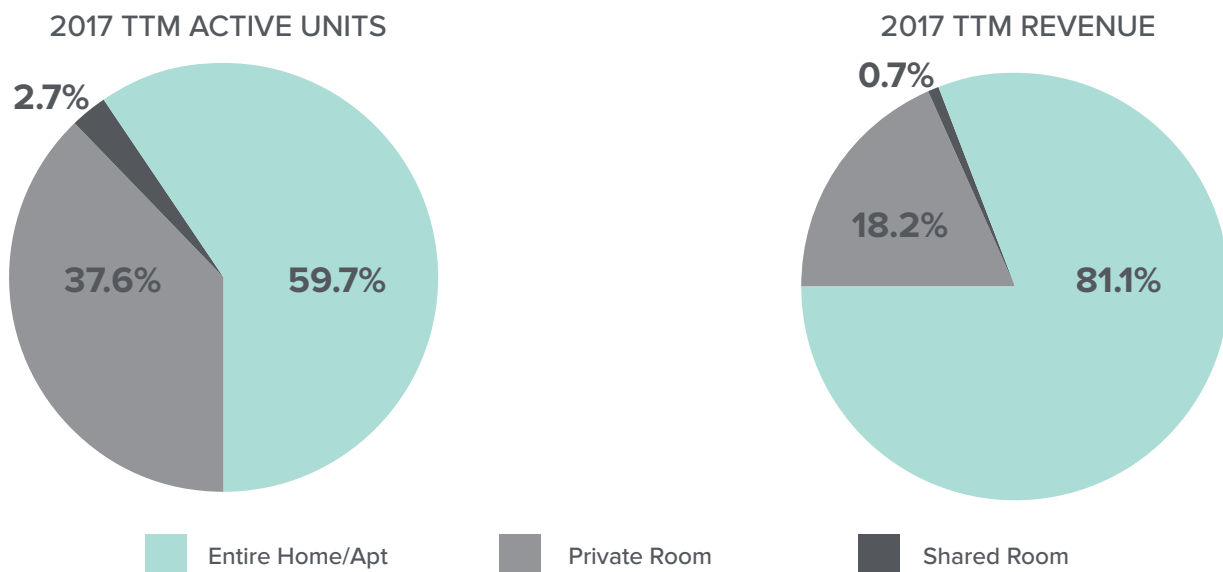
In addition to hotels, the lodging environment also consists of Airbnb units. Following is an overview of Airbnb’s presence in the DC region. The estimates of Airbnb performance come from Airdna, a firm that provides data and analytics on Airbnb rental performance for more than four million Airbnb listings worldwide. Figure 1 shows the total number of units available, sold, and revenue generated from July 2016 through June 2017 along with the calculated occupancy, Average Daily Rate (ADR), RevPAR, and year-over-year growth rates. Figure 2 shows the percent of units and revenue by unit type for the trailing 12 months (TTM) from July 2016–June 2017.

**FIGURE 1: AIRBNB PERFORMANCE (JUNE 2017)**

METRIC	2017	Y-O-Y CHANGE
Occupancy	55.7%	-1.9%
ADR	\$137.86	15.1%
RevPAR	\$ 76.76	12.9%
Available Supply	2,356,409	80.4%
Units Sold	1,312,390	77.0%
<b>TOTAL REVENUE</b>	<b>\$180,992,841</b>	<b>103.8%</b>

Source: Airdna, CBRE Hotels’ Americas Research, Q2 2017

**FIGURE 2: PERCENT OF ACTIVE UNITS AND REVENUE BY LISTING TYPE**



Source: Airdna, CBRE Hotels’ Americas Research (TTM = trailing twelve months, July 2016–June 2017)

While Airbnb can be a direct competitor to traditional hotels in certain markets, it is extremely difficult to quantify the impact, particularly when hotels are achieving year-over-year record occupancy levels in DC. This suggests that in the DC metro market Airbnb is accommodating a high percentage of incremental demand in the market as opposed to taking away business from hotels.

Among other factors, Airbnb does have an impact on ADR—normally at times of high occupancy, due to scarcity of available

rooms (particularly during peak periods of demand), hotel operators would be able to drive higher rates as a result of supply and demand.

One interesting note is that traditional hotels still have a significant advantage in terms of suitability to the corporate traveler. In the DC metro market, only 16.1% of Airbnb units were categorized as “business travel ready”, meaning they meet a set of criteria defined by Airbnb that render a unit as being appropriate for business travelers.

DISCOVER  
**LEARN**  
 THE INSPIRING  
**TO SEE**  
 NEW POSSIBILITIES  
**THROUGH**  
 IN HOUSING  
**WALLS**



Single Living | Shared Spaces  
 Affordability | Multigenerational  
 Families | Adapting for Seniors

How we live is changing. Experience the flexible solutions offered by today's (and tomorrow's) most imaginative developers, architects, and interior designers. To see these ideas in action, come visit a full-scale flexible house assembled right inside the galleries.

**NATIONAL BUILDING MUSEUM**  
 401 F St NW, Washington D.C  
 Judiciary Square Metro Stop

Partners:

Sponsored by:



**AARP** Foundation



**SHRINK YOUR ENERGY BILLS.  
 GROW YOUR BUSINESS.**

---

**REBATES AND TECHNICAL ASSISTANCE TO HELP YOUR DC BUSINESS SAVE MONEY AND ENERGY.**

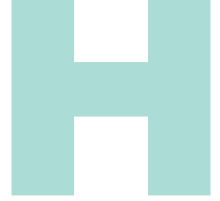
**DC SUSTAINABLE ENERGY UTILITY**  
 202-479-2222 • [www.dcseu.com](http://www.dcseu.com)

\*\*\* DEPARTMENT OF ENERGY & ENVIRONMENT  
 GOVERNMENT OF THE DISTRICT OF COLUMBIA

WE ARE WASHINGTON  
 DC

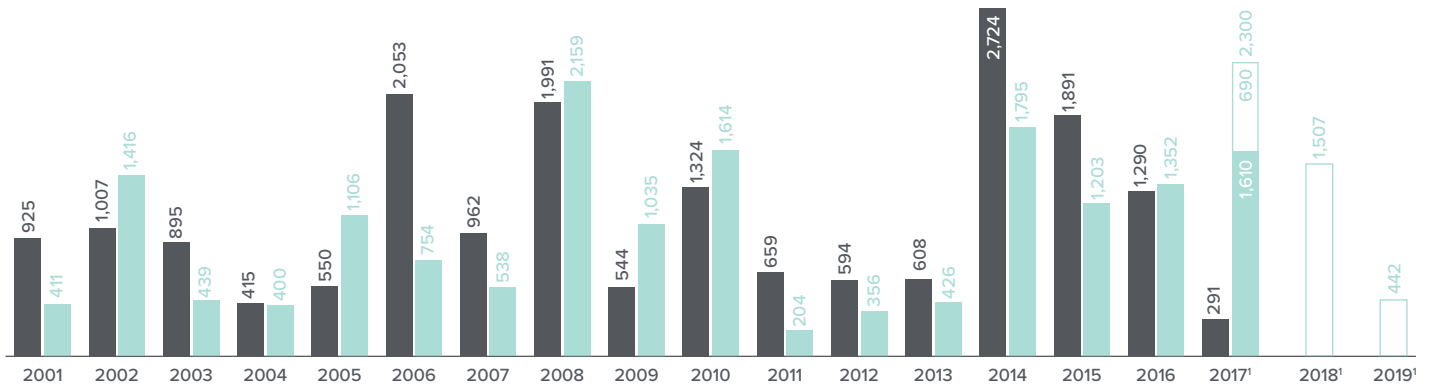


# HOSPITALITY DEVELOPMENT



## HOTEL ROOMS (AUGUST 2017)

■ GROUNDBREAKING ■ COMPLETED □ PROJECTED



Source: WDCRP Research, August 2017



**Editor's note:** In 2017, community projects were moved from Hospitality to Quality of Life

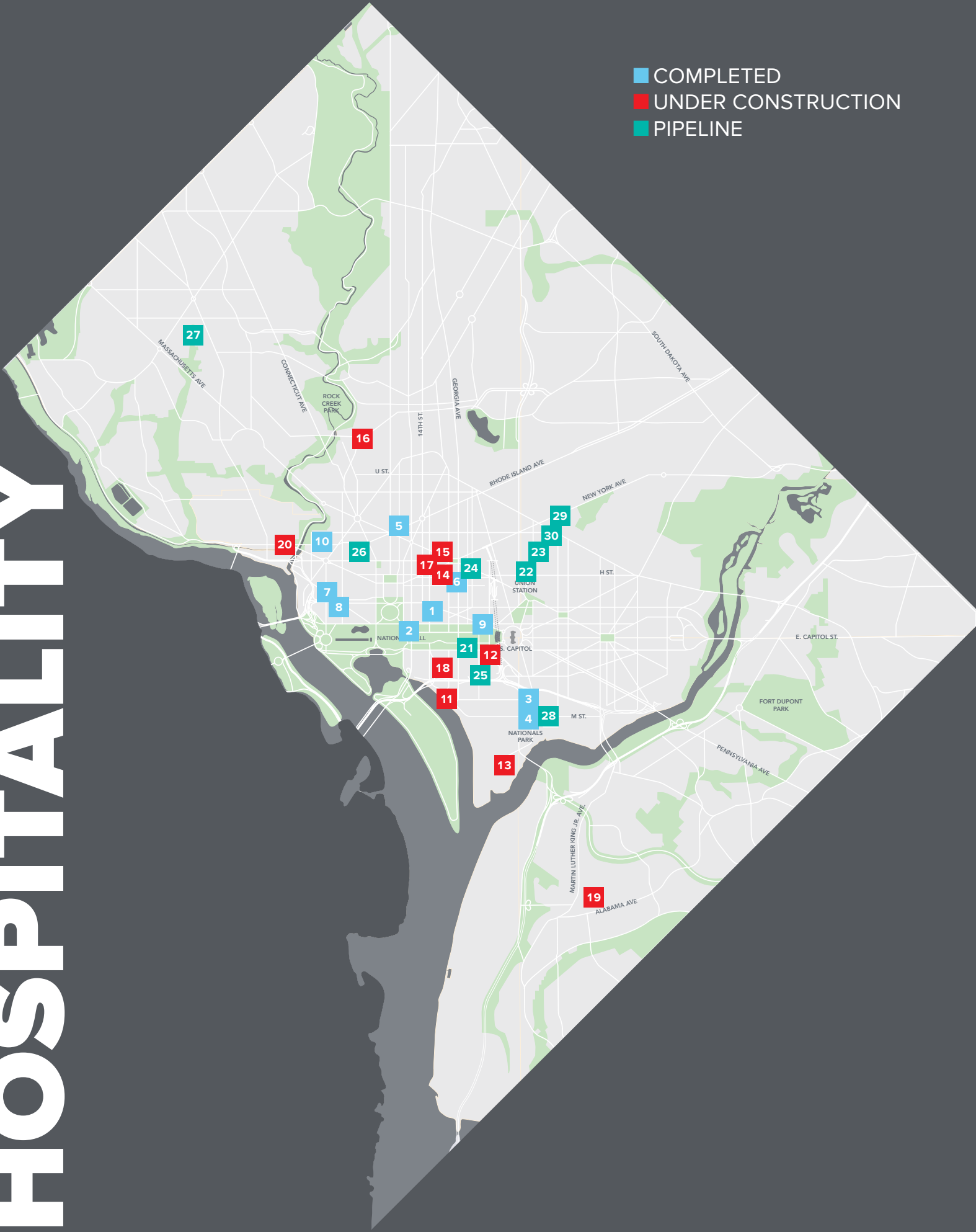
## DC HOSPITALITY DEVELOPMENT (AUGUST 2017)

	PROJECTS	HOSPITALITY SQ. FT.	ROOMS	NET NEW ROOMS <sup>2</sup>
<b>COMPLETED</b>	<b>119</b>	<b>17,691,315</b>	<b>16,818</b>	<b>6,822</b>
2001	7	433,000	411	175
2002	13	915,600	1,416	409
2003	8	2,967,083	439	86
2004	8	1,664,481	400	400
2005	11	932,800	1,106	890
2006	7	919,100	754	238
2007	5	690,500	538	-10
2008	8	3,122,253	2,159	132
2009	6	669,965	1,035	207
2010	3	865,000	1,614	
2011	3	134,100	204	204
2012	5	64,000	356	
2013	4	282,070	426	305
2014	8	1,540,863	1,795	1,795
2015	8	425,465	1,203	546
2016	9	1,763,835	1,352	1,023
2017 YTD	6	301,200	1,610	422
<b>UNDER CONSTR.</b>	<b>15</b>	<b>3,116,084</b>	<b>2,639</b>	<b>1,872</b>
2017 DELIVERY	2	1,060,000	690	690
2018 DELIVERY	11	1,598,529	1,507	873
2019 DELIVERY	2	457,555	442	309
<b>PIPELINE</b>	<b>51</b>	<b>5,495,164</b>	<b>5,777</b>	<b>5,407</b>
NEAR TERM	24	2,267,970	2,178	2,178
LONG TERM	27	3,227,194	3,599	3,229
<b>TOTAL</b>	<b>185</b>	<b>26,302,563</b>	<b>25,234</b>	<b>14,101</b>

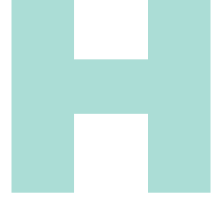
1. projections based on projects under construction as of August 2017. 2. Net new rooms only reflect rooms in hotel projects or rooms added/removed in redevelopment projects (rooms are removed from inventory based on project's status).

# HOSPITALITY

- COMPLETED
- UNDER CONSTRUCTION
- PIPELINE



# DEVELOPMENT PIPELINE



PROJECT	WARD	LOCATION	DEVELOPER(S)	HOSPITALITY SF	HOTEL ROOMS	EST. VALUE (\$M) <sup>1</sup>	DELIVERY <sup>2</sup>
<b>TOP HOSPITALITY PROJECTS COMPLETED (3Q 2016–AUGUST 2017)</b>							
1	Trump International Hotel, The Old Post Office	2	1100 Pennsylvania Ave., NW	Trump Hotel Collection	536,000	263	\$200 Q3 16
2	National Museum of African-American History & Culture	2	The National Mall	Smithsonian	409,000		\$385 Q3 16
3	Homewood Suites	6	50 M St., SE	C/G Investments / Englewood LLC	135,200	195	\$60 Q4 16
4	F1rst (Residence Inn by Marriott)	6	1233 1 <sup>st</sup> St., SE	McCaffery Interests / Grosvenor Americas / Clark Enterprises Inc.	127,200	170	\$150 Q1 17
5	The Darcy	2	1515 Rhode Island Ave., NW	KHP Capital Partners	87,600	226	Q2 17
6	Pod Hotel	2	627–631 H St., NW	Modus Hotels / Monument Realty / Cafritz Interests	61,400	245	\$60 Q1 17
7	Hotel Hive	2	2224 F St., NW	Abdo Development	25,000	83	Q1 17
8	U.S. Diplomacy Center (Phase I)	2	2201 C St., NW	General Services Administration	22,375		\$35 Q4 16
9	National Gallery of Art (expansion)	2	4 <sup>th</sup> & Constitution Ave., NW	National Gallery of Art			\$69 Q3 16
10	Fairmont Washington	2	2401 M St., NW	MetLife		415	\$27 Q1 17
<b>TOP HOSPITALITY PROJECTS UNDER CONSTRUCTION</b>							
11	The Wharf (Phase I)	6	Southwest Waterfront	Hoffman-Madison Waterfront	630,000	690	\$1,326 Q4 17
12	Museum of the Bible	6	300 D St., SW	Museum of the Bible	430,000		\$400 Q4 17
13	D.C. United Stadium	6	100 Potomac Ave., SW	D.C. United / DC Government	421,000		\$287 Q2 18
14	CityCenterDC (Conrad Hotel)	2	950 New York Ave., NW	Hines / Qatari Diar	358,000	360	\$270 Q1 19
15	Columbia Place	2	901 L St., NW	Quadrangle Dev. / Capstone Dev. / Marriott	350,000	504	\$225 Q3 18
16	The Line DC	1	1770 Euclid St., NW	Foxhall Partners / Friedman Capital Advisors / Sydel Group	172,041	227	\$100 Q1 18
17	Eaton by Langham	2	1201 K St., NW	Pacific Eagle Holdings	172,000	209	Q2 18
18	International Spy Museum	6	900 L'Enfant Plaza, SW	JBG Smith	140,000		\$162 Q3 18
19	Entertainment and Sports Arena	8	1100 Alabama Ave., SE	Events DC / DC Government	116,500		\$65 Q3 18
20	Latham Hotel	2	3000 M St., NW	Thor Equities	99,555	82	Q1 19
<b>TOP HOSPITALITY PROJECTS PIPELINE (NEAR TERM)</b>							
21	National Air and Space Museum	2	The National Mall	Smithsonian	687,000		\$976 2025
22	Storey Park	6	1005 1 <sup>st</sup> St., NE	Perseus Realty / Four Points / Greencourt Capital	184,436	235	2019/20
23	Armature Works	6	1200 3 <sup>rd</sup> St., NE	Trammell Crow Company / High Street Residential	147,000	200	2020
24	SLS Lux Hotel & Residences	6	901 5 <sup>th</sup> St., NW	Peebles Corporation / MacFarlane Partners	137,950	175	\$135 2019
25	555 E Street	6	555 E St., SW	CityPartners / Potomac Investment Properties / Adams Investment Group	130,000	252	\$120 2019/20
26	AC Hotel	2	1112 19 <sup>th</sup> St., NW	OTO Development	125,650	219	2019/20
27	3900 Wisconsin Avenue	3	3900 Wisconsin Ave., NW	Roadside Development / Sekisui House	125,000	140	2022
28	Parcel L Hotel	6	227 Tingey St., SE	Forest City Washington	114,800	225	2019/20
29	Virgin Hotel	5	411 New York Ave., NE	Brook Rose Development / D. B. Lee Development	111,440	178	2019/20
30	Press House at Union District	6	301 N St., NE	Foulger-Pratt	80,366	175	\$150 2020

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



## 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, 360-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 for the entire CityCenterDC project.

Image courtesy of WDG Architecture



## AC HOTEL

**LOCATION:** 1112 19<sup>th</sup> Street, NW  
**DEVELOPER(S):** OTO Development  
**ARCHITECT(S):** WDG Architecture  
**STATUS:** Near Term  
**TARGETED DELIVERY:** Q4 2019

**SPECS:** The former site of Smith & Wollensky will be redeveloped into a 219-room AC Hotel by Marriott. Amenities include lounge and bar, cub room, meeting room, fitness center, and a rooftop terrace.

Image courtesy of SmithGroupJJR



## MUSEUM OF THE BIBLE

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

**SPECS:** The eight-story, former home of the Washington Design Center was transformed into the Museum of the Bible. The building's façade was restored, interior gutted and reinforced, and a two-story glass addition was built on the roof. Plans also include a 472-seat performing arts center and 500-1,000 person capacity ballroom. The museum opened in November 2017.

Image courtesy of Foulger-Pratt



## PRESS HOUSE AT UNION DISTRICT

**LOCATION:** 301 N Street, NE  
**DEVELOPER(S):** Foulger-Pratt  
**ARCHITECT(S):** Torti Gallas and Partners / AA Studio  
**CONTRACTOR(S):** Foulger-Pratt  
**LEED:** Gold **EST. VALUE:** \$150 million  
**STATUS:** Near Term  
**TARGETED DELIVERY:** 2020

**SPECS:** Plans for Press House at Union District call for 372 residential units, 175 hotel rooms, 25,700 sq. ft. of office space, and 25,300 sq. ft. of ground floor retail. The project will rehabilitate and incorporate a 36,000 sq. ft. historical structure.

# DEVELOPMENT HIGHLIGHTS



Image courtesy of Events DC



WARD 8

## ENTERTAINMENT AND SPORTS ARENA

**LOCATION:** 1100 Alabama Avenue, SE  
**DEVELOPER(S):** Events DC / DC Government  
**ARCHITECT(S):** Marshall | Moya Design / ROSSETTI  
**CONTRACTOR(S):** Smoot Construction DC / Gilbane Building Company  
**LEED:** Silver **EST. VALUE:** \$65 million  
**STATUS:** Under Construction  
**TARGETED DELIVERY:** Q3 2018

**SPECS:** The Entertainment and Sports Arena (ESA) is part of the Saint Elizabeths East Campus redevelopment project. The ESA will be a 116,500 sq. ft. facility to serve as the Washington Wizards training complex and the Washington Mystics home arena. The arena is expected to hold 4,200 seats and bring in 380,000 visitors annually.

Image courtesy of the International Spy Museum



WARD 6

## INTERNATIONAL SPY MUSEUM

**LOCATION:** 900 L'Enfant Plaza, SW  
**DEVELOPER(S):** JBG Smith / International Spy Museum  
**ARCHITECT(S):** Hickok Cole Architects / Rogers Stirk Harbour + Partners  
**CONTRACTOR(S):** Clark Construction Group  
**LEED:** Certified **EST. VALUE:** \$162 million  
**STATUS:** Under Construction  
**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.



WARD 2

## NATIONAL LAW ENFORCEMENT MUSEUM

**LOCATION:** 400 block of E Street, NW  
**DEVELOPER(S):** NLEOMF  
**ARCHITECT(S):** Davis Buckley Architects & Planners  
**CONTRACTOR(S):** Clark Construction Group  
**LEED:** Silver **EST. VALUE:** \$80 million  
**STATUS:** Under Construction  
**TARGETED DELIVERY:** Q3 2018

**SPECS:** The 55,000 sq. ft. NLEM is an extension of the National Law Enforcement Officers Memorial and will occupy three below-grade levels and two at-grade pavilions in the 400 block of E Street, NW.



WARD 6

## D.C. UNITED STADIUM

**LOCATION:** 100 Potomac Avenue, SW  
**DEVELOPER(S):** D.C. United / DC Government  
**ARCHITECT(S):** Marshall | Moya Design / Populous  
**CONTRACTOR(S):** Turner Construction Company  
**LEED:** Gold **EST. VALUE:** \$287-\$300 million  
**STATUS:** Under Construction  
**TARGETED DELIVERY:** Q2 2018

**SPECS:** The new 19,000-seat Audi Field will include approximately 17,000 sq. ft. of retail space along 1st Street, 31 suites, and a 40,000 sq. ft. public plaza at the main entrance. The DC government assembled the land and will handle infrastructure work and D.C. United will be responsible for stadium construction.



# WE'RE THE FOUNDATION.

Start strong from the very beginning. Regional planners and developers of large-scale projects know that natural gas is the foundation in meeting their sustainability and resiliency goals. What's more, with natural gas, upfront costs are lowered, it's more cost effective and you'll increase the marketability of your project. Make your next project the best it can be. Choose gas.

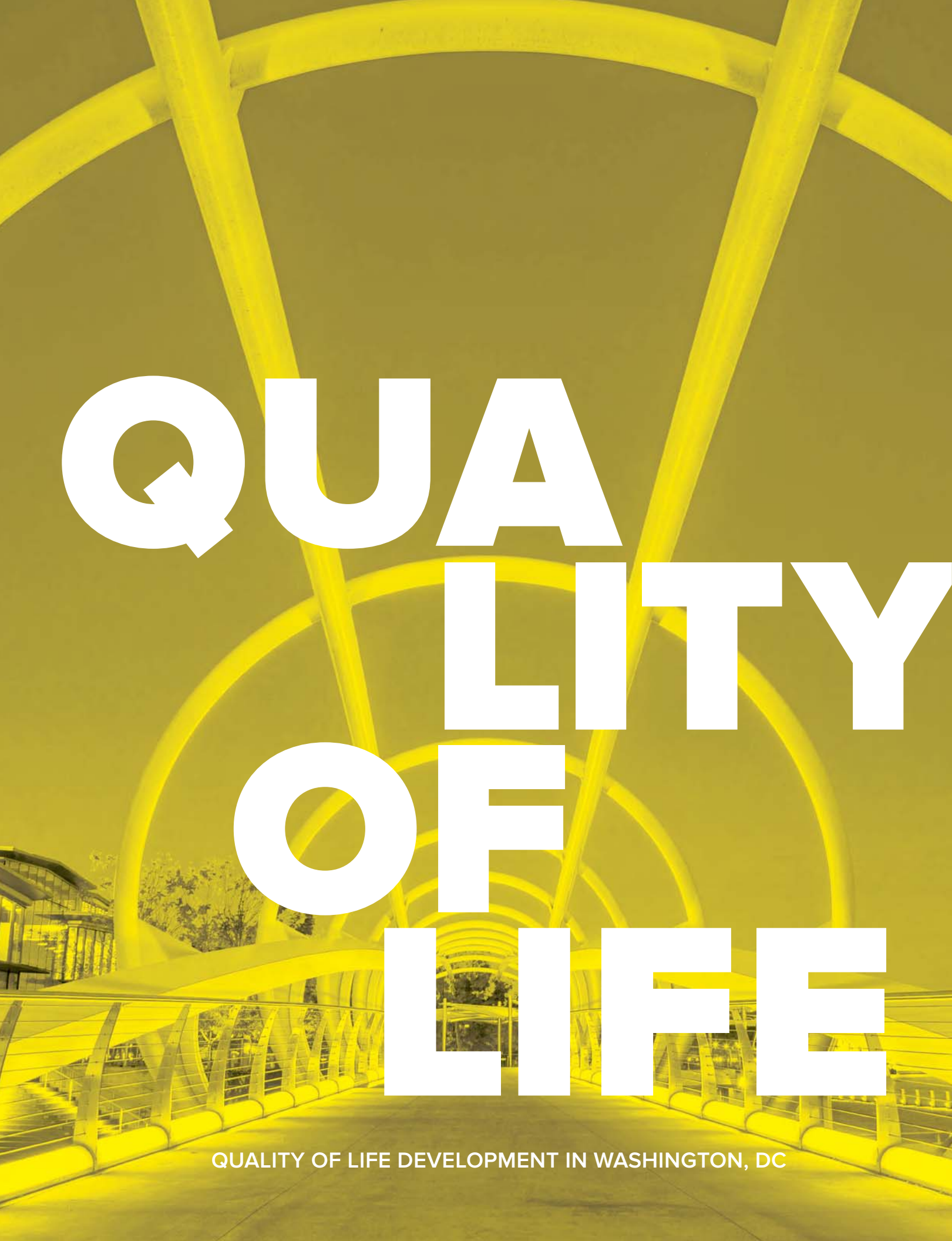
[BuildSmartChooseGas.com](http://BuildSmartChooseGas.com)



**Washington  
Gas**

A WGL Company





# QUALITY OF LIFE

QUALITY OF LIFE DEVELOPMENT IN WASHINGTON, DC

# QUALITY OF LIFE

Since 2001, more than 20 million sq. ft. of education, medical, and community space has been built or modernized in DC, with an additional 1.5 million sq. ft. currently under construction.

TOTAL COLLEGE ENROLLMENT<sup>1</sup>

~80,000

PUBLIC SCHOOL ENROLLMENT<sup>2</sup>

90,061

RECREATION CENTERS AND PARKS<sup>3</sup>

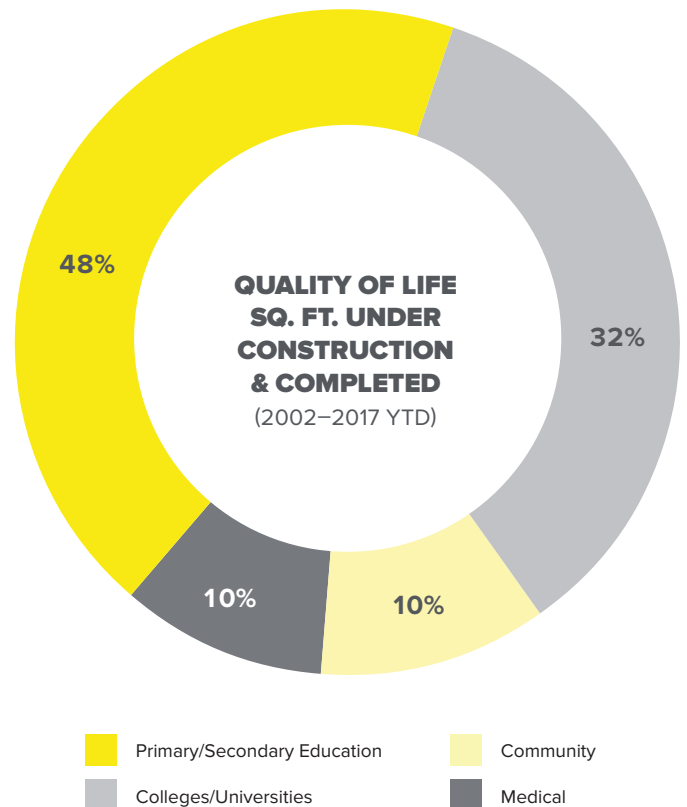
262

PUBLIC LIBRARIES<sup>4</sup>

26

Last year set a record of 2.4 million square feet of deliveries, while 2017 remains on pace to reach 1.4 million square feet of deliveries. The majority of deliveries over the last 15 years (2002–2017 YTD) comes from education with primary and secondary schools (public and private) contributing to 48% of the 21.2 million square feet completed since 2002 and currently under construction. Additionally, DC public school enrollment has seen a 3.1% increase since 2016.

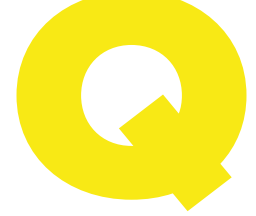
Community uses comprise about 10% of all quality of life development completed since 2002 or under construction, and is driven by new or modernized public libraries and recreation/community centers. Major projects currently under construction include the Martin Luther King Jr. Library (350,000 sq. ft.), the Palisades Recreation Center (12,000 sq. ft.), and Phase III of THEARC (9,300 sq. ft.). Park projects underway in 2017 include Phase I of the Constitution Gardens renovation and the 3rd & L Street Park in NoMa. The 11<sup>th</sup> Street Bridge Park along the Anacostia River is in the planning phase and will feature cultural amenities including performance space, play areas, public art, and an environmental education center.



**Editor's note:** In 2017, community projects were moved from Hospitality to Quality of Life

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, 2016–17 School Year General Education Enrollment Audit Data and Overview. Includes public schools and public charter schools. 3. Open Data DC, DC Department of Parks and Recreation. Data accessed 11/1/2017. 4. DC Public Library, <https://www.dclibrary.org/hours-locations>

# QUALITY OF LIFE DEVELOPMENT



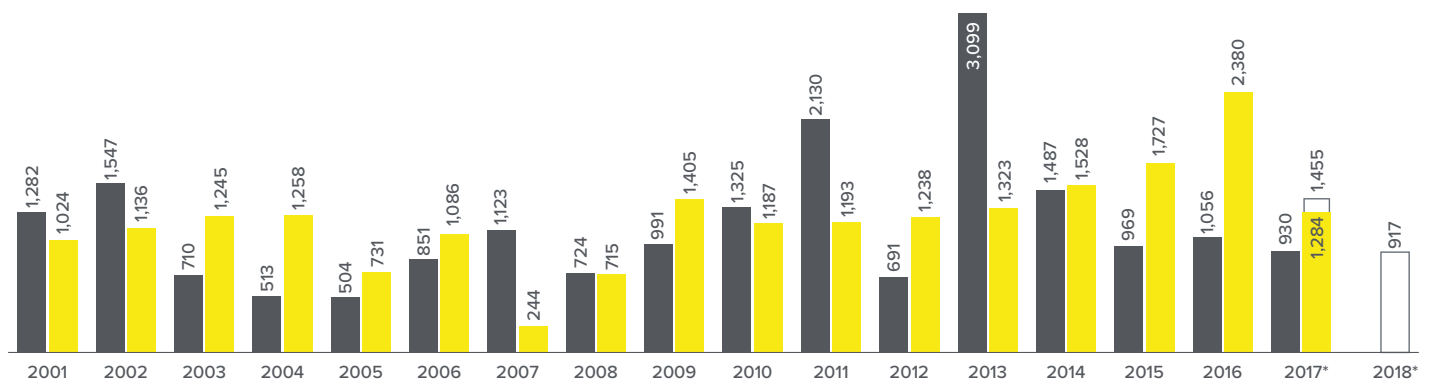
Helping to connect DC's parks and neighborhood spaces is more than 100 miles of bike lanes and trails with plans to build an additional seven miles in 2017.<sup>5,6</sup> Current regulations in DC require bicycle parking in all office, retail, and service buildings with car parking.<sup>7</sup> Bicycle spaces required should equal at least 5% of the number of car parking available, with some newly constructed, non-residential buildings required to offer showers and changing facilities.<sup>8,9</sup> DC was among the first cities in the U.S. to introduce a bike sharing program and is currently ranked third in the nation in percentage of commuters who bike to work<sup>10</sup>. Trip data from Capital Bikeshare shows average annual growth in ridership of 13% between 2012 and 2016. There are currently 23 Capital Bikeshare stations in DC with plans to open 8 additional stations in Wards 7 and 8.<sup>9,11</sup>

## QUALITY OF LIFE DEVELOPMENT (AUGUST 2017)

	PROJECTS	SQ. FT.
<b>COMPLETED</b>	<b>276</b>	<b>20,702,627</b>
2001	18	1,023,876
2002	17	1,135,500
2003	19	1,245,094
2004	18	1,258,381
2005	15	730,708
2006	17	1,086,106
2007	4	244,004
2008	11	715,410
2009	21	1,404,656
2010	15	1,186,818
2011	17	1,193,187
2012	19	1,237,579
2013	18	1,322,988
2014	13	1,528,010
2015	19	1,727,039
2016	24	2,379,575
2017 YTD	11	1,283,696
<b>UNDER CONSTRUCTION</b>	<b>24</b>	<b>1,517,772</b>
2017 DELIVERY	7	170,832
2018 DELIVERY	15	916,840
2019 DELIVERY	1	30,100
2020 DELIVERY	1	400,000
<b>PIPELINE</b>	<b>62</b>	<b>5,905,825</b>
NEAR TERM	27	2,583,609
LONG TERM	35	3,322,216
<b>TOTAL</b>	<b>362</b>	<b>28,126,224</b>

## QUALITY OF LIFE DEVELOPMENT (AUGUST 2017, SQ. FT. IN THOUSANDS)

■ GROUNDBREAKING ■ COMPLETED □ PROJECTED



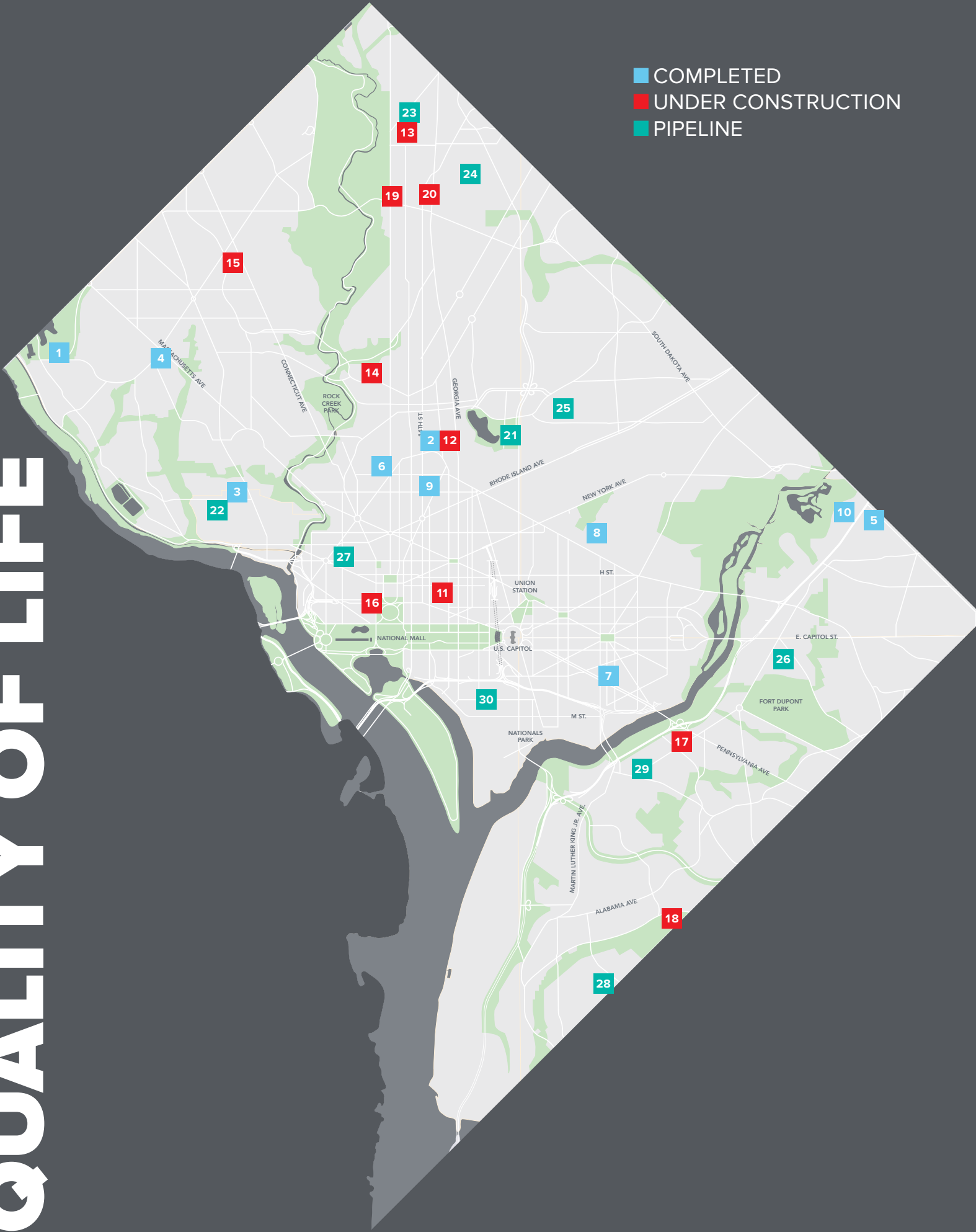
\* projections based on targeted delivery dates of projects under construction as of August 2017

5. DDOT, <https://ddot.dc.gov/page/bicycle-lanes> 6. DDOT, DC Bike Map 2012 [https://ddot.dc.gov/sites/default/files/dc/sites/ddot/publication/attachments/dc\\_bike\\_map\\_2012\\_full\\_version.pdf](https://ddot.dc.gov/sites/default/files/dc/sites/ddot/publication/attachments/dc_bike_map_2012_full_version.pdf) 7. Exceptions include C-3-C, C-4, and C-5 districts. 8. Zoning Regulations of 2016, Chapter 11-C8, Subtitle 11-C General Rules 9. Applies to newly constructed, non-residential buildings that require long-term bicycle parking and occupy more than 25,000 square feet in gross floor area. 10. WTOP Surprising stats: How many people bike to work around DC and more <https://wtop.com/local/2017/05/many-people-really-bike-work-around-dc-surprising-stats/> 11. Capital Bikeshare Blog, <https://www.capitalbikeshare.com/blog/east-of-the-anacostia-river-network-expansion>

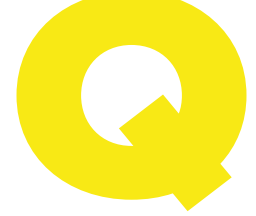


# QUALITY OF LIFE

- COMPLETED
- UNDER CONSTRUCTION
- PIPELINE



# DEVELOPMENT PIPELINE



PROJECT	WARD	LOCATION	DEVELOPER(S)	QUALITY OF LIFE SF	EST. VALUE (\$M) <sup>1</sup>	DELIVERY <sup>2</sup>
<b>TOP QUALITY OF LIFE PROJECTS COMPLETED (3Q 2016–AUGUST 2017)</b>						
1	New Sibley	3	5255 Loughboro Rd., NW	Sibley Memorial Hospital / Johns Hopkins Medicine	470,000	\$242 Q3 16
2	Howard Plaza Towers (West)	1	2251 Sherman Ave., NW	Howard University / Corvias	260,000	\$36 Q3 17
3	Duke Ellington School of the Arts	2	3500 R St., NW	DC Public Schools / Department of General Services	258,072	\$179 Q3 17
4	AU East Campus	3	3501 Nebraska Ave., NW	American University	242,934	\$115 Q1 17
5	Ron Brown College Preparatory High School	7	4800 Meade St., NE	DC Public Schools / Department of General Services	180,000	Q3 17
6	Marie Reed Elementary School	1	2201 18 <sup>th</sup> St., NW	DC Public Schools / Department of General Services	140,000	\$62 Q3 17
7	Watkins Elementary School Modernization	6	420 12 <sup>th</sup> St., SE	DC Public Schools / Department of General Services	70,826	\$44 Q3 17
8	MSSD Residence Hall	5	800 Florida Ave., NE	Gallaudet University	68,500	\$28 Q4 16
9	Garrison Elementary School	2	1200 S St., NW	DC Public Schools / Department of General Services	61,040	\$31 Q3 17
10	Kenilworth-Parkside Recreation Center	7	4321 Ord St., NE	Department of General Services / Department of Parks and Recreation	31,359	\$17 Q2 17

## TOP QUALITY OF LIFE PROJECTS UNDER CONSTRUCTION

11	Martin Luther King Jr. Library	2	9 <sup>th</sup> & G Sts., NW	DC Public Library / Jair Lynch Real Estate Partners	350,000	\$208 2020
12	Howard Plaza Towers (East)	1	2251 Sherman Ave., NW	Howard University / Corvias	260,000	\$36 Q2 18
13	Parks at Walter Reed (Delano Hall—Building 11)	4	6800 Georgia Ave., NW	Hines / Urban Atlantic / Triden Development Group	170,000	Q3 17
14	Bancroft Elementary School	1	1755 Newton St., NW	DC Public Schools / Department of General Services	146,000	\$76 Q3 18
15	Murch Elementary School	3	4810 36 <sup>th</sup> St., NW	DC Public Schools / Department of General Services	112,700	\$83 Q3 18
16	Corcoran Gallery of Art	2	500 17 <sup>th</sup> St., NW	George Washington University	100,000	\$80 Q2 18
17	Orr Elementary School	8	2200 Minnesota Ave., SE	DC Public Schools / Department of General Services	68,000	\$47 Q4 18
18	THE ARC (Phase III)	8	18 <sup>th</sup> St. & Mississippi Ave., SE	WC Smith / Building Bridges Across the River	67,340	\$34 Q4 17
19	Milton Gottesman Jewish Day School of the Nation's Capital	4	6045 16 <sup>th</sup> St., NW	Jewish Primary Day School	60,000	\$22 Q3 17
20	Beacon Center	4	6100 Georgia Ave., NW	The Community Builders / Emory United Methodist Church	58,000	\$43 Q4 18

## TOP QUALITY OF LIFE PROJECTS PIPELINE (NEAR TERM)

21	McMillan Sand Filtration Site	5	North Capitol St. & Michigan Ave., NW	Vision McMillan Partners (Jair Lynch Real Estate Partners / Trammell Crow Company / EYA)	1,017,500	\$720 2021+
22	Georgetown University Hospital Pavilion	2	3800 Reservoir Rd., NW	Georgetown University	497,000	\$560 2022
23	Children's National Health Research Center	4	6825 16 <sup>th</sup> St., NW	Children's National Medical Center	400,000	\$250 2019
24	Calvin Coolidge Senior High School	4	6315 5 <sup>th</sup> St., NW	DC Public Schools / Department of General Services	286,300	\$163 2019
25	St. Paul's College Seminary & Residence	5	3025 4 <sup>th</sup> St., NE	Elm Street Development / Boundary Companies	124,450	
26	New Fort Dupont Ice Arena	7	3779 Ely Pl., SE	Department of General Services	78,000	\$20
27	Thaddeus Stevens School	2	1050 21 <sup>st</sup> St., NW	Akridge / Argos Group / DC Public Schools / Department of General Services	40,000	\$20 2018
28	Early Childhood Academy Public Charter School	8	885 Barnaby St., SE	Menkiti Group / TenSquare	38,000	\$18 2019
29	Bread for the City	8	17 <sup>th</sup> & Good Hope Rd., SE	Bread for the City	30,000	\$20 2019/20
30	Southwest Library	6	900 Wesley Pl., SW	DC Public Library	22,032	\$18 2020

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

2) delivery date may reflect phase I delivery or final phase delivery



# DEVELOPMENT HIGHLIGHTS

Image courtesy of Trammell Crow



WARD 2

## GEORGETOWN UNIVERSITY HOSPITAL PAVILION

**LOCATION:** 3800 Reservoir Road, NW  
**DEVELOPER(S):** MedStar Georgetown University Hospital / Trammell Crow  
**ARCHITECT(S):** Shalom Baranes Associates / HKS PC  
**CONTRACTOR(S):** Clark Construction Group  
**EST. VALUE:** \$560 million  
**STATUS:** Near Term  
**TARGETED DELIVERY:** Q1 2022

**SPECS:** Plans for the new hospital pavilion call for a new six-story, 497,000 sq. ft. medical facility on an existing parking lot and renovations to the existing hospital. Programmatic highlights of the new pavilion include 32 operating rooms, a 32 treatment bay emergency department, 156 private patient rooms and a new rooftop helipad.

Image courtesy of WC Smith



WARD 8

## THEARC (PHASE III)

**LOCATION:** 18<sup>th</sup> Street & Mississippi Avenue, SE  
**DEVELOPER(S):** WC Smith / Building Bridges Across the River  
**ARCHITECT(S):** Sanchez Palmer  
**CONTRACTOR(S):** WCS Construction  
**LEED:** Silver **EST. VALUE:** \$34 million  
**STATUS:** Under Construction  
**TARGETED DELIVERY:** Q4 2017

**SPECS:** THEARC Phase III (93,000 sq. ft.) is an expansion of the Town Hall Education, Arts and Recreation Campus that WC Smith built in 2005 to provide a venue for cultural, educational, and recreational activities for residents in the area. Phase III includes the Bishop Walker School for Boys, an expanded clinic run by Children's National Medical Center, The Phillips Collection, AppleTree Institute for Education Innovation, the David Lynch Foundation, and a black box theater.

Conceptual design courtesy of Events DC



WARD 7

## RFK STADIUM CAMPUS

**LOCATION:** 2400 East Capitol Street, NE  
**DEVELOPER(S):** Events DC  
**ARCHITECT(S):** OMA  
**STATUS:** Near - Long Term  
**TARGETED DELIVERY:** 2021

**SPECS:** The recommended short-term elements, which can be designed and built over the next two to five years, include three multi-purpose recreation and community playing fields, a market hall (offering concessions, prepared food and groceries), a sports & recreation complex, three pedestrian bridges that will connect the main site to Kingman and Heritage Islands, and a memorial to Robert F. Kennedy. A long-term development plan for the 190-acre site could include a 20,000-seat arena or NFL stadium.

Image courtesy of Mecanoo / Martinez & Johnson



WARD 2

## MARTIN LUTHER KING JR. LIBRARY

**LOCATION:** 9<sup>th</sup> & G Streets, NW  
**DEVELOPER(S):** DC Public Library / Jair Lynch Real Estate Partners  
**ARCHITECT(S):** Mecanoo / Martinez & Johnson  
**CONTRACTOR(S):** Smoot Construction DC / Gilbane Building Company  
**LEED:** Gold **EST. VALUE:** \$208 million  
**STATUS:** Under Construction  
**TARGETED DELIVERY:** 2020

**SPECS:** Renovation plans call for major modernization of the existing four-story, 440,000 sq. ft. library with a one-story penthouse/roof garden addition. The first floor will include performance spaces and level A will include a 19,000 sq. ft. maker space.



# DEVELOPMENT HIGHLIGHTS



Image courtesy of American University



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:** Completed  
**TARGETED DELIVERY:** Q1 2017

**SPECS:** American University built 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 are three residence halls (590 beds) and two interconnected academic/administrative buildings.

Image courtesy of Bell Architects



WARD 7

## KENILWORTH-PARKSIDE RECREATION CENTER

**LOCATION:** 4321 Ord Street, NE  
**DEVELOPER(S):** Department of Parks and Recreation / Department of General Services  
**ARCHITECT(S):** BELL Architects  
**CONTRACTOR(S):** Coakley & Williams Construction  
**LEED:** Gold **EST. VALUE:** \$17 million  
**STATUS:** Completed  
**TARGETED DELIVERY:** Q2 2017

**SPECS:** A portion of the former Kenilworth Elementary School was adapted and re-used and a new gymnasium was constructed along with an outdoor pool with a pool house, and a new parking lot. The activities in the recreation center include a boxing room, a fitness center, computer lab, large multi-purpose room, demonstration kitchen, senior's lounge, and teen lounge.

Image courtesy of Northern Real Estate Urban Ventures



WARD 4

## BEACON CENTER

**LOCATION:** 6100 Georgia Avenue, NW  
**DEVELOPER(S):** The Community Builders / Emory United Methodist Church  
**ARCHITECT(S):** Torti Gallas Urban  
**CONTRACTOR(S):** Ellisdale Construction & Development  
**EST. VALUE:** \$43 million  
**STATUS:** Under Construction  
**TARGETED DELIVERY:** Q4 2018

**SPECS:** The Beacon Center will be a mixed-use project wrapped around the existing Emory United Methodist Church. Plans call for 19,000 sq. ft. of renovated and new church space, two residential buildings totaling 99 units of affordable and transitional housing, 8,000 sq. ft. of office space, meeting and classroom space, and 2,500 sq. ft. of retail space.

Image courtesy of OMA+OLIN

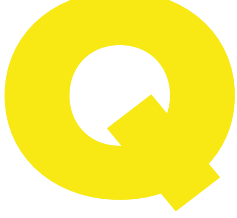


WARD 8

## ANACOSTIA CROSSING—11<sup>TH</sup> STREET BRIDGE PARK

**LOCATION:** 11<sup>th</sup> Street Bridge  
**DEVELOPER(S):** 11<sup>th</sup> Street Bridge Park / Building Bridges Across the River / DC Department of Transportation  
**ARCHITECT(S):** Olin / OMA  
**EST. VALUE:** \$50 million  
**STATUS:** Near Term  
**TARGETED DELIVERY:** 2021

**SPECS:** The 11<sup>th</sup> Street Bridge Park is designed to connect the two communities on each side of the Anacostia River. The project will include an amphitheater, a boat launch, community farm, hammock grove and classrooms to teach students about river systems. The Bridge Park design will be the length of three football fields and two see-sawing planes will create a triangulated park totaling 132,300 sq. ft. (116 ft. at its widest point), using the previous piers that held up the old 11th Street Bridge before it was replaced.



# DEVELOPMENT HIGHLIGHTS

Image courtesy of SOME



WARD 7

## THE CONWAY CENTER

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

**SPECS:** The 180,000 sq. ft. Conway Center will include 202 affordable residential units, workforce & senior housing, SOME's Center for Employment Training, 37,700 sq. ft. for a medical/dental clinic and administrative offices, and 2,000 sq. ft. of retail/café space.

Image courtesy of DC Department of Parks & Recreation



WARD 5

## EDGEWOOD RECREATION CENTER

**LOCATION:** 300 Everts Street, NE  
**DEVELOPER(S):** Department of Parks and Recreation / Department of General Services  
**ARCHITECT(S):** Moody Nolan Inc  
**LEED:** Gold **EST. VALUE:** \$21 million  
**STATUS:** Near Term  
**TARGETED DELIVERY:** Q4 2018

**SPECS:** Plans call for approximately 15,000 sq. ft. of recreation space including a rooftop urban farm, playgrounds, and athletic courts and fields. The site will also be certified as an emergency shelter for the community with a natural gas powered generator.

Image courtesy of Coakley & Williams Construction



WARD 4

## MILTON GOTTESMAN JEWISH DAY SCHOOL OF THE NATION'S CAPITAL

**LOCATION:** 6045 16<sup>th</sup> Street, NW  
**DEVELOPER(S):** Jewish Primary Day School  
**ARCHITECT(S):** Geier Brown Renfrow Architects  
**CONTRACTOR(S):** Coakley & Williams Construction  
**LEED:** Silver **EST. VALUE:** \$22 million  
**STATUS:** Under Construction  
**TARGETED DELIVERY:** Q3 2018

**SPECS:** The Jewish Primary Day School North Campus (2nd–6th grades) project will incorporate 27,300 sq. ft. of renovated space and approximately 32,200 sq. ft. of new space to accommodate a newly created middle school (7th & 8th grades). The project includes an addition of a third story to an existing building, a new core area with a gymnasium and multi-purpose room, and a new middle school wing.



WARD 3

## MURCH ELEMENTARY SCHOOL

**LOCATION:** 4810 36<sup>th</sup> Street, NW  
**DEVELOPER(S):** DC Public Schools / Department of General Services  
**ARCHITECT(S):** R. McGhee & Associates / Hord Coplan Macht  
**CONTRACTOR(S):** MCN Build  
**EST. VALUE:** \$83 million  
**STATUS:** Under Construction  
**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.





K&L GATES

## PROUD SPONSOR

We are proud to support the WDCEP in its dedication to economic development in the Washington, D.C. metropolitan area.

With one of the largest, most diversified real estate practices of any global law firm, we share that dedication. Our lawyers advise clients across the full spectrum of real estate related needs, including development and construction, acquisitions, sales, financing, land use, planning and zoning, joint ventures, litigation, economic incentives, public finance, new markets tax credits, and more.

Olivia S. Byrne  
202.778.9412

Daniel J. Nuñez  
202.778.9195

Samantha A. Miko  
202.778.9220

K&L Gates LLP. Global legal counsel here in D.C. and across five continents. Learn more at [klgates.com](http://klgates.com).



# YOUR CITY, YOUR SOURCE.

Delta Associates is a leading advisor and information provider to the commercial real estate industry.

Market Studies | Relocation Analyses | Asset Valuations | Feasibility Studies  
Litigation Support | Market Data and Publications | Boardroom Presentations



[www.deltaassociates.com](http://www.deltaassociates.com) | 202.778.3100  
1717 K Street NW, Suite 1010, Washington, DC





# NEIGHBORHOOD DEVELOPMENT

**ADAMS MORGAN  
ANACOSTIA**

**CAPITOL RIVERFRONT / SOUTHWEST WATERFRONT**

**MINNESOTA & BENNING**

**MT. VERNON TRIANGLE / NOMA / UNION MARKET**







NEIGHBORHOOD DEVELOPMENT

# ADAMS MORGAN

**PROJECT STATUS**

- Completed (2001–2012)
- Completed (2013–8/2017)
- Under Construction
- Pipeline



Project boundaries are estimates (2015 Orthophoto, DC government)

**ADAMS MORGAN** has seen an influx of new development over the past five years. During the 12-year timeframe from 2001–2012 more than 1,000 residential units were built or underwent significant renovations in the highlighted area above. However, approximately 880 residential units have been developed since 2013, with another 420 units under construction. Of these 1,300 new units, it is estimated that more than 1,000 units are net new. These investments, along with the amenities in the neighborhood, has contributed to a 9% population increase since 2010.<sup>1</sup>

Acclaimed chefs have followed this increase in density with The Michelin Guide featuring seven restaurants in the neighborhood including Roofers Union, The Diner, Sakuramen, Mintwood Place, Jack Rose Dining Saloon, Lapis (Bib Gourmand), and Tail Up Goat (one star).

The neighborhood will also soon welcome The Line DC hotel which will feature restaurants from James Beard-recognized chefs Spike Gjerde and Erik Bruner-Yang. The 227-room hotel will restore and preserve the First Church of Christ, Scientist church building and construct a nine-story addition.

	PROJECTS	TOTAL SF	EDUCATION SF	HOTEL ROOMS	RESIDENTIAL UNITS	RETAIL SF	EST. VALUE (\$ MILLIONS)
COMPLETED (2001–2012)	32	1,864,923	96,400	1,070	1,011	86,995	\$434
COMPLETED (2013–8/2017)	12	934,626	140,000		884	30,100	\$285
UNDER CONSTRUCTION	4	549,703		227	420	30,403	\$150
PIPELINE	7	461,000			351	8,000	\$92
<b>TOTALS</b>	<b>55</b>	<b>3,810,252</b>	<b>236,400</b>	<b>1,297</b>	<b>2,666</b>	<b>155,498</b>	<b>\$960</b>

1. Esri, 2017 estimates & projections



NEIGHBORHOOD DEVELOPMENT: **ADAMS MORGAN**



**1. THE HEPBURN**



**2. KALORAMA CENTER**



**3. REED ROW**



**4. ADAMS ROW**



**5. 1800 COLUMBIA ROAD**



**6. THE ADAMO**



**7. 1777 COLUMBIA ROAD**



**8. THE LINE DC**



**9. ONTARIO 17**



**10. THE CITADEL**



**11. MERIDIAN CRESCENT**



**12. 2300 16TH STREET**

Image courtesy of Perkins Eastman



NEIGHBORHOOD DEVELOPMENT

# ANACOSTIA

**PROJECT STATUS**

- Completed (2001–2012)
- Completed (2013–8/2017)
- Under Construction
- Pipeline



Project boundaries are estimates (2015 Orthophoto, DC government)

**LOCATED NEAR THE BANKS OF THE ANACOSTIA RIVER**, Anacostia and adjacent neighborhoods are enjoying a renaissance with burgeoning small businesses, large-scale development plans, and a thriving arts scene. Cultural destinations in the area include the Anacostia Arts Center, Honfleur Art Gallery, Craig Kraft Studios, and the Anacostia Playhouse. In addition, Busboys and Poets plans to open a restaurant and training center at 2004–2010 Martin Luther King Jr. Avenue.

Over the next 10 years, Anacostia is expected to see nearly six million sq. ft. of mixed-use development. The 25.4-acre Barry Farm (a New Communities Initiative) redevelopment plan will be led by

A&R Development, the DC Housing Authority and Preservation of Affordable Housing. The master plan includes 1,400 mixed-income residential units, 55,000 sq. ft. of retail space, a redefined street grid and a new central park.

Furthermore, Four Points and Curtis Properties are partnering to redevelop a 9.5-acre site, located between U and Chicago Streets along the western side of Martin L. King Jr. Avenue, SE. The master plan for Reunion Square calls for approximately 1.6 million sq. ft. of mixed-use development. And Redbrick has plans for a 2.4 million sq. ft. mixed-use project, Columbian Quarter, on 6.2 acres along Howard Road.

	PROJECTS	TOTAL SF	EDUCATION / MEDICAL SF	OFFICE SF	RESIDENTIAL UNITS	RETAIL SF	EST. VALUE (\$ MILLIONS)
COMPLETED (2001–2012)	24	1,763,458	394,500	125,000	945	13,500	\$328
COMPLETED (2013–8/2017)	7	477,350		80,549	278	1,500	\$440
UNDER CONSTRUCTION	3	151,000			207	15,000	\$89
PIPELINE	17	5,979,564		2,473,450	2,760	304,554	\$2,788
<b>TOTALS</b>	<b>51</b>	<b>8,371,372</b>	<b>394,500</b>	<b>2,678,999</b>	<b>4,190</b>	<b>334,554</b>	<b>\$3,645</b>



NEIGHBORHOOD DEVELOPMENT: ANACOSTIA



1. COLUMBIAN QUARTER



2. ANACOSTIA CROSSING

Image courtesy of OMA + OLIN



3. MLK GATEWAY

Image courtesy of the Menkiti Group



4. 2004-2010 MARTIN LUTHER KING JR AVENUE



5. REUNION SQUARE

Image courtesy of Four Points



6. 2235 SHANNON PLACE



7. MAPLE VIEW FLATS

Image courtesy of Chapman Development



8. GRANDVIEW ESTATES



9. SHERIDAN STATION (PHASE I)



10. SHERIDAN STATION (PHASE III)



11. BARRY FARM RECREATION CENTER



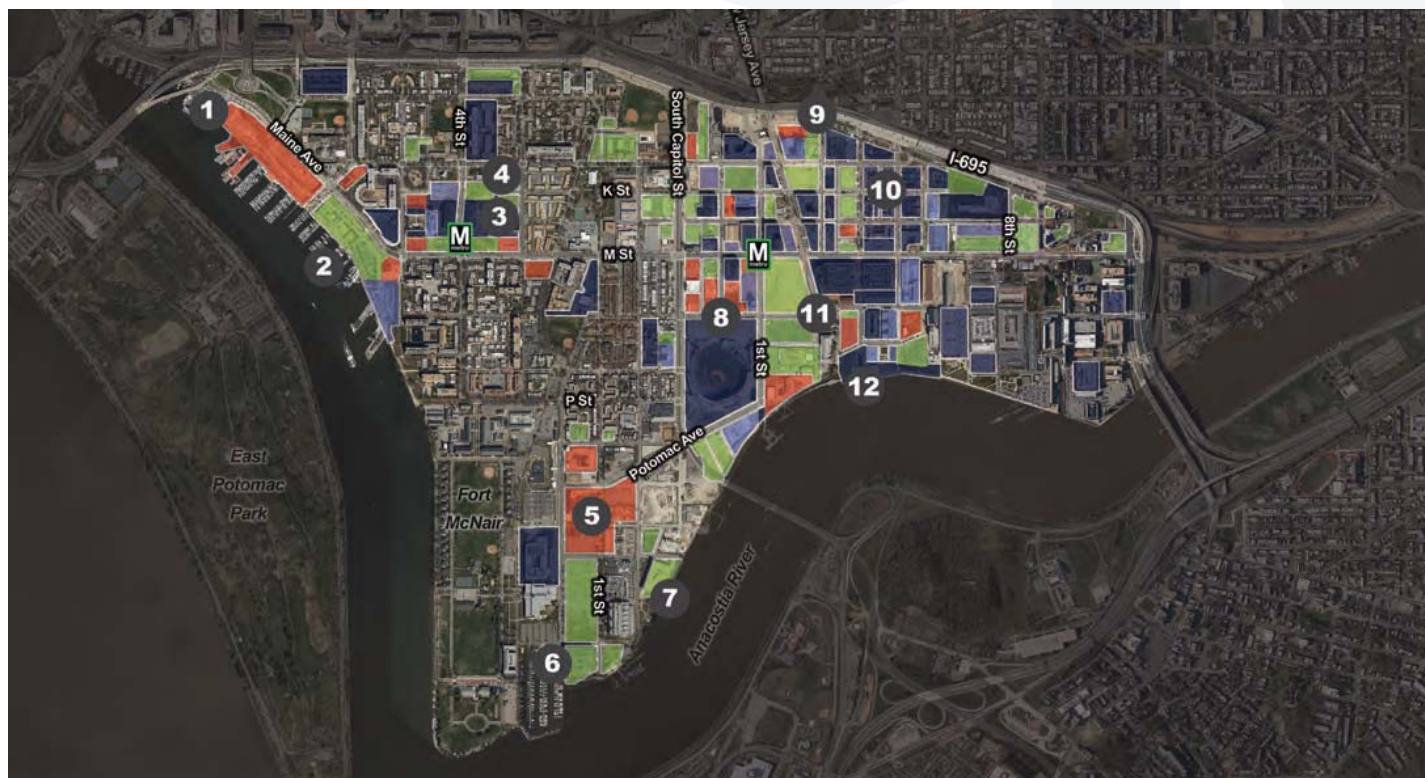
12. BARRY FARM



# CAPITOL RIVERFRONT / SOUTHWEST WATERFRONT

**PROJECT STATUS**

- Completed (2001–2012)
- Completed (2013–8/2017)
- Under Construction
- Pipeline



Project boundaries are estimates (2015 Orthophoto, DC government)

**THE HIGHLIGHTED AREA ABOVE** represents approximately one-third of the 4.8 square mile Anacostia Waterfront Initiative (AWI) planning area. The AWI was established in 2000 and is a collaboration of 20 federal and DC agencies that own or control land along the Anacostia River. Over the past 16 years, this area has seen nearly 17 million sq. ft. of development including almost 9,000 residential units and 406,000 sq. ft. of retail space.

The latest addition to DC’s waterfront is the mile-long The Wharf mixed-use development.<sup>1</sup> The project features 26 restaurants & bars, 16 retailers, and three entertainment venues, including the 6,000-person The Anthem music hall.

Further east, the Capitol Riverfront is becoming a sports & entertainment destination. It is already home to Nationals Park (Washington Nationals), which drew 2.5 million regional fans in 2017, and in spring/summer 2018 it will welcome the 19,000-seat D.C. United Stadium (Audi Field).

Finally, there is still another 17 million sq. ft. of development yet to come, led by the 1.2 million sq. ft. Phase II of The Wharf which is expected to start construction in fall 2018.

	PROJECTS	TOTAL SF	HOTEL ROOMS	OFFICE SF	RESIDENTIAL UNITS	RETAIL SF	EST. VALUE (\$ BILLIONS)
COMPLETED (2001–2012)	43	12,152,713	204	6,158,750	4,783	170,980	\$3.38
COMPLETED (2013–8/2017)	20	4,619,507	533	14,500	4,194	234,933	\$1.49
UNDER CONSTRUCTION	22	7,115,805	690	998,200	4,861	455,078	\$3.05
PIPELINE	48	16,905,604	776	4,682,889	9,937	690,133	\$5.17
<b>TOTALS</b>	<b>133</b>	<b>40,793,629</b>	<b>2,203</b>	<b>11,854,339</b>	<b>23,775</b>	<b>1,551,124</b>	<b>\$13.09</b>

1. Phase I delivered in October 2017.



NEIGHBORHOOD DEVELOPMENT: **CAPITOL RIVERFRONT / SOUTHWEST WATERFRONT**



**1. THE WHARF (PHASE I)**



**2. THE WHARF (PHASE II)**

Image courtesy of WDG



**3. WATERFRONT STATION**



**4. WATERFRONT STATION II**

Image courtesy of PN Hoffman



**5. D.C. UNITED STADIUM**



**6. RIVERPOINT**

Image courtesy of Akridge

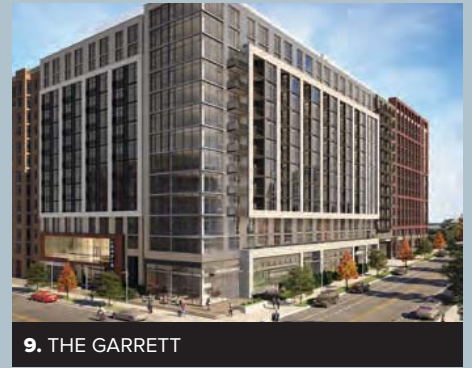


**7. 1900 HALF STREET**



**8. HALF STREET**

Image courtesy of the Capitol Riverfront BID



**9. THE GARRETT**

Image courtesy of WC Smith



**10. CAPITOL QUARTER**



**11. THE YARDS**

Image courtesy of the Capitol Riverfront BID



**12. YARDS PARK**

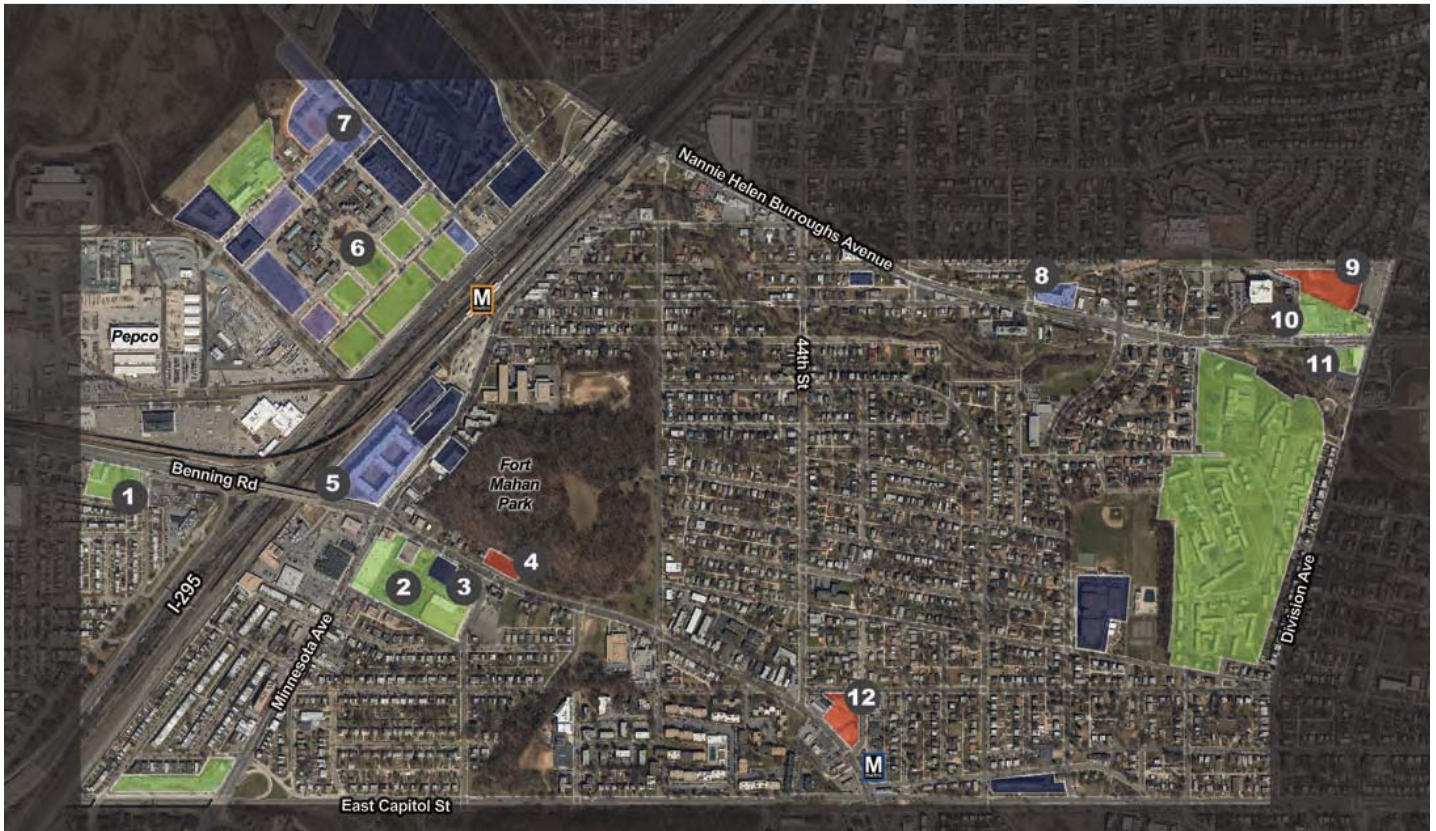
Image courtesy of the Capitol Riverfront BID



# MINNESOTA & BENNING

**PROJECT STATUS**

- Completed (2001–2012)
- Completed (2013–8/2017)
- Under Construction
- Pipeline



Project boundaries are estimates (2015 Orthophoto, DC government)

**ANCHORED BY TWO METRORAIL STATIONS** this area of northeast DC is expected to see more than four million sq. ft. of development over the next 10 years. The 3.1 million sq. ft. Parkside Mixed-Use Development by City Interests is a multi-phased project that has already delivered 384 residential units with another 950 units and more than 550,000 sq. ft. of office space in the pipeline.

In addition, Cedar Realty Trust purchased the East River Park Shopping Center for \$39.0 million in 2016 and plans to redevelop the 150,000 sq. ft. center into 119,500 sq. ft. of retail space (anchored by a

grocery store), 280 residential units and 33,000 sq. ft. of office space with a total of 622 parking spaces on multiple levels.

Finally, as part of the DC government’s New Communities Initiative the Lincoln Heights and Richardson Dwellings neighborhoods, located on 28 acres near Division & Nannie Helen Burroughs Avenues, will be redeveloped as healthy mixed-income communities with 1,609 new housing units of varying types, a new mixed-use town center, and a new primary health care facility.

	PROJECTS	TOTAL SF	EDUCATION / MEDICAL SF	OFFICE SF	RESIDENTIAL UNITS	RETAIL SF	EST. VALUE (\$ MILLIONS)
COMPLETED (2001–2012)	12	1,574,503	229,493	222,500	923	6,500	\$317
COMPLETED (2013–8/2017)	7	983,216	42,588	3,438	857	23,790	\$217
UNDER CONSTRUCTION	3	385,204	37,659	34,534	423	2,054	\$123
PIPELINE	15	4,043,757	70,290	643,864	3,020	198,916	\$1,056
<b>TOTALS</b>	<b>37</b>	<b>6,986,680</b>	<b>380,030</b>	<b>904,336</b>	<b>5,223</b>	<b>231,260</b>	<b>\$1,713</b>



NEIGHBORHOOD DEVELOPMENT: MINNESOTA & BENNING



**1. 3450 EADS STREET**

Image courtesy of the Neighborhood Development Company



**2. EAST RIVER PARK**

Image courtesy of Cedar Realty Trust



**3. BENNING NEIGHBORHOOD LIBRARY**



**4. ST. STEPHENS APARTMENTS**



**5. PARK 7**



**6. PARKSIDE MIXED-USE DEVELOPMENT**

Image courtesy of City Interests



**7. METROTOWNS AT PARKSIDE**



**8. NANNIE HELEN AT 4800**



**9. DEANWOOD HILLS**

Image courtesy of The Warrenton Group



**10. DEANWOOD TOWN CENTER**



**11. STRAND RESIDENCES**



**12. THE CONWAY CENTER**

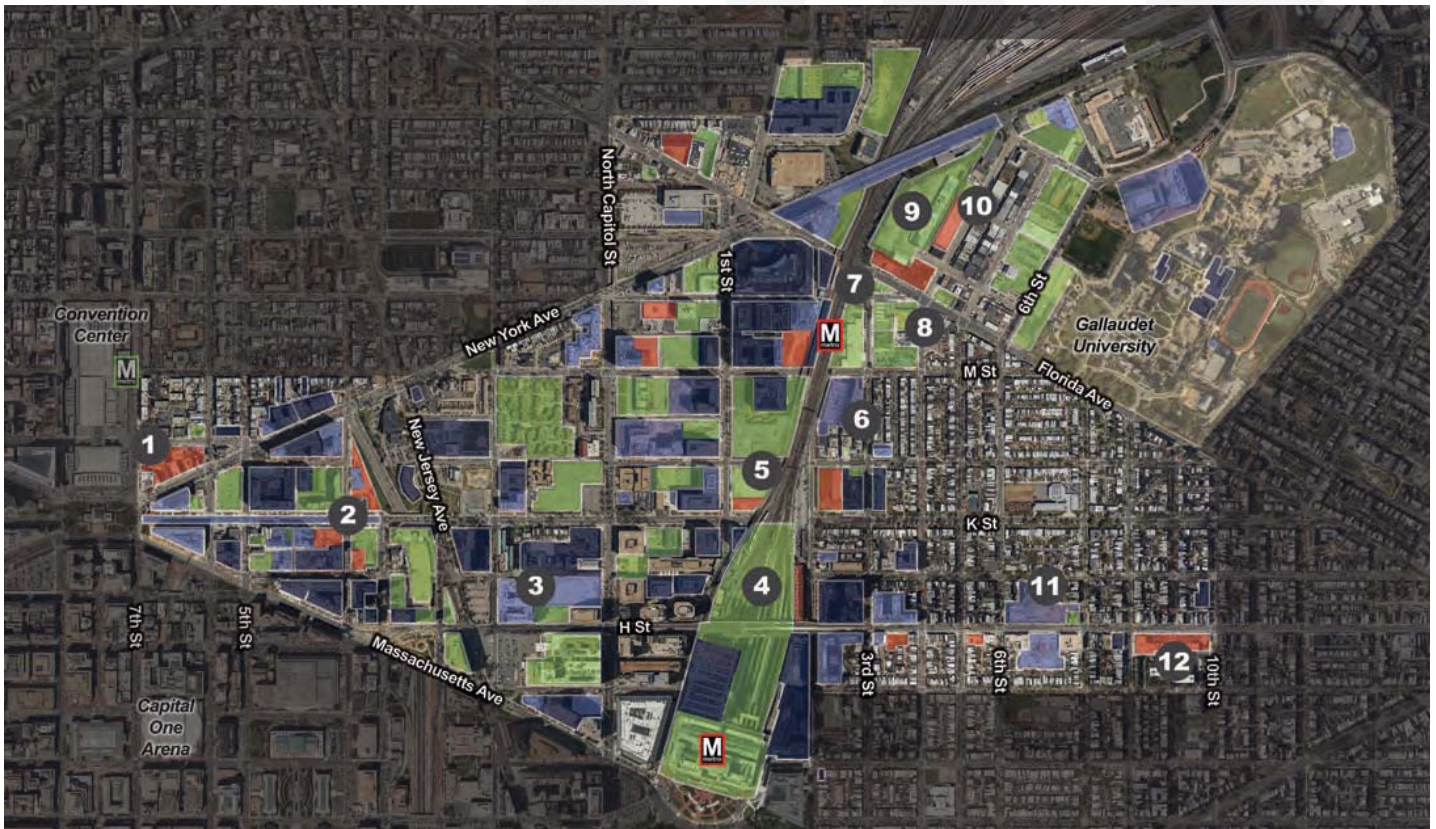
Image courtesy of SOME



# MT. VERNON TRIANGLE / NOMA / UNION MARKET

**PROJECT STATUS**

- Completed (2001–2012)
- Completed (2013–8/2017)
- Under Construction
- Pipeline



Project boundaries are estimates (2015 Orthophoto, DC government)

**AS DEVELOPMENT CONTINUES ITS EASTERN PUSH**, areas of DC that were former parking lots or low-density industrial uses have given way to mixed-use developments and established new neighborhoods such as Mt. Vernon Triangle, NoMa, and Union Market.

Since 2001, 20.9 million sq. ft. of new buildings have been built or undergone significant renovation. This includes over 10,600 units of housing, 8.4 million sq. ft. of office space and 720,000 sq. ft. of retail space

in the area highlighted above. This investment has resulted in a 62% increase in residential population since 2010.<sup>1</sup>

Even with all of this growth, there is 34.6 million sq. ft. of additional development still to come, including 4.8 million sq. ft. currently under construction. With an estimated 16,500 net new residential units coming to market over the next 10–15 years the area could conservatively see an additional 30,000 residents.

	PROJECTS	TOTAL SF	HOTEL ROOMS	OFFICE SF	RESIDENTIAL UNITS	RETAIL SF	EST. VALUE (\$ BILLIONS)
COMPLETED (2001–2012)	55	13,018,668	650	6,320,410	5,359	330,941	\$3.93
COMPLETED (2013–8/2017)	40	7,915,811	590	2,079,181	5,317	392,539	\$2.64
UNDER CONSTRUCTION	17	4,774,767		1,250,774	3,654	276,078	\$1.76
PIPELINE	58	29,833,044	2,258	8,041,015	13,901	948,079	\$7.50
<b>TOTALS</b>	<b>170</b>	<b>55,542,290</b>	<b>3,498</b>	<b>17,691,380</b>	<b>28,231</b>	<b>1,947,637</b>	<b>\$15.83</b>

1. Esri, 2017 estimates & projections



NEIGHBORHOOD DEVELOPMENT: MT. VERNON TRIANGLE / NOMA / UNION MARKET



**1. 655 NEW YORK AVENUE**

Image courtesy of Douglas Development



**2. THE LYDIAN**

Image courtesy of The Wilkes Company



**3. 77 H**



**4. BURNHAM PLACE**

Image courtesy of Akridge



**5. STOREY PARK**



**6. ULINE ARENA**

Image courtesy of Douglas Development



**7. ARMATURE WORKS**

Image courtesy of Trammell Crow



**8. PRESS HOUSE AT UNION MARKET**

Image courtesy of Foulger-Pratt



**9. MARKET TERMINAL**

Image courtesy of Gensler



**10. 1270 4TH STREET**

Image courtesy of EDENS



**11. APOLLO**



**12. AVEC**

Image courtesy of WC Smith







An aerial, high-angle photograph of a modern university campus. The buildings are multi-story, with a mix of brick and dark facades. Many buildings feature green roofs with trees and grass. A swimming pool is visible on the left side. The campus is surrounded by a dense forest of trees. The lighting suggests a bright, sunny day.

# 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](http://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 2017.

## 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:

**Chad Shuskey**  
Senior Vice President, Research & Real Estate  
(202) 661-8674 / [cshuskey@wdcep.com](mailto:cshuskey@wdcep.com)

**Veronica Miniello**  
Research Analyst  
(202) 661-8683 / [vminiello@wdcep.com](mailto:vminiello@wdcep.com)

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	EDENS	Perkins Eastman DC
A&R	Erkiletian Development	Perkins+Will
Akridge	Forest City	PN Hoffman
American University	Forrester Construction	Potomac Investment Properties
Antunovich Associates	Fort Lincoln New Town Corporation	Property Group Partners
Architect of the Capitol	Foulger-Pratt	Rappaport
Armed Forces Retirement Home	Gensler	Redbrick
Atelier Architects	George Washington University	Republic Properties
BELL Architects	Gilbane	Reuben Company
BISNOW	GlobeSt.com	Roadside
Blue Skye	Golden Triangle BID	Saul Centers
Bonstra   Haresign Architects	Gould Property Company	Shalom Baranes Associates
Boston Properties	H Street CDC	SK+I Architecture
Bozzuto	Hargreaves Associates	SmithGroupJJR
Capitol Riverfront BID	Hartman-Cox	Smoot Construction
Carr Properties	Hickok Cole Architects	Somerset Development
CAS Riegler	Hines	Stantec
City Interests	Insight Property Group	Stonebridge Carras
Coakley Williams	Jair Lynch Real Estate Partners	Telesis Corporation
Cohen Siegel Investors	JBG Smith	The Menkiti Group
Community Three Development	JD Land	Toll Brothers
Cornerstone Development	Lance Bailey Associates	Torti Gallas
Dantes Partners	Manna	Trammell Crow
Davis Construction	Marshall Moya Design	UIP
DBT Development	MidCity	Urban Atlantic
DC Curbed	Mill Creek Residential Trust	Urban Matters Development
DC Department of Consumer & Regulatory Affairs	Mount Vernon Triangle CID	Urban Turf
DC Department of Parks & Recreation	MRP Realty	Valor
DC Housing Authority	Neighborhood Development Company	Warrenton Group
DC Water	NoMa BID	Washington Business Journal
Ditto	Office of Planning	Washington Post
Donohoe Companies	Office of the Chief Technology Officer	WC Smith
Douglas Development	Office of the Deputy Mayor for Planning & Economic Development	WDG Architecture
DowntownDC BID	Paradigm	Wilkes Company





1495 F STREET, NW  
WASHINGTON, DC 20004  
(202) 661-8670  
[WWW.WDCEP.COM](http://WWW.WDCEP.COM)

WORLD  
WIDE  
PAPER





# LOCAL ADVANTAGE.

CBRE knows Washington, D.C. Through our industry leading perspectives, scale and local connectivity, we deliver outcomes that drive business and bottom-line performance for every client we serve in Washington, D.C. How can we help transform your real estate into real advantage?

[cbre.us/washingtondc](https://cbre.us/washingtondc)

**CBRE** *Build on  
Advantage*