

WASHINGTON, DC

DEVELOPMENT REPORT



CAPITOL GATEWAY MARKETPLACE - WARD 7 / A&R DEVELOPMENT - WE TRANSFORM URBAN LANDSCAPES

2015/2016 EDITION

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ABOUT

WDCEP

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

Our mission is to promote DC's economic and business opportunities and support business retention and attraction activities.

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

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



Learn more at wdcep.com or engage with us @WDCEP.

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THE DC DEVELOPMENT REPORT

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

database of projects is constantly being updated, for the purposes of this publication all data reflects project status, design, and information as of August 2015.

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.

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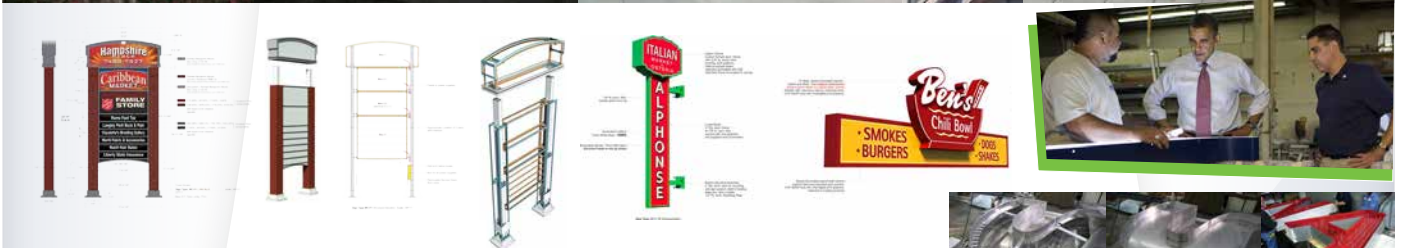
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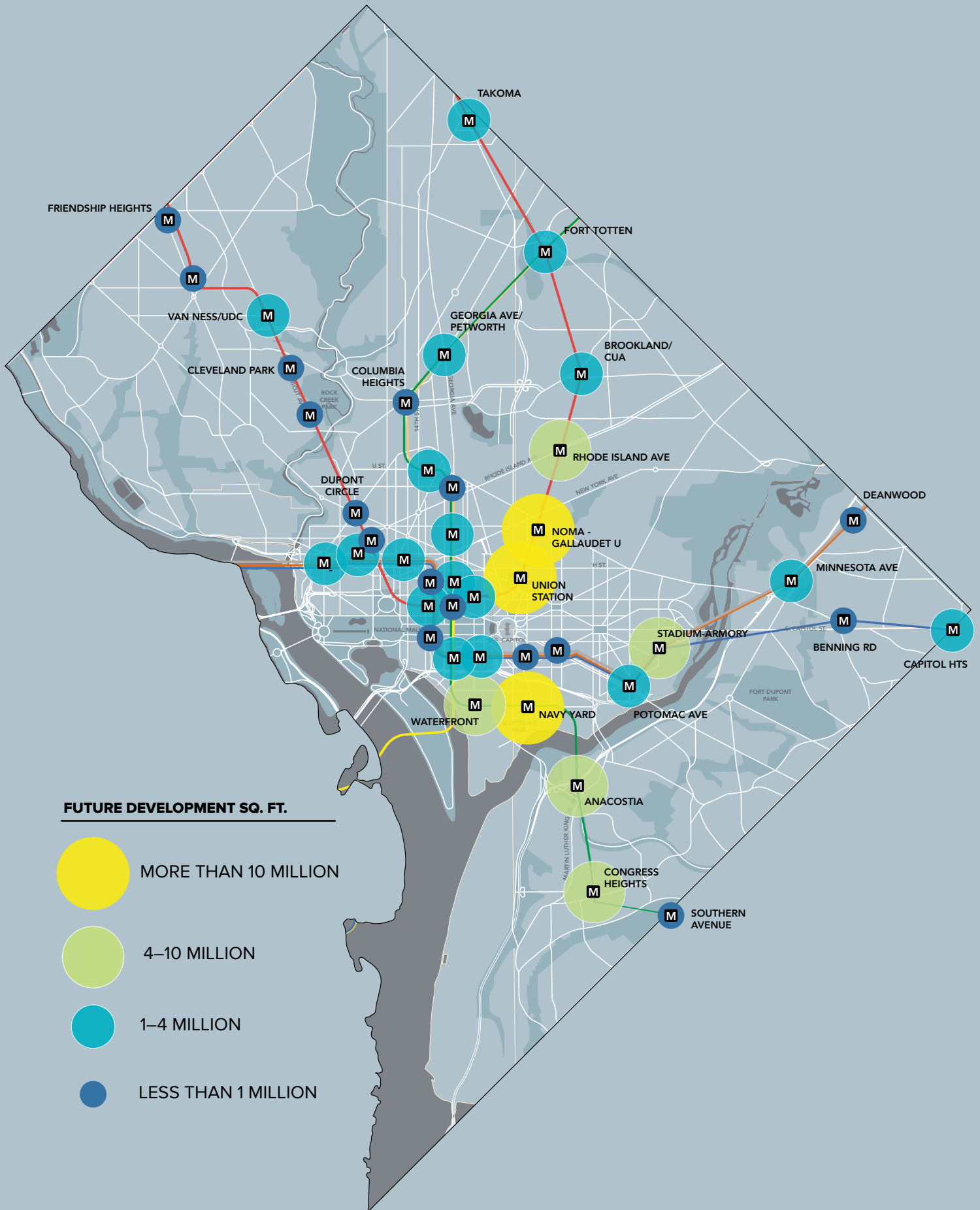
We think smart, thoughtful development and the partnership of diverse and passionate people result in communities that are changed for the better. And we believe this requires experience, discipline, and a strong understanding of the market.



DEVELOPMENT OVERVIEW

DC DEVELOPMENT IN 2030
ECONOMIC OVERVIEW
SUMMARY OF PROJECTS
MOST ACTIVE





DC DEVELOPMENT IN 2030: FOLLOW THE METRORAIL

By Chad Shuskey, Senior VP, Research & Visual Communications,
Washington DC Economic Partnership

Fifteen years ago, the Washington DC Economic Partnership (WDCEP) began to track the development and construction activity occurring in DC and published the first DC Development Report in 2002. At that time WDCEP's development database contained 556 projects (compared to 1,700 projects as of August 2015). Projects such as the old convention center site (now CityCenterDC), Southwest Waterfront (now The Wharf) and I-395 Air Rights (now Capitol Crossing) were considered part of the long-term pipeline – projects that were not expected to break ground for several years.

Today those project's initial phases, along with numerous other neighborhood-defining developments, have been completed or underway. Of the 388 projects in the pipeline, nearly all are scheduled to be completed (or at least initial phases underway) over the next 15–20 years. While DC's real estate market and project plans will no doubt evolve by 2030, as well as new project announcements, this pipeline data provides a roadmap to where DC's future growth will occur.

According to the Metropolitan Washington Council of Government (COG), by 2030 Washington, DC is projected to have 944,096 employees and a population of 808,718 - an increase of 160,639 (21%) and 206,954 (34%), respectively, from the 2010 base. Where will these people work, dine, shop, socialize and live? For the vast majority the answer will be near a Metrorail station.

There are nearly 159 million square feet under construction and in the development pipeline - 78% will be built within a half-mile of a Metrorail station. The map on the opposite page details the square feet of development within a half-mile each Metrorail station is projected to experience over the next 15 years². In general, the neighborhoods in the eastern portion of DC will see the most growth, especially those near the Green Line south of the National Mall and Red Line north of the Mall.

The NoMa-Gallaudet U Station will see the most new development due to NoMa's substantial pipeline as well as the redevelopment plans

for Union Market (aka Florida Avenue Market) and Northwest One – a New Community Initiative of the DC government.

The primary drivers of growth near the Navy Yard Station in the Capitol Riverfront neighborhood will be the completion of The Yards mixed-use development, several projects along Half Street, and the final phases of the Arthur Capper/Carrollburg redevelopment.

Following the Green Line south, Anacostia will also become a hub of residential and commercial activities by 2030. This will largely be driven by Curtis Properties and Four Points' 9.5-acre mixed-use project along Martin Luther King Jr. Avenue, SE and the redevelopment of the 25.4-acre Barry Farm, another New Community Initiative.

Finally, the redevelopment of the 183-acre Saint Elizabeths East Campus will create new mixed-use neighborhoods of retail, office, housing, open space, and cultural amenities at the Congress Heights Station. The campus can accommodate five million square feet of development including the adaptive reuse of historic buildings.

TOP 10 METRORAIL STATIONS BY FUTURE DEVELOPMENT

STATION	FUTURE DEVELOPMENT SQ. FT. ²	% SQ. FT. UNDER CONSTRUCTION
NoMa-Gallaudet U	22.1 million	6%
Navy Yard-Ballpark	15.7 million	22%
Union Station	12.2 million	2%
Stadium-Armory	6.8 million	0%
Waterfront	6.4 million	35%
Congress Heights	6.1 million	4%
Rhode Island Ave	4.9 million	10%
Anacostia	4.4 million	7%
Judiciary Square ³	3.7 million	0%
Takoma	3.5 million	6%

Methodology: The WDCEP development project data was first associated with the closest Metrorail Station. Projects that were located beyond a half-mile were excluded from the final analysis. Project data is only reflective of development in DC, therefore there could be undercounting for stations that also serve Maryland or Virginia.

1. Metropolitan Washington Council of Government. Round 8.3 Cooperative Forecasting (Digital Materials): Employment, Population, and Households. Published on 10/15/2014.

2. projects in the pipeline and under construction (as of August 2015)

3. For this analysis only Capitol Crossing's platform (not buildings) was considered under construction. If the 2.2 million sq. ft. project is listed as under construction the sq. ft. under construction percentage would change to 61%.

E ECONOMIC OVERVIEW

By: Nevena Bosnic, Senior Research Analyst, CBRE

ECONOMIC OVERVIEW OF WASHINGTON, DC

Washington, DC has seen a steady rise in total employment since 2010. In July 2015, DC recorded over 762,000 employees, representing an increase of 1.1% or 8,400 jobs since July 2014. Meanwhile, the unemployment rate continues to decline. DC recorded an unemployment rate of 6.8% in July, compared to the 10-year high of 10.2% in 2011.

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

TOTAL EMPLOYMENT

	2006-YTD 2015		2010-YTD 2015	
	CHANGE (000'S)	CHANGE (%)	CHANGE (000'S)	CHANGE (%)
Mining, Logging, & Construction	1.8	15.0%	3.8	35.6%
Manufacturing	-0.8	-44.4%	-0.1	-9.1%
Wholesale Trade	0.0	0.9%	0.0	0.9%
Retail Trade	4.3	23.9%	3.9	21.2%
Transportation & Utilities	-0.8	-14.8%	0.2	5.4%
Information	-5.2	-23.2%	-1.7	-8.9%
Financial Activities	1.3	4.3%	3.8	14.0%
Professional & Business Services	10.0	6.6%	14.4	9.7%
Education & Health Services	33.7	35.9%	19.7	18.3%
Leisure & Hospitality	15.5	28.6%	10.0	16.8%
Other Services	10.6	17.5%	5.9	9.0%
Federal Government	4.9	2.5%	-12.9	-6.1%

Source: CBRE Research, U.S. Bureau of Labor Statistics; September 2015.

Office Employment

DC is on track to see an increase in office-using employment in 2015, having already observed the creation of 7,300 new jobs year-to-date (YTD) in July. The Professional and Business Services sector continues to propel job growth in DC, accounting for the largest share of jobs as well as the largest percent increase through the year. Meanwhile, the Other Services and Financial Activities sectors experienced expansions in their workforce. The federal government has, over the year, seen a slight rise in employment of 700 jobs, while employment in the Information sector declined 1.2% YTD in July.

OFFICE EMPLOYMENT

	CALENDAR YEAR 2014 (000'S)	YTD 2015 (000'S)	CHANGE (000'S)	CHANGE (%)
Information	17.2	17.0	-0.2	-1.2%
Financial Activities	30.3	30.7	0.4	1.3%
Professional & Business Services	157.8	162.1	4.3	2.7%
Other Services	70.4	71.3	0.9	1.3%
Federal Government	197.0	197.7	0.7	0.4%
Total Office Employment	510.6	517.9	7.3	1.4%

Source: CBRE Research, U.S. Bureau of Labor Statistics; September 2015.

POPULATION GROWTH

Young Professionals

DC continues to attract a growing number of millennials. Since 2005, the share of young professionals—aged 25 to 44—in DC increased from 32.7% of the population to 36.8% in 2014. In the five-year period since 2009, this segment of the population grew by 22%.

Birth Rate

DC saw its birth rate decline for the fourth year in a row in 2014, although the rate remains slightly higher than the U.S. average. In 2014, DC experienced 14.6 births per 1,000 people compared to 12.4 births for the U.S.

	U.S. BIRTH RATE (PER 1,000)	DC BIRTH RATE	DC TOTAL POPULATION (000'S)	AGE 25 TO 44 (000'S)	AGE 25 TO 44 (%)
2005	13.9	14.5	567	186	32.7%
2006	14.0	14.7	571	188	32.9%
2007	14.3	15.1	574	190	33.1%
2008	14.1	15.4	580	193	33.3%
2009	13.9	15.1	592	199	33.6%
2010	13.0	15.2	605	208	34.4%
2011	12.8	15.0	620	219	35.3%
2012	12.5	14.9	635	229	36.0%
2013	12.5	14.8	649	237	36.6%
2014	12.4	14.6	659	243	36.8%

Sources: CBRE Research, Moody's Analytics, U.S. Census Bureau; September 2015.

EMPLOYMENT TRENDS

Public vs. Private Sector

Public and private sector employment in DC grew over the past 10 years, albeit with a substantial difference in the two sectors' growth rates. While the private sector expanded 15.5% since 2006, the public sector grew by 1.6%. As the impact of the federal government's stimulus plan dissipated, so too did public sector employment. Between 2010 and YTD 2015, government employment dropped 4.1%. Meanwhile, the private sector labor market continues to perform strongly and has averaged a 2.6% annual growth rate since 2010.

Legal Services

DC is one of the nation's most important law markets, with 94 of the Am Law 100 present in the city. Law firms are among the top tenant bases in DC's 125 million-sq.-ft. office market, occupying approximately a quarter of the entire market and 42% of the Trophy and Class A buildings in the core markets (CBD and East End). The Legal Services sector in DC reached peak employment in July 2008 with 37,800 jobs. However, the legal industry shed jobs in the recession, and although employment levels have since rebounded, total employment of 30,000 in July 2015 remains 21% below pre-recession levels.

Educational Services

Between 2006 and YTD 2015, employment in Educational Services increased over 42% to 59,500 employees. The majority of these job gains occurred since 2010, accounting for 11,600 new jobs. Although this sector is not a typical occupier of commercial office space, the rise in employment has supported the DC economy on a broader level.

Health Care and Social Assistance

The Health Care and Social Assistance sector has seen extraordinary employment growth over the past five- and 10-year periods. Since 2005, the workforce expanded 30.5%, with most of that growth occurring between 2010 and 2015. Like Educational Services, the growth in this sector has affected the wider economy rather than the commercial office market.

	2006 - YTD 2015			2010 - YTD 2015		
	CHANGE (000'S)	CHANGE (%)	AAGR (%)	CHANGE (000'S)	CHANGE (%)	AAGR (%)
Total Private	70.7	15.5%	1.6%	60.1	12.9%	2.6%
Total Public	3.8	1.6%	0.2%	-10.1	-4.1%	-0.8%
Legal Services	-5.9	-16.7%	-1.7%	-2.6	-8.1%	-1.6%
Educational Services	17.7	42.3%	4.2%	11.6	24.2%	4.8%
Health Care and Social Assistance	15.9	30.5%	3.1%	8.1	13.6%	2.7%

Source: CBRE Research, U.S. Bureau of Labor Statistics; September 2015.

INVESTMENT SALES

Foreign Purchasers

DC office sales activity has been robust for several years and has observed record-breaking prices over the last two years. According to Real Capital Analytics, annual office sales totaled \$3.5 billion through September 2015.

Foreign capital investment in the DC office market has been particularly strong and has contributed to a growing segment of total sales. The total amount of cross-border investment totaled \$2.6 billion through September 2015, representing 74% of the total sales volume, compared to 53% in 2014 and 35% in 2013.¹ The rising interest of foreign investors shows strong confidence in the performance of the DC office market. Moreover, for year-to-date September 2015, the DC metropolitan area is the second most active destination in the U.S. for global capital.

¹ All analysis based on properties & portfolios \$2.5 million and greater.



**TOP MARKET DESTINATIONS FOR
GLOBAL CAPITAL**

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

MARKET	TOTAL PROPERTIES	TOTAL VOLUME (\$M)
Manhattan	65	\$16,192.5
DC	21	\$3,075.8
Los Angeles	67	\$2,357.5
Boston	21	\$2,250.3
Chicago	105	\$2,104.2
Dallas	92	\$2,087.2
Atlanta	58	\$1,867.4
Hawaii	10	\$1,698.4
Seattle	19	\$1,574.5
Other	1,106	\$24,359.6
Total	1,564	\$57,567.4

Source: Real Capital Analytics; September 2015.

ORIGIN OF FOREIGN CAPITAL FOR DC

January 2011–August 2015

COUNTRY	TOTAL PROPERTIES PURCHASED	TOTAL VOLUME (\$M)
Germany	11	\$1,671.2
Norway	5	\$1,422.6
South Korea	4	\$946.0
Japan	5	\$813.6
Australia	7	\$605.8
Israel	7	\$535.0
Kuwait	2	\$516.0
Canada	6	\$459.2
UK	3	\$294.2
Other	3	\$359.8
Total	53	\$7,623.5

Source: Real Capital Analytics; September 2015.

Foreign Sellers

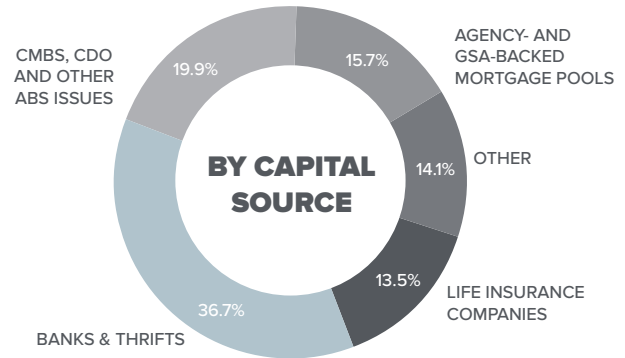
Foreign capital has been among the least active in the disposition of DC office assets over the last two years. Of the top 20 sellers who disposed or recapitalized assets in the last two years, approximately 30% were foreign.



Sources of Capital

The main sources of capital in U.S. commercial and multifamily properties remain banks and thrifts, while other sources of capital include EB-5 financing and bond issuances. The Wharf—DC's \$2 billion, mixed-use development project along the Southwest waterfront—reflects the range of funding sources. Apart from developer equity and \$220 million in private equity from PSP Investments (a Canadian pension fund manager), the project issued \$145 million in tax increment financing (TIF) bonds, while also securing \$400 million in bank financing and a significant amount in EB-5 funding.

U.S. COMMERCIAL & MULTIFAMILY DEBT OUTSTANDING



Source: Mortgage Bankers Association; September 2015.

NOTABLE OFFICE SALES COMPS (Q1 2015-Q3 2015)

PROPERTY ADDRESS	SALE PRICE (\$M)	PRICE PER SF	BUYER (TRUE) COMPANY	SELLER (TRUE) COMPANY	DATE
300 New Jersey Ave., NW 51 Louisiana Ave., NW	\$500.0	\$1,083	Jamestown	Dweck Properties Ltd	Q1 2015
1801 K St., NW	\$460.0	\$816	Mirae Asset Financial	Somerset Partners	Q1 2015
355 E St., SW	\$450.0	\$459	Genesis Financial Group	Bentall Kennedy OBO MEPT	Q3 2015
505 9th St., NW	\$318.0	\$985	Prudential RE Investors	Boston Properties	Q3 2015
25 Massachusetts Ave., NW	\$307.0	\$796	TIAA-CREF	Republic Properties Corporation	Q1 2015
1101 K St., NW	\$244.3	\$786	UBS Realty	Rockefeller Group JV Mitsubishi Estate	Q2 2015
1615 L St., NW	\$230.0	\$551	Carr Properties JV Alony Hetz	Spitzer Enterprises	Q3 2015
1401 Eye St., NW	\$183.9	\$807	BlackRock Realty	Shorenstein Properties	Q3 2015
1750 Pennsylvania Ave., NW	\$182.0	\$646	John Hancock	Vornado	Q3 2015
1325 G St., NW	\$152.0	\$496	Westbrook Partners	TIER REIT	Q2 2015

Source: CBRE Research, CoStar, Real Capital Analytics; September 2015.

NOTABLE APARTMENT SALES COMPS (Q1 2015-Q3 2015)

PROPERTY ADDRESS	SALE PRICE (\$M)	PRICE PER UNIT	BUYER (TRUE) COMPANY	SELLER (TRUE) COMPANY	DATE
151 Q St., NE	\$213.4	\$353,897	CBRE Global Investors JV JBG Cos	Mill Creek Residential JV Berkshire Property Advisors	Q3 2015
2221 I St., NW	\$196.0	\$585,075	Wafra Investment Advisory Group, Inc.	Boston Properties	Q1 2015
1400 Irving St., NW	\$133.3	\$445,829	Donatelli Development Inc.	Invesco RE JV Bozzuto Group	Q2 2015
1150 4th St., SW	\$91.0	\$342,105	Bernstein Management	Urban Atlantic JV JBG Cos	Q2 2015
1151 4th St., SW	\$80.0	\$303,030	Bernstein Companies	Urban Atlantic JV JBG Cos	Q1 2015
460 L St., NW	\$63.7	\$261,123	Clarion Partners	Gables Residential	Q1 2015
2300 Good Hope Rd., SE	\$55.0	\$81,845	Olympus 555 Properties	New York Community Bank	Q2 2015
7041 Blair Rd., NW	\$39.3	\$280,424	Clarion Partners	Gables Residential	Q1 2015
2201 N St., NW	\$30.7	\$152,835	Clarion Partners	Gables Residential	Q1 2015
2255 Wisconsin Ave., NW	\$29.0	\$358,025	Bernstein Management Corporation	Chesapeake Realty Partners	Q2 2015

Source: CBRE Research, CoStar, Real Capital Analytics; September 2015.

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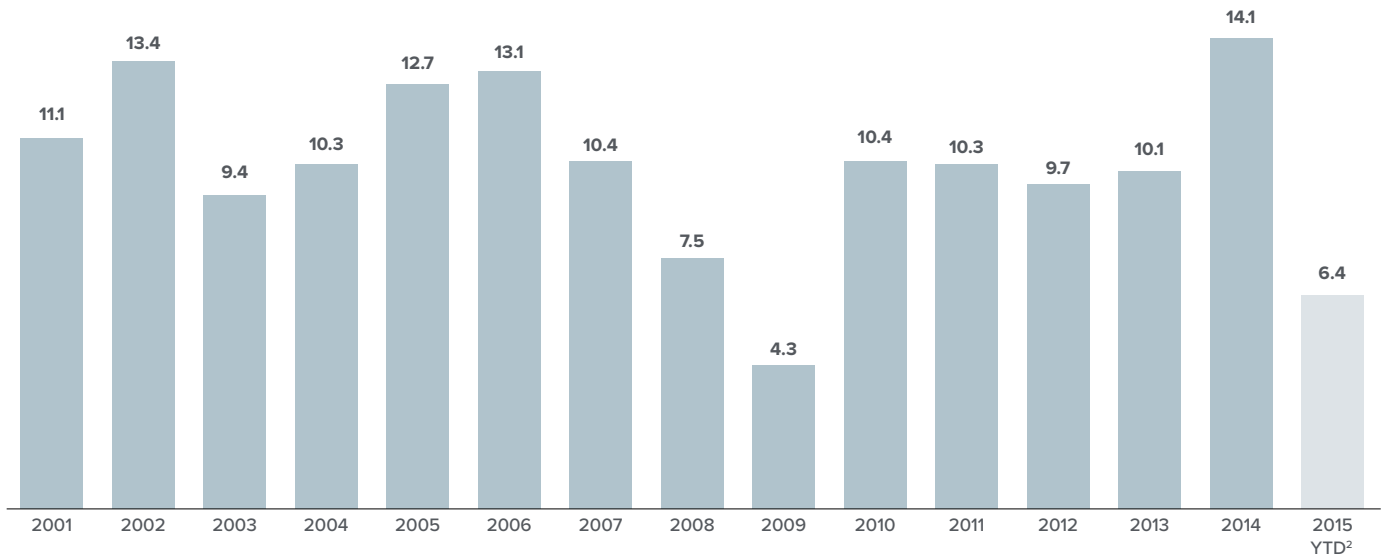
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D DEVELOPMENT OVERVIEW

DC DEVELOPMENT GROUNDBREAKINGS (August 2015, sq. ft. in millions)¹



SUMMARY OF PROJECTS (August 2015)

	PROJECTS	SQ. FT.	ESTIMATED COST (\$B)
Completed	1,151	150,017,161	\$46.1
2001	79	10,863,811	\$2.2
2002	85	9,189,374	\$2.2
2003	96	11,436,328	\$3.1
2004	96	11,541,945	\$2.8
2005	87	10,153,302	\$2.4
2006	102	12,933,180	\$3.7
2007	73	11,621,355	\$3.6
2008	82	12,178,351	\$4.1
2009	86	12,248,868	\$4.4
2010	52	7,977,660	\$2.5
2011	56	5,615,403	\$2.3
2012	66	7,512,581	\$2.4
2013	79	11,668,101	\$4.8
2014	67	10,941,719	\$4.0
2015 YTD	45	4,135,183	\$1.6
Under Construction	162	25,589,335	\$9.6
2015 delivery	49	5,609,644	\$1.7
2016 delivery	92	12,344,419	\$4.7
2017 delivery	18	6,849,736	\$2.8
2018+ delivery	3	785,536	\$0.4
Pipeline	388	133,275,884	\$39.5
Near Term	119	19,407,622	\$6.6
Medium Term	131	21,459,108	\$6.0
Long Term	138	92,409,154	\$26.9

1. All projects 2. Assuming development timetables stay on schedule 2015 could see an additional three to five million sq. ft. start construction in September–December 2015.



PROJECTS COMPLETED (2001–AUGUST 2015)

	# OF PROJECTS	SQ. FT.	UNITS	ROOMS
Office	243	52,132,681	--	--
Retail	312	6,758,647	--	--
Residential	538	56,912,172	56,812	--
Hospitality	173	17,058,596	--	13,525
Education	173	14,530,151	--	--

Total Estimated Value of Projects: **\$46.1 billion**



150 MILLION
Square Feet Completed

PROJECTS UNDER CONSTRUCTION

	# OF PROJECTS	SQ. FT.	UNITS	ROOMS
Office	27	4,383,881	--	--
Retail	67	1,918,013	--	--
Residential	93	12,180,360	13,294	--
Hospitality	26	3,382,383	--	3,153
Education	20	3,012,594	--	--

Total Estimated Value of Projects: **\$9.6 billion**



25.6 MILLION
Square Feet Under Construction

PROJECTS NEAR TERM

	# OF PROJECTS	SQ. FT.	UNITS	ROOMS
Office	22	6,046,265	--	--
Retail	51	802,817	--	--
Residential	74	9,685,445	10,684	--
Hospitality	27	1,279,374	--	793
Education	10	1,427,659	--	--

Total Estimated Value of Projects: **\$6.6 billion**



19.2 MILLION
Square Feet Near Term

PROJECTS MEDIUM TERM

	# OF PROJECTS	SQ. FT.	UNITS	ROOMS
Office	27	5,844,136	--	--
Retail	62	1,096,651	--	--
Residential	92	11,454,160	13,117	--
Hospitality	29	2,436,957	--	1,782
Education	6	160,000	--	--

Total Estimated Value of Projects: **\$6.0 billion**



21.5 MILLION
Square Feet Medium Term

PROJECTS LONG TERM

	# OF PROJECTS	SQ. FT.	UNITS	ROOMS
Office	56	28,761,652	--	--
Retail	85	3,091,193	--	--
Residential	77	31,952,075	31,283	--
Hospitality	29	1,789,850	--	1,650
Education	20	3,203,975	--	--

Total Estimated Value of Projects: **\$26.9 billion**



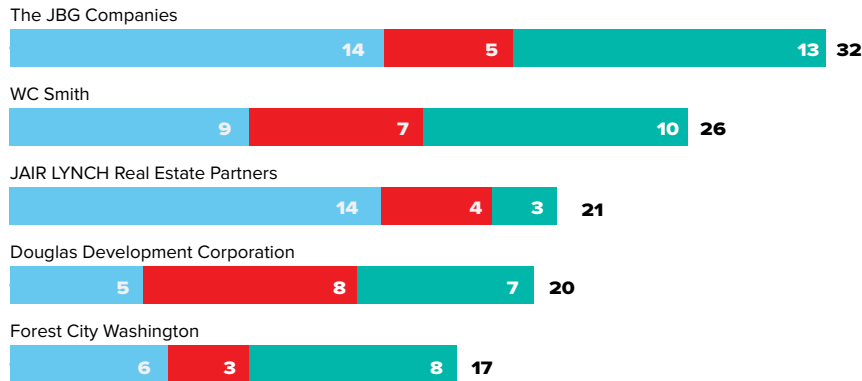
92.4 MILLION
Square Feet Long Term

D DEVELOPMENT OVERVIEW

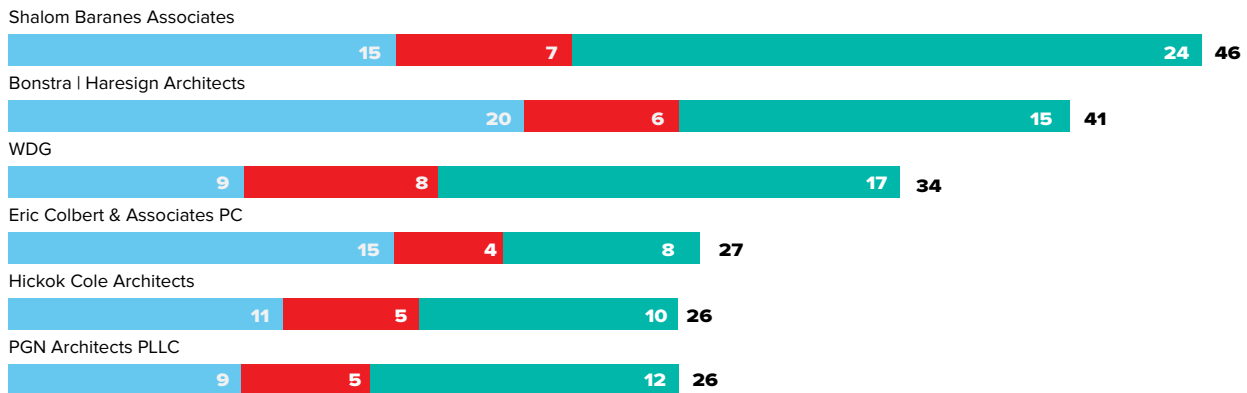
The figures below list the developers, architects and contractors that have been the most active in contributing to DC's development activity since January 2010.

■ Completed
■ Under Construction
■ Pipeline

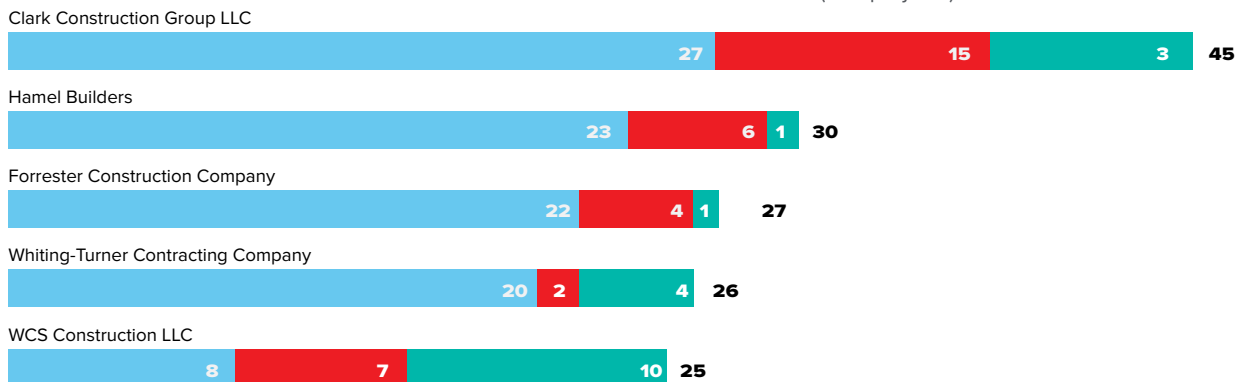
MOST ACTIVE DEVELOPERS SINCE 2010 (# of projects)¹



MOST ACTIVE ARCHITECTS SINCE 2010 (# of projects)¹



MOST ACTIVE GENERAL CONTRACTORS SINCE 2010 (# of projects)¹



¹. projects completed since 2010, under construction or in the pipeline (excludes government agencies and colleges/universities)

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RESIDENTIAL
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5,000 Residents; 34,000 Employees

DC's Fastest Growing Neighborhood?

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Exciting Parks & Waterfront?

10 Acres of parks

Retail Diversity?

1 Grocery store; 29 Restaurants



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OFFICE DEVELOPMENT IN WASHINGTON, DC

OFFICE





OFFICE

By: Nevena Bosnic, Senior Research Analyst, CBRE

Washington, DC is one of the largest and most dynamic office markets in the U.S., recording among the highest rental and lowest vacancy rates of major markets. However, since 2011, the combination of a post-recessionary environment, budgetary cuts, political gridlock, and workspace densification has affected demand for office space.

OFFICE RBA INVENTORY

125.1M

Square Feet (Q2 2015)

NET ABSORPTION

373,743

Square Feet (Q3 2014-Q2 2015)

TOTAL OFFICE VACANCY RATE

10.9%

Q2 2015

OVERALL AVG. ASKING RATE

\$53.74

Q2 2015, FS

Workplace strategies have been a significant driver of real estate utilization and footprint. Firms are redesigning their workspaces not only to reduce overhead, but also to foster a flexible and collaborative work environment, and to improve talent acquisition as well as corporate branding.

With millennials replacing baby boomers over the next 10 to 15 years, tenants need to ensure that their space is able to evolve around the inevitable generational and cultural shifts. These trends combined with advancements in technology, which have enabled telecommuting, have contributed to the decrease in overall space requirements and average sq. ft. per employee.

The market continues to observe a “flight to quality” with leasing activity dominated by Trophy and Class A product. Real estate decisions are increasingly based on access to amenities and services, quality of the building, as well as the efficiency of the space layout.

The federal government is a major occupier of space, accounting for 30% of the total office inventory in DC. Leasing by the federal government continues to be constrained as agencies are improving their space utilization as a result of the “freeze the footprint” policy. Short-term lease extensions have become more common. Between 2016 and 2021, the GSA has 12.6 million sq. ft. of leases expiring in DC. The impact on the market is likely to be dramatic due to the amount of supply coming to market versus the declining net demand of federal leasing.

Law firms are also under pressure to cut expenses and improve efficiency. Moreover, the legal industry has been largely affected by recent mergers and acquisitions (M&A) activity. Two mergers—the Morgan Lewis & Bingham McCutchen consolidation, and the merger between McKenna Long & Aldridge and Dentons—added a combined 218,000 sq. ft. of vacant space to the market in 2015. Law firms are a key driver of the overall flight to quality trend in the market.

The limited availability of large blocks of quality space in the urban core has prompted law firms to consider new, high-end developments in non-traditional locations. New construction in Mt. Vernon Triangle and the adjacent area has attracted Venable to 600 Massachusetts Avenue, NW, as well as Arnold & Porter to 601 Massachusetts Avenue, NW.

In the past year, both Fannie Mae and the Washington Post decided to leave the properties they own and relocate into leased space. While the Washington Post’s headquarters will move to One Franklin Square in the East End in 2016, Fannie Mae will move into the former Washington Post site in the CBD for its new headquarters. The mortgage-finance giant signed a 700,000-sq.-ft. lease at 15th and L Streets, NW, making it the largest private sector office lease in DC’s history.

Most of the demand growth in DC has been driven by non-traditional sectors, including non-profit organizations and the burgeoning tech industry and co-working sector. During the first half of 2015,



non-profit organizations—which currently occupy about 13% of DC’s inventory—contributed 199,000 sq. ft. of positive absorption, and are expected to further drive demand in the market. Non-profits have counteracted nearly half of the occupancy loss from the legal and government sectors since 2014. This has led DC to record almost 300,000 sq. ft. of positive absorption during the first half of 2015, indicating that the market may have reached an inflection point.

In order to combat the large blocks of vacant space added to market as a result of tenants downsizing and relocating, landlords have taken significant steps to attract new and/or retain current tenants by offering rich incentive packages vis-à-vis tenant improvement allowances (TI) and abatement. However, the market has begun to post modest growth in asking rental rates.

Over the quarter, all product types recorded increases in asking rents, with the overall rate rising \$0.54 to \$53.74 per sq. ft. per annum on a full service basis in Q2 2015. The Trophy sector saw its average asking rental rate rise \$0.50 to \$73.63 per sq. ft., while Class A rates increased \$0.53 to \$54.87 per sq. ft.

Meanwhile, the average TI package allowance has been relatively higher for Trophy/Class A space, while commoditized space has recorded a higher average abatement. Landlords have also invested in building renovations as an alternate strategy to backfill vacant space. By upgrading product to enhance efficiency, landlords have also focused on adding more amenities in order to keep pace with the demands of the evolving employee base.

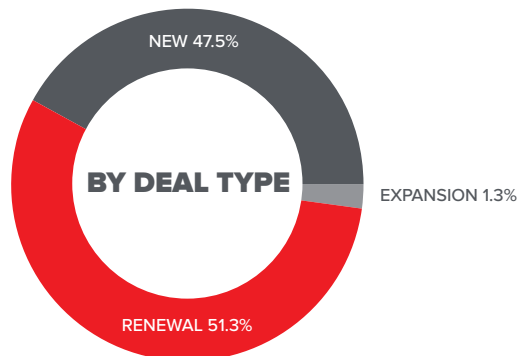
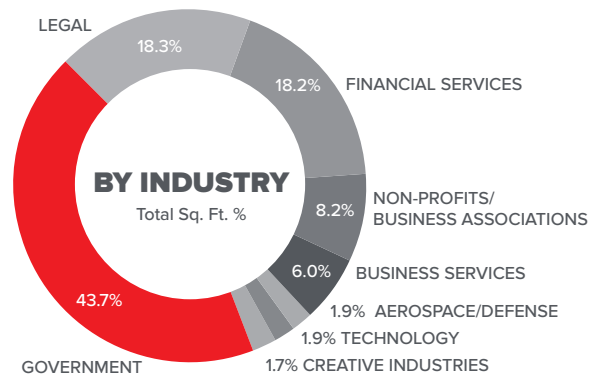
INCENTIVE PACKAGES IN THE DC OFFICE MARKET

COUNTRY	TI ALLOWANCE (PER SQ. FT.)	ABATEMENT (PER YEAR OF TERM)
Trophy/Class A	\$100-120	~ one month
Commodity Space	\$60-80	> one month

Source: CBRE Research; Q2 2015

Looking ahead, DC is forecast to observe office-using job gains, which are expected to translate into a modest increase in market demand. Although the densification and consolidation trends will continue to counteract demand, DC is well-placed to observe pockets of expansion in its office market as well as a rebounding economy. ■

TOP 30 LARGEST DC OFFICE LEASES BY SQ. FT. (Q1 2015-Q3 2015)



Source: CBRE Research, September 2015.





DEVELOPMENT OVERVIEW

TOP 30 LARGEST DC OFFICE LEASES SIGNED (Q1 2015–Q3 2015)

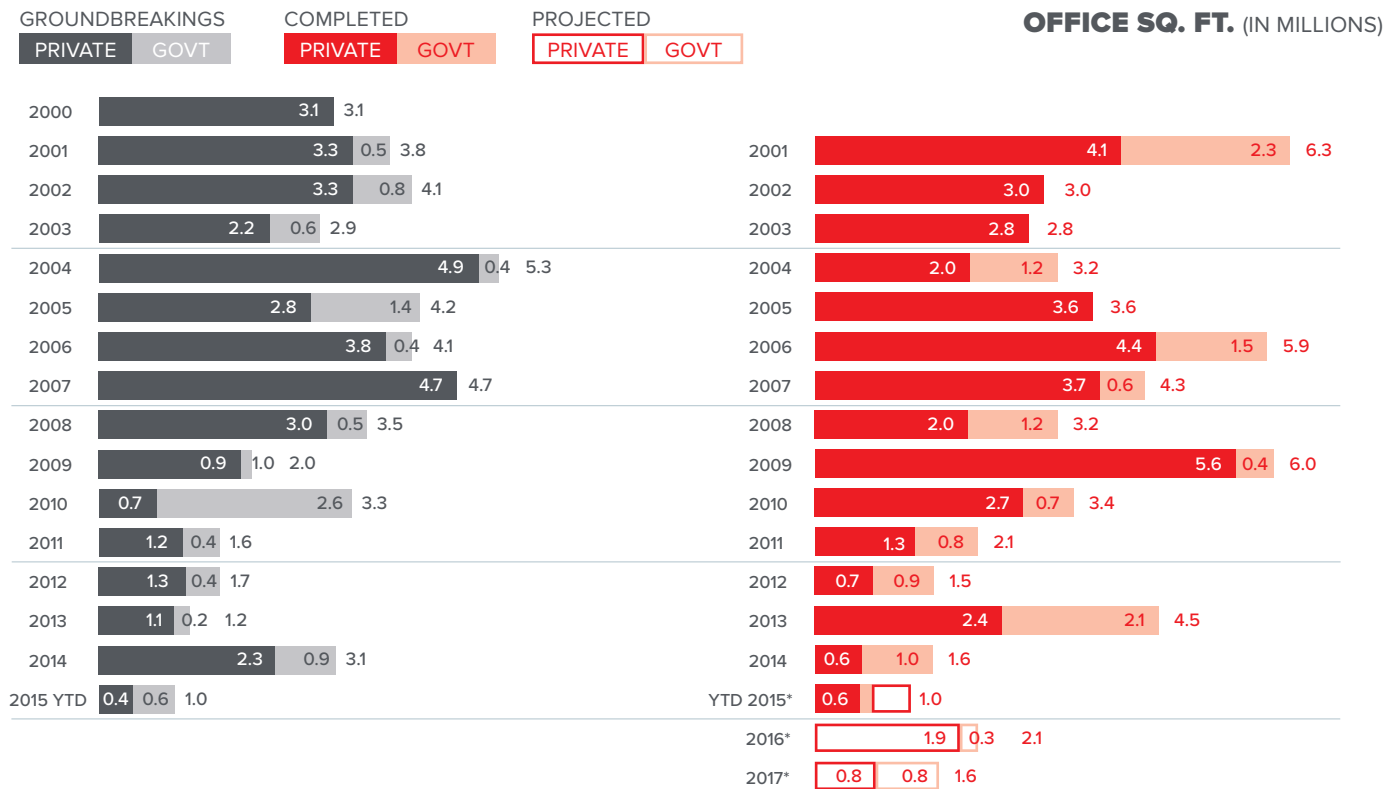
TENANT	LOCATION	SUBMARKET	SQ. FT.	DATE	TYPE
Fannie Mae	1150 15th St., NW	East End	700,000	Q1 2015	New
GSA-Department of Justice	601 D St., NW	East End	520,180	Q3 2015	Renewal
GSA-Department of Justice	1425 New York Ave., NW	East End	250,073	Q1 2015	Renewal
Dickstein Shapiro	1825 Eye St., NW	CBD	200,000	Q3 2015	Renewal
Kirkland & Ellis	1301 Pennsylvania Ave., NW	East End	188,000	Q2 2015	New
GSA-Bureau of Economic Analysis	1441 L St., NW	East End	176,071	Q2 2015	Renewal
GSA-DHS Office of Inspector General	1120 Vermont Ave., NW	East End	170,000	Q2 2015	Renewal
GSA-FBI	1025 F St., NW	East End	152,022	Q1 2015	Renewal
GSA-Customs and Border Protection	1400 L St., NW	East End	140,580	Q3 2015	Extension
International Food Policy Research Institute	1201 Eye St., NW	East End	100,000	Q3 2015	New
Drinker, Biddle & Reath	1500 K St., NW	CBD	91,973	Q1 2015	Renewal
GSA-CNCS	250 E St., SW	Southwest	84,606	Q1 2015	New
GSA-Dept. of Housing and Urban Development	425 3rd St., SW	Southwest	76,200	Q1 2015	Renewal
Lockheed Martin	300 M St., SE	Capitol Riverfront	73,808	Q1 2015	Renewal
Uber Technologies	1717 Rhode Island Ave., NW	CBD	73,808	Q1 2015	New
Blackboard, Inc.	1111 19th St., NW	CBD	70,482	Q3 2015	New
Fox News	400-444 North Capitol St., NW	Capitol Hill	64,605	Q3 2015	Renewal
American Psychiatric Association (APA)	800 Maine Ave., SW	Southwest	63,017	Q3 2015	New
Cozen O'Connor	1200 19th St., NW	CBD	62,762	Q3 2015	New
Ropes and Gray	2099 Pennsylvania Ave., NW	CBD	60,406	Q1 2015	New
GSA-Department of Labor	375 E St., SW	Southwest	58,143	Q1 2015	New
APCO	1299 Pennsylvania Ave., NW	East End	56,536	Q2 2015	New
Save the Children	899 North Capitol St., NE	NOMA	55,000	Q2 2015	New
LivingSocial	1445 New York Ave., NW	East End	52,376	Q2 2015	Renewal
GSA-Immigration and Customs Enforcement (ICE)	950 L'Enfant Plaza., SW	Southwest	51,505	Q3 2015	New
WeWork	1336 Florida Ave., NW	Uptown	51,000	Q3 2015	New
New America Foundation	740 15th St., NW	CBD	50,536	Q1 2015	New
Morgan Lewis & Bockius	1111 Pennsylvania Ave., NW	East End	49,268	Q3 2015	Expansion
Bracewell Giuliani	2001 M St., NW	CBD	48,582	Q2 2015	New
American Association of University Women	1310 L St., NW	East End	48,129	Q3 2015	New

Source: CBRE Research, September 2015.

DEVELOPMENT OVERVIEW



AUGUST 2015



*projections based on targeted delivery dates of projects under construction as of August 2015

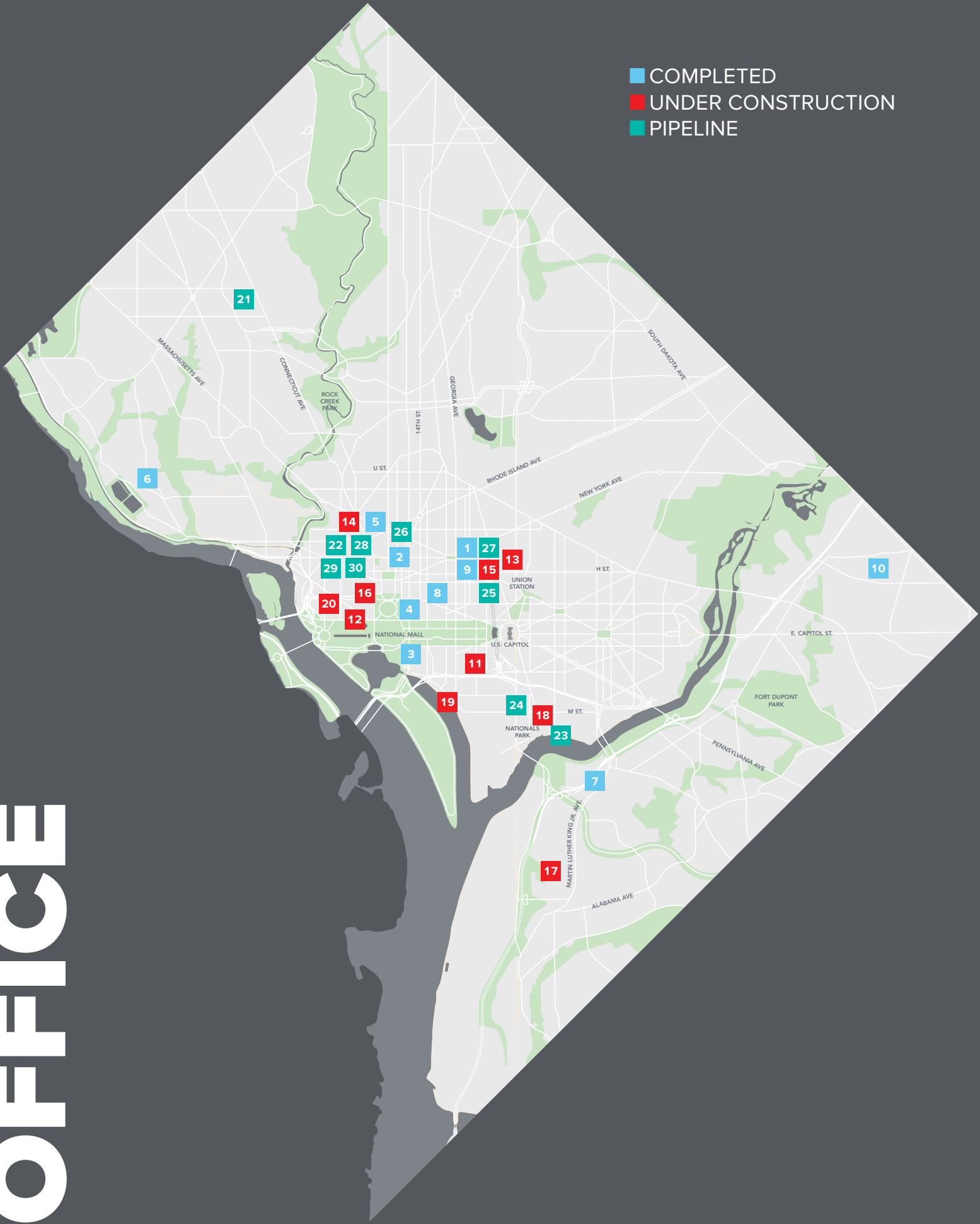
OFFICE DEVELOPMENT (AUG 2015)

	PROJECTS	OFFICE SQ. FT.
Completed (since 2001)	243	52,132,681
2004	12	3,201,153
2005	17	3,622,716
2006	25	5,903,380
2007	16	4,276,463
2008	20	3,236,473
2009	23	6,033,060
2010	10	3,408,455
2011	9	2,113,869
2012	8	1,531,946
2013	20	4,469,239
2014	10	1,569,830
2015 YTD	4	651,500
Under Construction	27	4,383,881
2015 delivery	3	361,600
2016 delivery	17	2,123,745
2017+ delivery	7	1,898,536
Pipeline	105	40,652,053
Near Term	22	6,046,265
Medium Term	27	5,844,136
Long Term	56	28,761,652
TOTAL	375	97,168,615



OFFICE

- COMPLETED
- UNDER CONSTRUCTION
- PIPELINE





PROJECT	WARD	LOCATION	DEVELOPER(S)	OFFICE SF	EST. VALUE (\$M) ¹	DELIVERY ²
TOP OFFICE PROJECTS COMPLETED (2Q 2014–AUGUST 2015)						
1	Association of American Medical Colleges	6	655 K St., NW	Hines/JM Zell	273,200	\$115 2Q 14
2	Lafayette Building	2	811 Vermont Ave., NW	GSA	129,000	\$118 2Q 14
3	Sidney Yates Building Renovation	6	14th & Independence Ave., SW	GSA	180,000	\$24 2Q 14
4	U.S. Dept. of Commerce - Herbert Hoover Bldg (Ph III)	2	14th & Constitution Ave., NW	GSA	246,813	\$58 3Q 14
5	1200 Seventeenth Street	2	1200 17th St., NW	Akridge/Mitsui Fudosan America	162,000	\$120 3Q 14
6	German Embassy Renovation	3	4645 Reservoir Rd., NW	Federal Republic of Germany	116,768	\$47 4Q 14
7	Reunion Square	8	2235 Shannon Pl., SE	Curtis Development/Four Points	80,549	\$25 4Q 14
8	900 G Street	2	900 G St., NW	MRP Realty/ASB Real Estate	103,500	\$65 1Q 15
9	601 Massachusetts Avenue	6	601 Massachusetts Ave., NW	Boston Properties	460,500	\$150 3Q 15
10	MPD Sixth District Headquarters	7	5002 Hayes St., NE	Department of General Services	80,000	\$25 3Q 15

TOP OFFICE PROJECTS UNDER CONSTRUCTION

11	National Square	6	500 D St., SW	Trammell Crow Company	342,000	\$140 3Q 15
12	Department of the Interior (Phase VI)	2	1849 C St., NW	GSA	221,357	\$60 1Q 16
13	Republic Square (Ph II)	6	660 North Capitol St., NW	Republic Properties Corporation	195,000	\$65 1Q 16
14	2001 M Street	2	2001 M St., NW	Brookfield Properties	285,000	2Q 16
15	600 Massachusetts Avenue	2	600 Massachusetts Ave., NW	Gould Property Company/Oxford Properties Group	381,592	\$206 3Q 16
16	Consumer Financial Protection Bureau HQ Modernization	2	1700 G St., NW	GSA	503,000	\$139 3Q 17
17	Center Building (DHS HQ)	8	St. Elizabeths West Campus	GSA	284,000	\$155 3Q 17
18	99 M Street	6	1st & M St., SE	Skanska	215,000	\$116 3Q 17
19	The Wharf (Ph I)	6	Southwest Waterfront	Hoffman-Madison Waterfront	230,000	\$806 4Q 17
20	Harry S. Truman Building Modernization (Ph IC)	2	2201 C St., NW	GSA	290,536	\$97 2Q 18

TOP OFFICE PROJECTS PIPELINE (Near Term)

21	4000 Connecticut Avenue	3	4000 Connecticut Ave., NW	The 601 W Companies	620,000	2017
22	2110 Pennsylvania Avenue	2	2110 Pennsylvania Ave., NW	George Washington University/Skanska	243,500	\$100 2017
23	DC Water HQ	6	125 O St., SE	DC Water	151,300	\$55 2017
24	1 M Street	6	1 M St., SE	Monument Realty	116,000	2017
25	Capitol Crossing (North Block)	2	I-395 at 3rd, E & Massachusetts Ave., NW	Property Group Partners/Center Place Holdings LLC	954,000	\$1,075 2018
26	Washington Post Site	2	1150 15th St., NW	Carr Properties	825,000	\$375 2018
27	655 New York Avenue	6	655 New York Ave., NW	Douglas Development Corporation	670,000	2018
28	Alexander Court	2	2001 K St., NW	Rockrose Development	185,000	2018
29	2100 L Street	2	2100 L St., NW	Akridge/Argos Group LLC	182,000	\$147 2018
30	2100 K Street	2	2100 K St., NW	Blake Real Estate	150,000	2018

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

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



DEVELOPMENT HIGHLIGHTS

Image courtesy of Gould Property Company



600 MASSACHUSETTS AVENUE

LOCATION: 600 Massachusetts Avenue, NW
DEVELOPER(S): Gould Property Company/Oxford Properties Group
ARCHITECT(S): CORE
CONTRACTOR(S): Clark Construction Group
LEED: Platinum **EST. VALUE:** \$206 million
STATUS: Under Construction **TARGETED DELIVERY:** 3Q 2016

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

Image courtesy of Douglas Development



655 NEW YORK AVENUE

LOCATION: 655 New York Avenue, NW
DEVELOPER(S): Douglas Development Corporation
ARCHITECT(S): Shalom Baranes Associates
CONTRACTOR(S): James G Davis Construction Corporation
STATUS: Near Term
TARGETED DELIVERY: 2018/2019

SPECS: 655 New York Avenue will be the new home for The Advisory Board which is expected to lease about 500,000 sq. ft. in 655 New York Avenue (2019 move-in). The project will total 670,000 sq. ft. (gross) of office space and 65,000 sq. ft. (gross) of retail space.

Image courtesy of the Nokia BID



REPUBLIC SQUARE (PHASE II)

LOCATION: 660 North Capitol Street, NW
DEVELOPER(S): Republic Properties Corporation
ARCHITECT(S): Devroux & Purnell Architects-Planners PC/Leo A Daly
CONTRACTOR(S): Balfour Beatty Construction
LEED: Silver **EST. VALUE:** \$65 million
STATUS: Under Construction **TARGETED DELIVERY:** 1Q 2016

SPECS: 660 North Capitol Street is the second phase of the Republic Square development. The new eight-story, 200,000 sq. ft. office building will also offer 5,000 sq. ft. of retail space.



601 MASSACHUSETTS AVENUE

LOCATION: 601 Massachusetts Avenue, NW
DEVELOPER(S): Boston Properties
ARCHITECT(S): Duda Paine Architects
CONTRACTOR(S): Clark Construction Group LLC
LEED: Gold **EST. VALUE:** \$150 million
STATUS: Completed **TARGETED DELIVERY:** 3Q 2015

SPECS: This 11-story office building offers 460,500 sq. ft. of office space (anchored by Arnold & Porter) and 18,300 sq. ft. of retail/restaurant space. The main lobby includes a nine-story atrium, scaling down to a two-story space.

DEVELOPMENT HIGHLIGHTS



Image courtesy of Gensler



WARD 6

NATIONAL SQUARE

LOCATION: 500 D Street, SW
DEVELOPER(S): Trammell Crow Company
ARCHITECT(S): Gensler
CONTRACTOR(S): Clark Construction Group LLC
LEED: Gold **EST. VALUE:** \$140 million
STATUS: Under Construction **TARGETED DELIVERY:** 3Q 2015

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

Image courtesy of FRGP



WARD 2

CAPITOL CROSSING

LOCATION: I-395 at 3rd, E & Massachusetts Avenue, NW
DEVELOPER(S): Property Group Partners/Center Place Holdings LLC
ARCHITECT(S): Kevin Roche John Dinkeloo & Associates LLC/SOM/Kohn Pedersen Fox & Associates
CONTRACTOR(S): Balfour Beatty Construction
LEED: Platinum **EST. VALUE:** \$1.3 billion
STATUS: Under Construction (platform)
TARGETED DELIVERY: 2Q 2018

SPECS: Capitol Crossing will be a 2.2 million sq. ft. mixed-use development built above I-395. Upon full built-out the project will offer 1.9 million sq. ft. of office space, 63,000 sq. ft. of retail space and 150 residential units (or hotel). Utility work began in 1Q 2014 with the delivery of the first office buildings (954,000 sq. ft.) in the North Block expected by 2Q 2018.

Image courtesy of Douglas Development



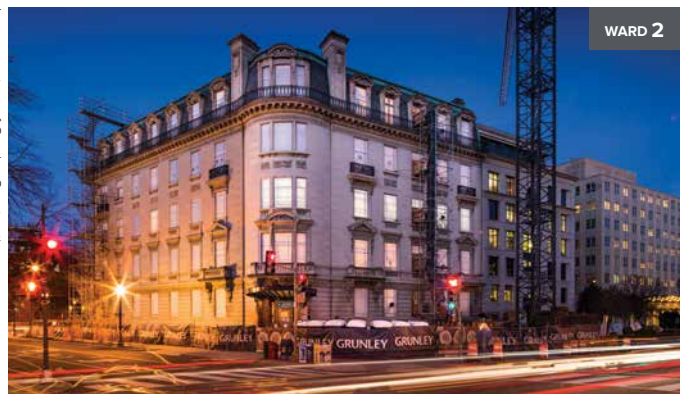
WARD 2

1000 F STREET

LOCATION: 1000 F Street, NW
DEVELOPER(S): Douglas Development Corporation
ARCHITECT(S): Shalom Baranes Associates
CONTRACTOR(S): James G Davis Construction Corporation
LEED: Gold **STATUS:** Under Construction
TARGETED DELIVERY: 4Q 2016

SPECS: 1000 F Street will be an 11-story, 100,000 sq. ft. office building with 7,000 sq. ft. of ground floor retail, anchored by American Eagle. An existing two-story historic structure on the site will be incorporated into the development.

Image courtesy of Grunley Construction



WARD 2

1785 MASSACHUSETTS AVENUE

LOCATION: 1785 Massachusetts Avenue, NW
DEVELOPER(S): AEI
ARCHITECT(S): Hartman-Cox Architects
CONTRACTOR(S): Grunley Construction
EST. VALUE: \$46 million
STATUS: Under Construction **TARGETED DELIVERY:** 1Q 2016

SPECS: The American Enterprise Institute will relocate its headquarters to Dupont Circle. The five-story, 68,000 sq. ft. building (c. 1917) is a National Historic Landmark and will undergo a renovation including the addition of a 24,000 sq. ft. new basement level.



DEVELOPMENT HIGHLIGHTS

Image courtesy of Gensler



2110 PENNSYLVANIA AVENUE

LOCATION: 2110 Pennsylvania Avenue, NW
DEVELOPER(S): George Washington University/Skanska
ARCHITECT(S): Gensler
CONTRACTOR(S): Skanska
LEED: Gold **EST. VALUE:** \$100 million
STATUS: Near Term **TARGETED DELIVERY:** 2017/2018

SPECS: The project will redevelop several university-owned investment properties on Pennsylvania Avenue into a 250,000 sq. ft. office building with 6,500 sq. ft. of retail space. The GWU and the private developer plan to enter into a ground lease arrangement.

Image courtesy of Carr Properties



WASHINGTON POST SITE

LOCATION: 1150 15th Street, NW
DEVELOPER(S): Carr Properties
ARCHITECT(S): WDG/SHoP
CONTRACTOR(S): Clark Construction Group LLC
LEED: Gold
STATUS: Near Term **TARGETED DELIVERY:** 2018

SPECS: The current 342,000 sq. ft. headquarters of The Washington Post will be redeveloped into a 13-story, 875,000 sq. ft. office building with about 50,000 sq. ft. of retail space (in a series of retail pavilions). Fannie Mae is expected to lease about 700,000 sq. ft. and house 3,500 employees in the building.

Image courtesy of The Wilkes Company



901 4TH STREET

LOCATION: 901 4th Street, NW
DEVELOPER(S): Quadrangle Development/The Wilkes Company
ARCHITECT(S): Hartman-Cox Architects
LEED: Silver **EST. VALUE:** \$65 million
STATUS: Near Term **TARGETED DELIVERY:** 2Q 2018

SPECS: 901 4th Street is part of the two million sq. ft., mixed-use Mount Vernon Place and will offer 125,000 sq. ft. of office space and 5,000 sq. ft. of retail space.

Image courtesy of City Partners LLC



SQUARE 5914

LOCATION: 1290 Alabama Avenue, SE
DEVELOPER(S): City Partners LLC/Sanford Capital
ARCHITECT(S): Maurice Walters
LEED: Gold **EST. VALUE:** \$95 million
STATUS: Medium Term **TARGETED DELIVERY:** 2019

SPECS: The project is adjacent to the Congress Heights Metrorail Station and will be developed into a 236,000 sq. ft. office building with 8,600 sq. ft. retail space and a 206-unit apartment building with 6,500 sq. ft. of retail space.

RETAIL DEVELOPMENT IN WASHINGTON, DC

RE TAIL



RETAIL

By: Dillion Chapman, Retail Research Coordinator, CBRE

Washington, DC has remained on a growth trajectory in 2015—it continues to attract new residents, investors and retailers.

2014 TAXABLE RETAIL & RESTAURANT SALES¹

\$12.2B

7% Increase from 2013

UNDER CONSTRUCTION

1.9M

Retail Square Feet

POPULATION GROWTH²

10.8%

2010-2015

NEW GROCERY STORES

6

Under Construction

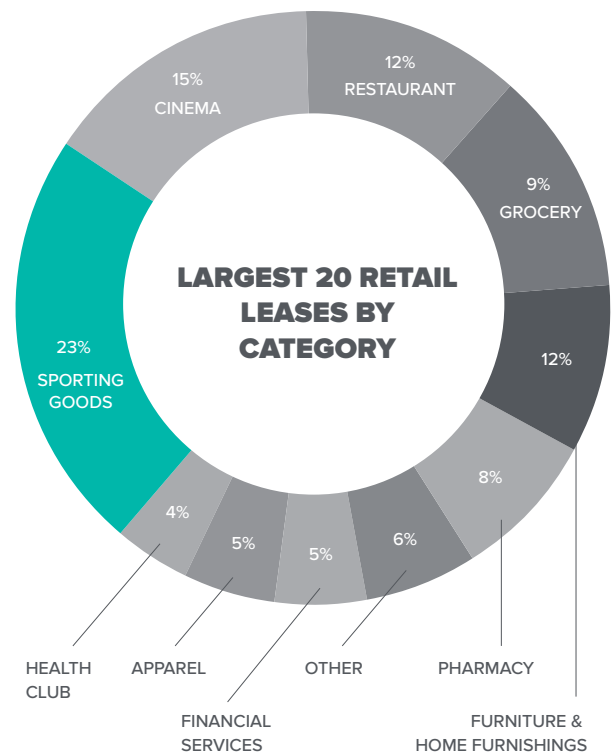
From 2010 to 2015, DC's population grew 10.8%, representing one of the largest gains among select major U.S. retail cities (second only to a 12.0% jump in Denver, CO).³ This increase, combined with DC's status as a gateway city, has drawn foreign investors to DC in recent years. One notable retail-related example is the \$700 million of equity that Qatari Diar has committed to CityCenterDC.⁴

These positive population and investment trends are two of several factors that have led retailers to expand their presence, open flagship locations or enter DC for the first time. National retailers and restaurants that have completed first-to-market deals include:

- **& Other Stories** (3245 M ST. NW)
- **Burn By Rocky Patel** (477 H ST. NW)
- **Fig & Olive** (CITYCENTERDC)
- **Lilith** (CITYCENTERDC)
- **Morgenthal Frederics** (CITYCENTERDC)
- **Nobu** (2501 M ST. NW)
- **Philz Coffee** (1827 ADAMS MILL RD. NW)
- **Shinola** (1631 14TH ST. NW)
- **Showplace Icon** (THE YARDS)
- **Warby Parker** (3225 M ST. NW & 1921-1924 8TH ST. NW)

International new entrants include the following retailers, which happen to occupy spaces less than 10,000 sq. ft.:

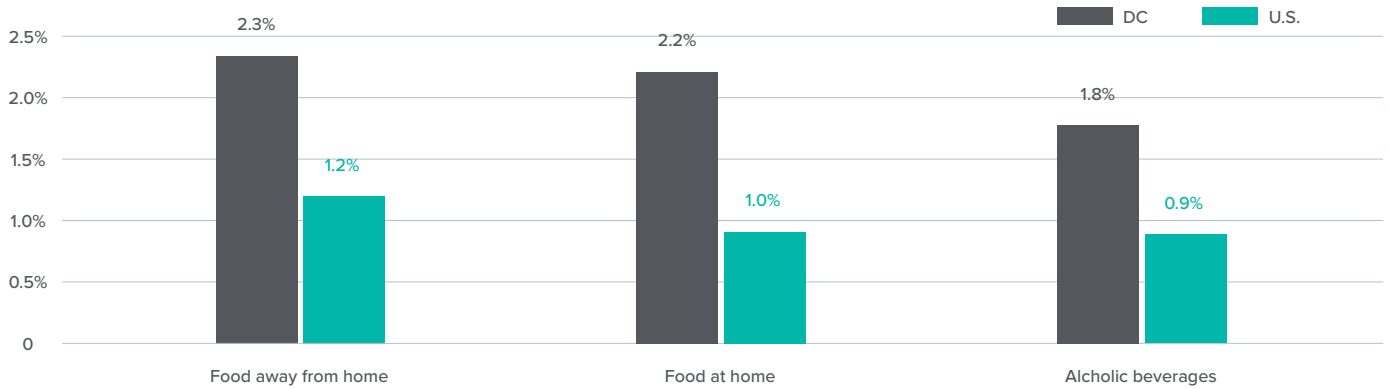
- **Arc'Teryx** (CITYCENTERDC)
- **Canali** (CITYCENTERDC)
- **Caudalie Boutique** (CITYCENTERDC)
- **Frank & Oak** (1921-1924 8TH ST. NW)
- **Ladurée** (3060 M ST. NW)⁵
- **Mango Tree** (CITYCENTERDC)



1. Office of the Chief Financial Officer (FY 2016 Proposed Budget & Financial Plan) 2. U.S. Census
 3. Nielsen (select cities included Boston, Chicago, Dallas, Denver, Miami, Los Angeles, New York, Oakland, Philadelphia, San Diego, and San Francisco). 4. Washington Business Journal. April 2011. 5. Eater (9/8/15).

Source: CBRE Research, September 2015

CONSUMER EXPENDITURE GROWTH PROJECTIONS, FOOD & BEVERAGE, 2015-2020



Source: Nielsen, CBRE Research, September 2015

While grocers and sporting goods retailers have taken some of DC’s anchor spaces, restaurant retailers have stayed in the lead in terms of number of leases. DC’s crowded restaurant scene continues to expand at an intensely competitive pace, which is expected to result in a “survival-of-the-fittest” process in coming years. As seen in the graph above, Nielsen anticipates that DC will experience roughly double the nation’s percentage growth in food and beverage spending in the next five years, which could perhaps support the further increase DC’s supply of food and beverage retail.

LARGEST 20 RETAIL LEASES (YTD 2015)

COMPANY NAME	ADDRESS	PROJECT/DEVELOPMENT	SQ. FT.	TYPE OF DEAL	SUBMARKET
Showplace Icon	N Pl., SE	The Yards	66,000	New	Capitol Riverfront
REI	1109-1199 Delaware Ave, NE	Uline Arena	52,000	New	NoMa
Dick’s Sporting Goods	New York & S Dakota Aves, NE	The Shops at Dakota Crossing	50,000	New	Fort Lincoln/Dakota Crossing
Whole Foods ¹	965 Florida Ave, NW	The Griffith	40,000	New	Shaw
PNC	1913 Massachusetts Ave, NW	1913 Massachusetts Ave, NW	24,000	Sale & Leaseback	Dupont
Marshalls	New York & S Dakota Aves, NE	The Shops at Dakota Crossing	23,000	New	Fort Lincoln/Dakota Crossing
Cost Plus World Market	5335 Wisconsin Ave, NW	Chevy Chase Pavilion	19,000	Renewal	Friendship Heights
Brooklyn Winery	Water & 4th Streets, SE	The Yards	16,000	New	Capitol Riverfront
Washington Sports Club	2251 Wisconsin Ave, NW	2251 Wisconsin Ave, NW	16,000	Renewal	Glover Park
Rite Aid	2255 Wisconsin Ave, NW	2255 Wisconsin Ave, NW	14,000	New	Glover Park
Farmers & Distillers	600 Massachusetts Ave, NW	600 Massachusetts Ave, NW	13,000	New	Mt. Vernon Triangle
Cheesecake Factory	5335 Wisconsin Ave, NW	Chevy Chase Pavilion	13,000	Renewal	Friendship Heights
PetSmart	New York & S Dakota Aves, NE	The Shops at Dakota Crossing	12,000	New	Fort Lincoln/Dakota Crossing
Walgreens	40 Massachusetts Ave, NE	Union Station	12,000	New	NoMa
Tenleytown Hardware	4500 Wisconsin Ave, NW	Cityline at Tenley	12,000	Renewal	Tenleytown
Nobu	2501 M St., NW	2501 M St., NW	12,000	New	Foggy Bottom
GAP	1120 Connecticut Ave, NW	1120 Connecticut Ave, NW	11,000	Renewal	Downtown DC
Trader Joe’s	750 Pennsylvania Ave, SE	Hine School Redevelopment	11,000	New	Capitol Hill
& Other Stories	3245 M St, NW	3245 M St, NW	11,000	New	Georgetown
CVS	655 K St, NW	655 K St, NW	10,000	New	Mt. Vernon Triangle

Source: CBRE Research, Q2 2015 (sq. ft. rounded to nearest thousand)

1. Media.wholefoodmarket.com/news, May 2015.



DEVELOPMENT OVERVIEW

DC is celebrating the arrival of several national sporting goods entrants. For instance, REI recently inked a 52,000-sq.-ft. lease in northeast DC, representing its fifth flagship store in the country. Nike also demonstrated its faith in DC by opening its first East Coast Nike Factory “Community Store” at the new Hecht Warehouse redevelopment.

Another important new entry in this segment is Dick’s Sporting Goods, which recently signed a 50,000-sq.-ft. lease for its first-ever DC location at the Shops at Dakota Crossing (where Costco and Lowe’s also made their DC debuts). This recent signing, along with the signings of the project’s two junior anchors (PetSmart and Marshalls), mark an exciting achievement for this highly anticipated project, which is set to deliver the final phase of small shops in Q3 2016.

Lidl, a German supermarket chain, is also making its entrée into the DC area. The ambitious grocer recently opened its U.S. headquarters

in the DC metropolitan area, and committed to opening 80 units in the region.¹ Lidl’s announcements are also part of a larger narrative of the aggressiveness of grocers in general, who are bullish on DC. Examples of this trend can be seen on page 35, which lists Trader Joe’s and Whole Foods as two of the largest retail leases signed in DC through August 2015.

DC’s retail strength is demonstrated in rental rate growth in the 14th & U Street neighborhood. Since 2013, the rental rate (per sq. ft.) rose dramatically from the \$70s to the \$100s. Since that jump, multiple retailers have signed leases at rates near the \$100 per sq. ft. mark, which was previously only recorded in the Penn Quarter/Chinatown/F Street and Georgetown submarkets.

An additional key story is CityCenterDC, where retail leasing has continued to progress healthily. As of September 2015, 83% of Phase I stood leased, while another 17,000 sq. ft. was under signed letters of intent. Also notable is the development’s emphasis on luxury fashion,

1. Forbes, July 2015.






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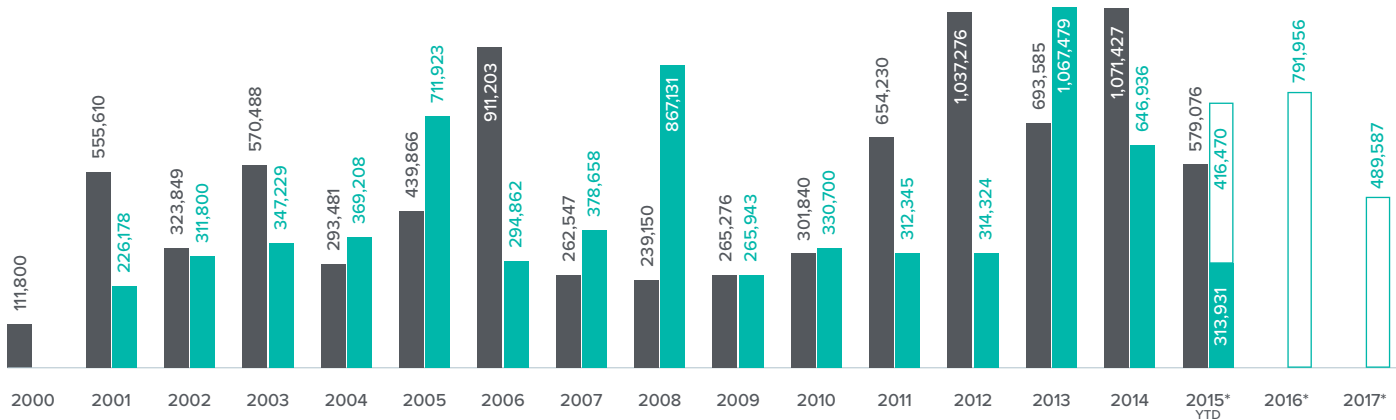


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■ GROUND BREAKING ■ COMPLETED □ PROJECTED

AUGUST 2015

RETAIL SQ. FT.



Source: WDCRP Research (August 2015)

*projections based on targeted delivery dates of projects under construction as of August 2015

which gives CityCenterDC a unique flavor. “Fashion” will comprise an estimated 63% of the first phase’s 185,000 sq. ft. of retail. One of the key fashion leases signed in 2015 at CityCenterDC was Gucci, which took 6,000 sq. ft.

The Wharf is another project aiming to establish its own brand in DC. Several local and regional celebrity chefs and restaurateurs are locking in leases. Mike Isabella and Jennifer Carroll announced plans for their 4,000-sq.-ft. Wharf concept called Requin.¹ Also notable are the Hilton Brothers, who have signed a Letter of Intent, and Jamie Leeds, who intends to open a Hank’s Oyster Bar in 2017.² Additionally, Jackie Greenbaum confirmed that she is close to finalizing a lease for a 3,500-sq.-ft. space. Approximately 11% of The Wharf’s 3.2 million sq. ft. will be retail.³ ■

RETAIL DEVELOPMENT (AUG 2015)

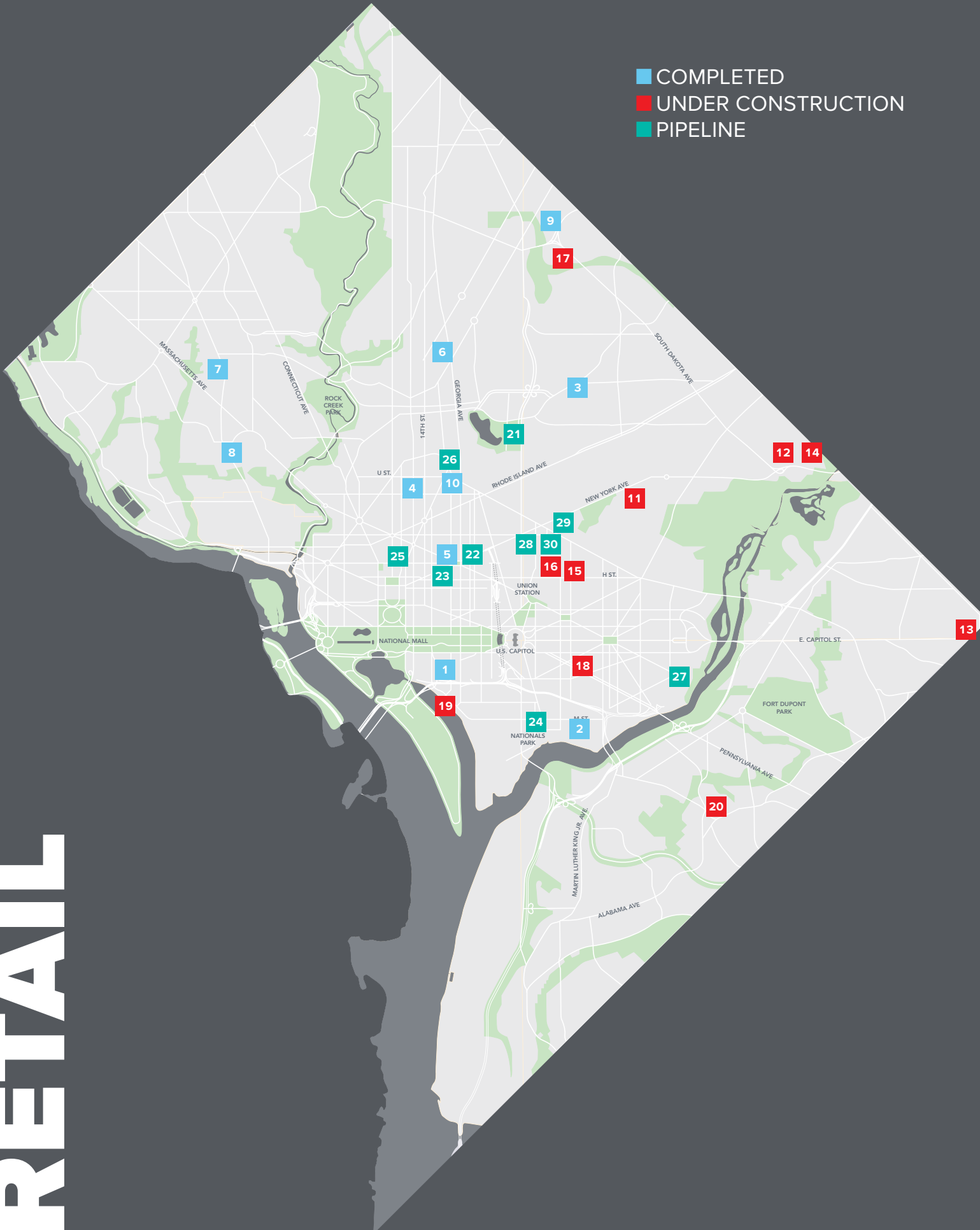
	PROJECTS	RETAIL SQ. FT.
Completed	312	6,758,647
2001	18	226,178
2002	22	311,800
2003	19	347,229
2004	22	369,208
2005	26	711,923
2006	24	294,862
2007	22	378,658
2008	22	867,131
2009	27	265,943
2010	10	330,700
2011	11	312,345
2012	16	314,324
2013	28	1,067,479
2014	27	646,936
2015 YTD	18	313,931
Under Construction	67	1,918,013
2015 delivery	16	416,470
2016 delivery	39	791,956
2017+ delivery	12	709,587
Pipeline	198	4,990,661
Near Term	51	802,817
Medium Term	62	1,096,651
Long Term	85	3,091,193
TOTAL	577	13,667,321

Source: WDCRP Research (August 2015)

1. Washington Post, August 2015. 2. Washington Business Journal, April 2015. 3. Wharfdc.com

RETAIL

- COMPLETED
- UNDER CONSTRUCTION
- PIPELINE





PROJECT	WARD	LOCATION	DEVELOPER(S)	RETAIL SF	EST. VALUE (\$M) ¹	DELIVERY ²
TOP RETAIL PROJECTS COMPLETED (2Q 2014 - August 2015)						
1	L'Enfant Plaza Redevelopment (Phase II)	6 950 L'Enfant Plaza, SW	The JBG Companies	93,000	\$17	2Q 14
2	Twelve12	6 1212 4th St., SE	Forest City Washington	88,000	\$100	2Q 14
3	Monroe Street Market	5 700–800 blocks of Monroe St., NE	Abdo Development/Bozzuto Group/Catholic University	56,915	\$150	2Q 14
4	The Louis at 14th	2 1420 U St., NW	The JBG Companies/Georgetown Strategic Capital	44,000	\$100	2Q 14
5	Marriott Marquis	2 901 Massachusetts Ave., NW	Quadrangle Development/Capstone Development /ING/Marriott	25,000	\$520	2Q 14
6	The Swift	4 3830 Georgia Ave., NW	Duball LLC/Safeway	62,000	\$65	3Q 14
7	Cathedral Commons	3 3336 & 3400–3430 Wisconsin Ave., NW	Ahold USA/Bozzuto Group/Southside Investment Partners	127,000	\$130	4Q14–2Q15
8	2251 Wisconsin Avenue	3 2251–2255 Wisconsin Ave., NW	Altus Realty Partners/Chesapeake Realty Partners	28,277	\$32	2Q 15
9	Fort Totten Square	4 South Dakota Ave. & Riggs Rd., NE	The JBG Companies/Lowe Enterprises	130,000	\$120	3Q 15
10	The Shay	1 8th & 9th St. & Florida Ave., NW	The JBG Companies	28,000	\$50	2Q15–4Q15

TOP RETAIL PROJECTS UNDER CONSTRUCTION

11	Hecht Warehouse District	5 1401 New York Ave., NE	Douglas Development Corporation	200,800		4Q14–4Q15
12	The Shops at Dakota Crossing (Ph II - Lowe's)	5 2425 Market St., NE	Ft. Lincoln New Town Corp./Trammell Crow/CSG Urban Partners	130,000	\$20	4Q 15
13	Capitol Gateway Marketplace	7 58th & East Capitol Sts., NE	A&R Development/DC Housing Authority	162,200	\$100	3Q 16
14	The Shops at Dakota Crossing (Ph III)	5 New York & South Dakota Aves., NE	Ft. Lincoln New Town Corp./Trammell Crow/CSG Urban Partners	135,000	\$20	4Q 16
15	Apollo	6 610 H St., NE	Insight Property Group LLC	75,000	\$190	4Q 16
16	Uline Arena	6 1140 3rd St., NE	Douglas Development Corporation	72,975	\$125	4Q 16
17	ART Place at Fort Totten (Ph I)	5 5180 South Dakota Ave., NE	Cafritz Foundation	104,701	\$125	2Q 17
18	Hine Junior High School	6 700 Pennsylvania Ave., SE	Stanton Development Corp./EastBanc/Dantes Partners/Jarvis Co.	60,000	\$190	3Q 17
19	The Wharf (Ph I)	6 Southwest Waterfront	Hoffman-Madison Waterfront	190,000	\$806	4Q 17
20	Skyland Town Center (Ph I)	7 Alabama Ave. & Naylor Rd., SE	Rappaport/WC Smith/MHCDO/Washington East Foundation/DMPED	220,000	\$150	2018

TOP RETAIL PROJECTS PIPELINE (Near Term)

21	McMillan Sand Filtration Site	5 North Capitol St. & Michigan Ave., NW	Vision McMillan/EYA/Jair Lynch/Trammell Crow/DMPED	80,000	\$720	2018
22	655 New York Avenue	6 655 New York Ave., NW	Douglas Development Corporation	65,000		2018
23	CityCenterDC (Conrad Hotel)	2 950 New York Ave., NW	Hines	50,000		2018
24	Half & N	6 Half & N Sts., SE	Jair Lynch Real Estate Partners/MacFarlane Partners	50,000	\$152	2018
25	Washington Post Site	2 1150 15th St., NW	Carr Properties	50,000		2018
26	The Griffith	1 965 Florida Ave., NW	MRP Realty/Ellis Development Group/Fundrise	41,000	\$120	2018
27	Reservation 13 (Ph I)	7 19th & Massachusetts Ave., SE	Donatelli Development/Blue Skye Development/DMPED	40,000	\$80	2018
28	N Street NoMa (South block)	6 1st & N Sts., NE	The JBG Companies/Brandywine Realty Trust	30,000	\$275	2018
29	Shapiro Residences	5 1270 4th St., NE	EDENS/Level 2 Development	30,000	\$150	2018
30	301/331 N Street	6 301 N St., NE	Foulger-Pratt	35,000	\$150	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 A&R Development



CAPITOL GATEWAY MARKETPLACE

LOCATION: 58th & East Capitol Streets, NE
DEVELOPER(S): A&R Development/DC Housing Authority
ARCHITECT(S): Lessard Design/Bowman Consulting
CONTRACTOR(S): Clark Builders Group
LEED: Silver **EST. VALUE:** \$100 million
STATUS: Under Construction **TARGETED DELIVERY:** 3Q 2016 - 2017

SPECS: The 10-acre site will be redeveloped into approximately 162,200 sq. ft. of retail space, anchored by a 135,000 sq. ft. Walmart, and 312 apartments. There is also a restaurant pad site available (up to 8,800 sq. ft.). The Walmart will deliver first (2016) followed by the residential.

Image courtesy of Hoffman-Madison Waterfront



THE WHARF (PHASE I)

LOCATION: Southwest Waterfront
DEVELOPER(S): Hoffman-Madison Waterfront
ARCHITECT(S): various
CONTRACTOR(S): Clark Construction Group/Clark Builders Group
LEED: Gold **EST. VALUE:** \$806 million
STATUS: Under Construction **TARGETED DELIVERY:** 4Q 2017

SPECS: The 1.86 million sq. ft. Phase I redevelopment of the Southwest Waterfront will include 230,000 sq. ft. of office space, 190,000 sq. ft. of retail space, 872 residential units, 683 hotel rooms, 140,000 sq. ft. of cultural and entertainment space and 1,475 underground parking spaces.

Image courtesy of Hines



THE PARKS AT WALTER REED

LOCATION: 6800 Georgia Avenue, NW
DEVELOPER(S): Hines/Urban Atlantic/Triden Development Group/DMPED
ARCHITECT(S): Torti Gallas and Partners
CONTRACTOR(S): Whiting-Turner Contracting Company
EST. VALUE: \$1 billion **STATUS:** Long Term

SPECS: More than 66 acres of the 110-acre campus will be redeveloped into 3.1 million sq. ft. of mixed-use development. The proposal calls for 2,160 residential units, 230,000 sq. ft. of retail space, 310,000 sq. ft. of office space, 20 acres of open space along with hotel, art, educational and medical uses.

Image courtesy of City Interests



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: \$52 million
STATUS: Near Term **TARGETED DELIVERY:** 4Q 2017

SPECS: The 58,883 sq. ft. South Capitol Street Shopping Center will be redeveloped into a 195-unit affordable housing building with 5,000 sq. ft. of retail/restaurant space and 109 parking spaces.

Image courtesy of Douglas Development



ULINE ARENA

LOCATION: 1140 3rd Street, NE
DEVELOPER(S): Douglas Development Corporation
ARCHITECT(S): Antunovich Associates
CONTRACTOR(S): James G Davis Construction Corporation
LEED: Gold
STATUS: Under Construction **TARGETED DELIVERY:** 4Q 2016

SPECS: The Uline Arena project will include the adaptive re-use of the existing 110,000 sq. ft. barrel vaulted arena and adjacent Ice House. The redevelopment plan calls for 172,000 sq. ft. of office space and 73,000 sq. ft. of retail space, anchored by a 51,000 sq. ft. flagship REI (11/2016 opening).

Visualization by Interface Multimedia



MCMILLAN SAND FILTRATION SITE

LOCATION: North Capitol Street & Michigan Avenue, NW
DEVELOPER(S): Vision McMillan (EYA/Jair Lynch Real Estate Partners/ Trammell Crow Company)/DMPED
ARCHITECT(S): Perkins Eastman/Shalom Baranes Associates/ MV+A Architects/David Jameson/Lessad Design/ Nelson Byrd Woltz
LEED: Silver **EST. VALUE:** \$720 million
STATUS: Near Term **TARGETED DELIVERY:** 2018

SPECS: The 24.1-acre site will be redeveloped into a 2.0 million sq. ft. mixed-use development. Plans call for 1.0 million sq. ft. of office/healthcare space, up to 670 residential units (for-sale and rental), 80,000 sq. ft. of retail space (anchored by a 53,000 sq. ft. Harris Teeter) and 12-acres of public open spaces, anchored by an eight-acre central park with a 17,500 sq. ft. community center.

Image courtesy of Douglas Development



HECHT WAREHOUSE DISTRICT

LOCATION: 1401 New York Avenue, NE
DEVELOPER(S): Douglas Development Corporation
ARCHITECT(S): Antunovich Associates
CONTRACTOR(S): Clark Construction Group LLC/McCullough Construction LLC
STATUS: Under Construction
TARGETED DELIVERY: 4Q 2014 - 2015

SPECS: The redevelopment plan calls for 330 apartments and 200,800 sq. ft. of retail space on the 9.8-acre site. The historic Hecht's Warehouse will be converted into apartments and retail. An adjacent building includes one floor of retail below a parking garage. MOM's Organic Market opened in November 2014 and Nike opened its first East Coast Community Store in April 2015.

Image courtesy of WC Smith



SKYLAND TOWN CENTER (PHASE I)

LOCATION: Alabama Avenue & Naylor Road, SE
DEVELOPER(S): Rappaport/WC Smith/Marshall Heights CDO/ Washington East Foundation/DMPED
ARCHITECT(S): Torti Gallas and Partners
CONTRACTOR(S): WCS Construction LLC/L. F. Jennings Inc.
LEED: Silver **EST. VALUE:** \$150 million
STATUS: Under Construction (land development)
TARGETED DELIVERY: 2018

SPECS: The redevelopment of the 18.5-acre Skyland Shopping Center will occur in phases and result in up to 340,000 sq. ft. of retail space, 485 residential units and nearly 1,700 parking spaces. Phase I is planned to include 220,000 sq. ft. of retail space (anchored by a 120,000 sq. ft. Walmart) and 263 apartments.

R DEVELOPMENT HIGHLIGHTS

Image courtesy of The Wilkes Company



300 M

LOCATION: 300 M Street, NE
DEVELOPER(S): The Wilkes Company
ARCHITECT(S): Hickok Cole Architects
LEED: Gold **EST. VALUE:** \$132 million
STATUS: Near Term **TARGETED DELIVERY:** 1Q 2018

SPECS: The planned 12-story, mixed-use project will have 416 apartments, 10,000 sq. ft. of retail space and 187 parking spaces in a two-level underground garage. The property is located one block from the NoMa-Gallaudet Metrorail Station.

Image courtesy of Insight Property Group



APOLLO

LOCATION: 610 H Street, NE
DEVELOPER(S): Insight Property Group LLC
ARCHITECT(S): SK & I Architectural Design Group LLC
CONTRACTOR(S): John Moriarty & Associates of Virginia LLC
LEED: Silver **EST. VALUE:** \$190 million
STATUS: Under Construction **TARGETED DELIVERY:** 4Q 2016

SPECS: Apollo will be a 431-unit apartment building with 75,000 sq. ft. of retail space, anchored by a 38,300 sq. ft. Whole Foods. There will also be approximately 438 underground parking spaces and 165 bicycle spaces.

Image courtesy of MRP Realty



THE GRIFFITH

LOCATION: 965 Florida Avenue, NW
DEVELOPER(S): MRP Realty/Ellis Development Group/Fundrise/The JBG Companies
ARCHITECT(S): PGN Architects PLLC
EST. VALUE: \$120 million **STATUS:** Near Term
TARGETED DELIVERY: 2018

SPECS: The Griffith is a mixed-use project that will feature 354 apartments and a 41,000 sq. ft. Whole Foods. The site was awarded to the development team from the DC government via RFP in 2013.



FORT TOTTEN SQUARE

LOCATION: South Dakota Avenue & Riggs Road, NE
DEVELOPER(S): The JBG Companies/Lowe Enterprises
ARCHITECT(S): Hickok Cole Architects
CONTRACTOR(S): Clark Builders Group
EST. VALUE: \$120 million **STATUS:** Completed
TARGETED DELIVERY: 2Q 2015

SPECS: The first phase of the Ft. Totten Square development delivered 345 apartments, 130,000 sq. ft. of retail space and 747 parking spaces. The retail will be anchored by a 120,000 sq. ft. urban-format LEED-certified Walmart (4Q 2015 opening).

Image courtesy of Jair Lynch Real Estate Partners



HALF & N

LOCATION: Half & N Streets, SE
DEVELOPER(S): Jair Lynch Real Estate Partners/MacFarlane Partners
ARCHITECT(S): Hord Coplan Macht Inc
EST. VALUE: \$152 million
STATUS: Near Term **TARGETED DELIVERY:** 4Q 2018

SPECS: The east side of Half Street between M & N Streets, SE (just north of Nationals Park) will be redeveloped into a 10-story, 306-unit apartment building with approximately 50,000 sq. ft. of retail space. Phase II could include an additional 130 residential units and 10,000 sq. ft. of retail space.

Images courtesy of EastBanc Inc



HINE JUNIOR HIGH SCHOOL

LOCATION: 700 Pennsylvania Avenue, SE
DEVELOPER(S): Stanton Development Corporation/EastBanc Inc/Dantes Partners/Jarvis Company
ARCHITECT(S): Esocoff & Associates
CONTRACTOR(S): Clark Construction Group LLC
LEED: Gold **EST. VALUE:** \$190 million
STATUS: Under Construction **TARGETED DELIVERY:** 3Q 2017

SPECS: The former Hine Junior High School site will be redeveloped into a mixed-use project offering 156,000 sq. ft. of office space, 156 apartments, up to 60,000 sq. ft. of retail (anchored by an 11,000 sq. ft. Trader Joe's) and 330 below-grade parking spaces.

Image courtesy of WC Smith



AGORA

LOCATION: 800 New Jersey Avenue, SE
DEVELOPER(S): WC Smith
ARCHITECT(S): SK & I Architectural Design Group LLC
CONTRACTOR(S): WCS Construction LLC
LEED: Silver **EST. VALUE:** \$141 million
STATUS: Under Construction **TARGETED DELIVERY:** 4Q 2016-1Q 2017

SPECS: Agora is a 336-unit apartment building that will feature a 39,000 sq. ft. Whole Foods with two levels of grocery parking above the store. The eight top stories will contain the loft-style apartments, featuring 10-foot ceilings, offering views above the I-395 highway.

Visualization by Interface Multimedia



ART PLACE AT FORT TOTTEN (PHASE I)

LOCATION: 5180 South Dakota Avenue, NE
DEVELOPER(S): Cafritz Foundation
ARCHITECT(S): EE&K Architects/MV+A Architects/Shalom Baranes Associates
CONTRACTOR(S): Foulger-Pratt
LEED: Silver **EST. VALUE:** \$125 million
STATUS: Under Construction **TARGETED DELIVERY:** 2Q 2017

SPECS: Phase I will deliver 104,700 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.

R DEVELOPMENT HIGHLIGHTS



TAKOMA CENTRAL

LOCATION: 235–255 Carroll Street, NW
DEVELOPER(S): Level 2 Development/Federal Capital Partners
ARCHITECT(S): SGA Companies
CONTRACTOR(S): Hamel Builders
LEED: Silver **EST. VALUE:** \$41 million
STATUS: Completed **TARGETED DELIVERY:** 4Q 2014–3Q 2015

SPECS: Takoma Central consists of 150 apartments and 9,500 sq. ft. of retail space, anchored by a 6,500 sq. ft. Busboys and Poets. The project features a five-story Victorian-style warehouse design connected by a glass “hyphen” to a four-story brick and stone contemporary building. Half the units delivered in December 2014 and the other half delivered in August 2015.



RESERVATIONS 13 (PHASE I)

LOCATION: 19th & Massachusetts Avenue, SE
DEVELOPER(S): Donatelli Development/Blue Skye Development LLC/DMPED
ARCHITECT(S): GTM Architects
CONTRACTOR(S): McCullough Construction LLC/Blue Skye Construction LLC
EST. VALUE: \$80 million
STATUS: Near Term **TARGETED DELIVERY:** 4Q 2018

SPECS: The proposed development consists of two buildings totaling 354 apartments (30% affordable for those making up to 60% AMI), up to 60,000 sq. ft. of retail space and 222 underground parking spaces.



NEW CITY (SQUARE 4268)

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

SPECS: Douglas Development has purchased the 15-acre site and could build up to 1.5 million sq. ft. of residential, hotel and retail uses.



SAINT ELIZABETHS EAST (PHASE I)

LOCATION: Saint Elizabeths East Campus
DEVELOPER(S): Redbrick Development Group/Gragg Cardona Partners/DMPED
ARCHITECT(S): Perkins Eastman
STATUS: Near-Medium Term **TARGETED DELIVERY:** 2017-2019

SPECS: The redevelopment vision for the 183-acre site calls for up to five million sq. ft. of mixed-use development. Phase I may include a 171,000 sq. ft. office building with 47,000 sq. ft. of retail space, 250 mixed-income multi-family rental units and 60-120 townhomes.¹ The DC government is investing approximately \$100 million in infrastructure improvements.

1. Washington Business Journal (10/18/15)



RESIDENTIAL

TENTIAL

RESIDENTIAL DEVELOPMENT IN WASHINGTON, DC

RESIDENTIAL

By: Nevena Bosnic, Senior Research Analyst, CBRE

The District of Columbia has seen its multi-family real estate market expand significantly with growth in its population, employment, and income.

TOTAL DC HOUSEHOLDS ¹	MARKET RATE APARTMENT INVENTORY ²	CLASS A MARKET RATE APARTMENT NET ABSORPTION ³	HOUSING PERMITS ISSUED ⁴
287,506	98,960	3,815	21%
		Q3 2014–Q2 2015	Increase

Residential building permits are being issued at twice the rate as the previous decade. According to the U.S. Census Bureau, the number of privately-owned residential units authorized in the five-year period from 2010 to 2014 has already surpassed the 10-year period between 2000 and 2009.

Between 2010 and 2015, Nielson estimates that DC's population grew 10.8%, spurred primarily by the growth in young professionals (25 to 44 years old). This group rose 30.6% in the 10-year period between 2005 and 2014 and continues to comprise a growing share of the total population.

The state of DC's housing market looks promising with recent figures released by RealEstate Business Intelligence (RBI). The median sale price, for condo/coop, detached & attached, increased 9.5% over the year to \$520,000 in August 2015, while the YTD median figure rose 5.0% during the same timeframe.

MARKET FUNDAMENTALS

The growth in young professionals has been the primary driver behind the strong demand for apartments in DC. Millennials are increasingly renting apartments rather than owning homes due to shifts in lifestyle preferences, as well as the impact of the recent recession (2007 – 2009). According to CBRE Econometric Advisors, DC recorded net absorption of 4,544 units in Q2 2015, the third highest rate in the last five years. The total net absorption for the

trailing four quarters was 240% of the 20-year historical average. Vacancy has dropped to 4.7% and rent growth is once again positive.

BUILDING TRENDS

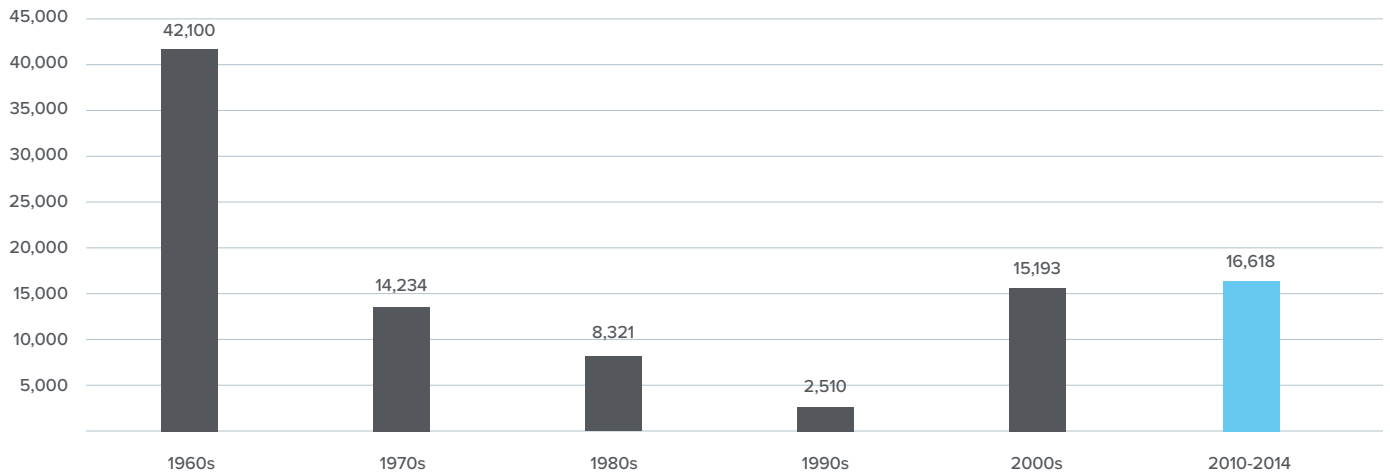
The average size of a one-bedroom apartment has been declining for the past 15 years, dropping about 15% from the early 2000s as compared to today. A typical size of a 1BR/1BA unit has declined from approximately 850 sq. ft. in the early 2000s to around 725–750 sq. ft. today. Shrinking unit sizes helped maintain absolute rent levels, thereby generating rent growth in per square foot rental rates. Renters in DC are increasingly more focused on proximity to public transportation (e.g. Metrorail, Metrobus, etc.) and other location-based amenities.

DC RENTAL TRENDS BY NEIGHBORHOOD

According to Axiometrics, the Downtown-Logan Circle neighborhood observed DC's highest effective rental rate of \$2,466 during Q2 2015. The lowest effective rent of \$1,658 was seen in northeast DC in the Brookland-Fort Totten neighborhood. Occupancy rates remain high, ranging from 93.9% in Anacostia-NE DC to 96.9% in the Howard University-Mount Pleasant-Brightwood corridor.

1. District of Columbia Economic and Revenue Trends (August 2015) 2. REIS, as of 2Q 2015. Includes units in competitive, private sector buildings with 40 or more units. (Retrieved from District of Columbia Economic and Revenue Trends, August 2015) 3. District of Columbia Economic and Revenue Trends/Delta Associates (August 2015) 4. District of Columbia Economic and Revenue Trends (12-month period ending June 2015 vs 12-month period ending June 2014).

NEW PRIVATELY-OWNED HOUSING UNITS AUTHORIZED BY DECADE



Source: U.S. Census (Building Permit Estimates), September 2015

OUTLOOK

With construction booming, the residential real estate market remains a bright spot in DC. Growth in Class A properties' rental rates is a promising sign of overall market strengthening. However, while DC is projected to see its population expand and labor market strengthen, the deceleration in the pace of growth is likely to impact the longer-term outlook for residential real estate. ■

APARTMENT RENTAL RATES (Q2 2015)

NEIGHBORHOOD	EFFECTIVE MONTHLY RENT	OCCUPANCY RATE
Anacostia-NE DC	\$1,929	93.9%
Brookland-Ft. Totten	\$1,658	95.9%
Capitol Hill-SW	\$2,064	95.9%
Downtown-Logan Circle	\$2,466	95.3%
Dupont-Adams Morgan	\$2,048	95.6%
Howard University-Mt. Pleasant-Brightwood	\$1,897	96.9%
NW DC-Georgetown	\$1,881	94.0%
Woodley Park-Cleveland Park-Van Ness	\$2,135	95.1%

Source: Axionometrics, Q2 2015



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DOWNTOWNDC

	GROUNDBREAKINGS		COMPLETED		PROJECTED		RESIDENTIAL UNITS				
	RENTAL	HO	RENTAL	HO	RENTAL	HO					
2000	2,272	286	2,558								
2001			3,538	1,148	4,686	1,750	920	2,670			
2002			4,138		1,914	6,052	2,920	591	3,511		
2003	2,390		1,624		4,014	3,454	635	4,089			
2004	1,004		2,531		3,535	2,828		1,837	4,665		
2005			2,817		758	5,837	1,828		2,128	3,956	
2006			2,598		1,767	4,365	1,399		2,584	3,983	
2007	2,817		758		3,575	2,547		2,586	5,133		
2008	1,460	246	1,706			2,564		1,718	4,282		
2009	753	173	926			2,721		912	3,633		
2010			3,524	446	3,970	1,385	524	1,909			
2011				5,004	499	5,503	1,574	369	1,943		
2012				5,672	556	6,228	3,428	482	3,910		
2013			4,171	679	4,850	3,913	567	4,480			
2014				5,306	1,302	6,608			5,961	318	6,279
2015 YTD			3,690	392	4,082	1,864	505	2,259	635	5,263	
2016 ¹								5,150	1,029	6,179	
2017 ¹								3,737	221	3,958	

RESIDENTIAL DEVELOPMENT (August 2015)

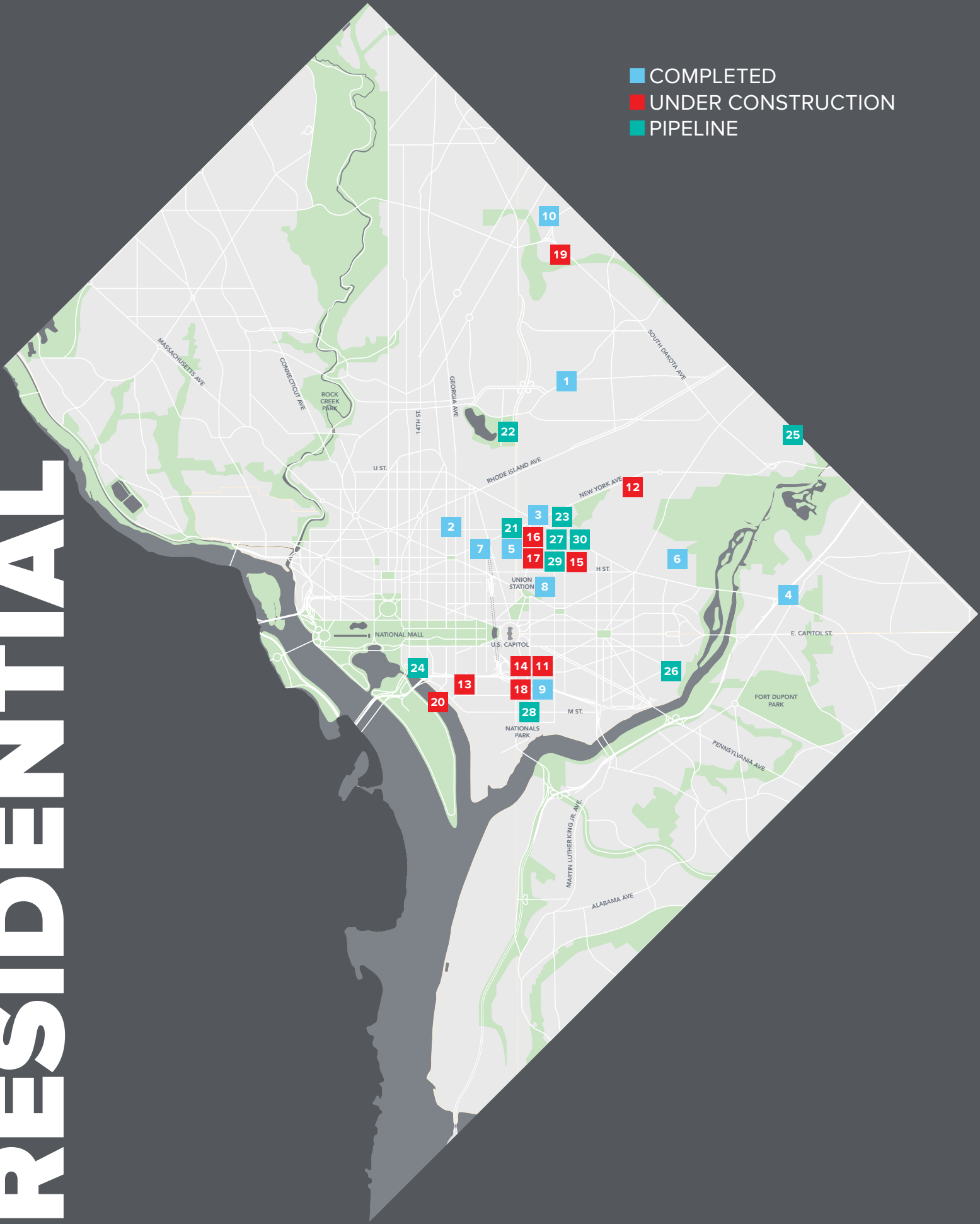
	PROJECTS	SQ. FT.	UNITS ²	RENTAL	H.O. ³	CONDOS
Completed (since 2001)	538	56,912,172	56,812	40,136	16,676	13,200
2005	45	4,170,870	3,956	1,828	2,128	2,061
2006	46	4,340,551	3,983	1,399	2,584	2,335
2007	50	5,825,803	5,133	2,547	2,586	2,083
2008	41	4,229,734	4,282	2,564	1,718	1,649
2009	35	3,589,130	3,633	2,721	912	718
2010	21	2,186,187	1,909	1,385	524	146
2011	22	1,899,277	1,943	1,574	369	269
2012	30	3,983,523	3,910	3,428	482	173
2013	35	3,746,803	4,480	3,913	567	463
2014	34	5,813,063	6,279	5,961	318	139
2015 YTD	24	1,972,074	2,369	1,864	505	396
Under Construction	93	12,180,360	13,294	11,409	1,885	1,558
2015 delivery	32	2,951,982	2,894	2,259	635	562
2016 delivery	47	5,348,378	6,179	5,150	1,029	775
2017+ delivery	14	3,880,000	4,221	4,000	221	221
Pipeline	243	53,091,680	55,084	24,314	6,590	5,329
Near Term	74	9,685,445	10,684	8,742	1,366	911
Medium Term	92	11,454,160	13,117	7,709	2,154	1,727
Long Term	77	31,952,075	31,283	7,863	3,070	2,691
TOTAL	874	122,184,212	125,190	75,859	25,151	20,087

1. projections based on targeted delivery dates of projects under construction as of August 2015 2. rental and homeownership may not total to residential units due to lack of information for pipeline projects

3. includes condos/co-ops, single-family and other for-sale units

RESIDENTIAL

- COMPLETED
- UNDER CONSTRUCTION
- PIPELINE



PROJECT	WARD	LOCATION	DEVELOPER(S)	UNITS	TYPE ¹	EST. VALUE (\$M) ²	DELIVERY ³
TOP RESIDENTIAL PROJECTS COMPLETED (2Q 2014–August 2015)							
1	Monroe Street Market	5 700–800 blocks of Monroe St., NE	Abdo Development/Bozzuto Group/Catholic University	562	R	\$150	2Q 14
2	CityMarket at O Street (Ph I)	6 1400 7th St., NW	Roadside Development/Dantes Partners	497	R	\$265	2Q 14
3	Elevation at Washington Gateway	5 100 Florida Ave., NE	MRP Realty	400	R	\$100	3Q 14
4	Park 7	7 Minnesota Ave. & Benning Rd., NE	Donatelli Development/Blue Skye Development	376	R	\$60	3Q 14
5	2 M Street	6 North Capitol & M St., NE	WC Smith/The Warrenton Group	314	R	\$95	3Q 14
6	Fairway Park Apartments	5 21st, 22nd St. and Maryland Ave., NE	WC Smith/Enterprise Community Partners	406	R	\$54	4Q 14
7	415 L Street	6 415 L St., NW	Steuart Investment Company/Paradigm Development	393	R	\$100	4Q 14
8	Station House	6 701 2nd St., NE	Fisher Brothers	375	R	\$100	1Q 15
9	Parc Riverside	6 1011 1st St., SE	Toll Brothers	287	R	\$100	1Q 15
10	Fort Totten Square	4 South Dakota Ave. & Riggs Rd., NE	The JBG Companies/Lowe Enterprises	345	R	\$120	3Q 15

TOP RESIDENTIAL PROJECTS UNDER CONSTRUCTION

11	Park Chelsea	6 880 New Jersey Ave., SE	WC Smith	429	R	\$150	4Q 15
12	Hecht Warehouse District	5 1401 New York Ave., NE	Douglas Development Corporation	330	R		4Q 15
13	Eliot on 4th	6 1001 4th St., SW	Waterfront Associates/Forest City Washington/Vornado/CES	365	R	\$100	3Q 16
14	Agora	6 800 New Jersey Ave., SE	WC Smith	336	R	\$141	4Q 16
15	Apollo	6 610 H St., NE	Insight Property Group LLC	431	R	\$190	4Q 16
16	AVA NoMa	6 55 M St., NE	AvalonBay Communities	438	R	\$145	1Q 17
17	Camden NoMa (Ph II)	6 61 Pierce St., NE	Camden Property Trust	405	R	\$130	1Q 17
18	909 Half Street	6 20 K St., SE	Ruben Companies/Related Companies	383	R	\$100	1Q 17
19	ART Place at Fort Totten (Ph I)	5 5180 South Dakota Ave., NE	Cafritz Foundation	520	R	\$125	2Q 17
20	The Wharf (Ph I)	6 Southwest Waterfront	Hoffman-Madison Waterfront	872	R/O	\$806	4Q 17

TOP RESIDENTIAL PROJECTS PIPELINE (Near Term)

21	33 N Street	6 33 N St., NE	The JBG Companies	346	R		2017
22	McMillan Sand Filtration Site	5 North Capitol St. & Michigan Ave., NW	Vision McMillan/EYA/Jair Lynch/Trammell Crow/DMPED	670	R/O	\$720	2018
23	Shaprio Residences	5 1270 4th St., NE	EDENS/Level 2 Development	465	R	\$150	2018
24	The Portals (Ph V)	6 1331 Maryland Ave., SW	Republic Properties Corporation	368	R/O	\$145	2018
25	Fort Lincoln Multifamily Project	5 Commodore Joshua Barney Dr., NE	Fort Lincoln New Town Corporation	363	R/O	\$82	2018
26	Reservation 13 (Ph I)	7 19th & Massachusetts Ave., SE	Donatelli Development/Blue Skye Development/DMPED	354	R	\$80	2018
27	The Highline at Union Market	5 320 Florida Ave., NE	Level 2 Development/Clark Enterprises	315	R	\$94	2018
28	Half & N	6 Half & N Sts., SE	Jair Lynch Real Estate Partners/MacFarlane Partners	306	R	\$152	2018
29	Toll Brothers City Living	6 200 K St., NE	Toll Brothers	296	R	\$120	2018
30	301/331 N Street	6 301 N St., NE	Foulger-Pratt	350	R	\$150	2019

1. R=rental, O=ownership

2. may include non-residential components & pipeline values may include additional phases (\$ in millions)

3. delivery date may reflect phase I delivery or final phase delivery for pipeline projects

R DEVELOPMENT HIGHLIGHTS

Image courtesy of Foulger-Pratt Companies



301 / 331 N STREET

LOCATION: 301 N Street, NE
DEVELOPER(S): Foulger-Pratt
ARCHITECT(S): Torti Gallas and Partners/AA Studio
CONTRACTOR(S): Foulger-Pratt
LEED: Silver **EST. VALUE:** \$150 million
STATUS: Near Term **TARGETED DELIVERY:** 1Q 2019

SPECS: Foulger-Pratt plans to build 350 residential units and up to 35,000 sq. ft. of retail space on an existing industrial site. The site will be rezoned and the project will incorporate an existing historic structure. There are also plans for a 160-room hotel on the site.

Image courtesy of BonstraHaresign Architects



2321 4TH STREET

LOCATION: 2321 4th Street, NE
DEVELOPER(S): 2321 4th Street LLC/H Street CDC/E&G Group
ARCHITECT(S): Bonstra|Haresign Architects
CONTRACTOR(S): Harkins Builders Inc
EST. VALUE: \$37 million
STATUS: Under Construction **TARGETED DELIVERY:** 2Q 2016

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



460NYA

LOCATION: 460 New York Avenue, NW
DEVELOPER(S): Bozzuto Group/NV Commercial
ARCHITECT(S): WDG
CONTRACTOR(S): Bozzuto Group **EST. VALUE:** \$20 million
STATUS: Completed **TARGETED DELIVERY:** 2Q 2015

SPECS: 460NYA is an 11-story, 63-unit boutique condominium building with a 3,000 sq. ft. penthouse. The parking garage features a mechanical parking system that can park 36 cars in 12 lifts, each suspending three vehicles.

Image courtesy of Jair Lynch Real Estate Partners



ANTHOLOGY

LOCATION: 625 H Street, NE
DEVELOPER(S): Jair Lynch Real Estate Partners
ARCHITECT(S): Hord Coplan Macht Inc
CONTRACTOR(S): Donohoe Companies
EST. VALUE: \$100 million
STATUS: Under Construction **TARGETED DELIVERY:** 2Q 2016

SPECS: Anthology will be a 307-unit apartment building with 10,000 sq. ft. of retail space. The project is being built between two existing office buildings. The previous one-story building on the site was demolished.

Image courtesy of The JBG Companies



1244 SOUTH CAPITOL STREET

LOCATION: 1244 South Capitol Street, SE
DEVELOPER(S): The JBG Companies
ARCHITECT(S): Eric Colbert & Associates PC
STATUS: Near Term
TARGETED DELIVERY: 4Q 2017

SPECS: Plans call for a 13-story, 291-unit apartment building with 23,570 sq. ft. of retail space (on two levels) and three levels of underground parking. The average apartment size will be approximately 709 sq. ft.

Image courtesy of the Menkiti Group



GIRARD STREET SENIOR RESIDENCES

LOCATION: 1545 Girard Street, NE
DEVELOPER(S): The Menkiti Group/Dantes Partners
ARCHITECT(S): Miner Feinstein Architects
CONTRACTOR(S): Hamel Builders
EST. VALUE: \$11 million
STATUS: Under Construction **TARGETED DELIVERY:** 2Q 2016

SPECS: Plans call for a new four-story, 25-unit affordable senior housing building at the corner of 16th & Girard Streets, NE. The project was awarded Low Income Housing Tax Credits from the Department of Housing & Community Development and is designed specifically for seniors age 55 and over earning up to 60% of the Area Median Income.



1600 PENNSYLVANIA AVENUE

LOCATION: 1600 Pennsylvania Avenue, SE
DEVELOPER(S): Penn Avenue Partnership LLC/NOVO Development Corporation
ARCHITECT(S): Eric Colbert & Associates PC
CONTRACTOR(S): James G Davis Construction Corporation
EST. VALUE: \$21 million
STATUS: Completed **TARGETED DELIVERY:** 3Q 2015

SPECS: A former car lot was transformed into a five-story, 77-unit apartment building with 31 parking spaces near the Potomac Avenue Metrorail station.



ONTARIO 17 CONDOMINIUM

LOCATION: 2550 17th Street, NW
DEVELOPER(S): Peterson Companies
ARCHITECT(S): Eisen Group
CONTRACTOR(S): Ellisdale Construction & Development
EST. VALUE: \$30 million
STATUS: Completed **TARGETED DELIVERY:** 3Q 2015

SPECS: The former site of the Ontario Theater has been redeveloped into a six-story, mixed-use building with 80 residential condos (50% sold as of August 2015) and 9,000 sq. ft. of retail space. The retail is anchored by Adams Morgan Hardware (4Q 2015 opening) and [solidcore] (3Q 2015 opening).

R DEVELOPMENT HIGHLIGHTS

Image courtesy of R2L Architects



1711 FLORIDA AVENUE

LOCATION: 2101 Champlain Street, NW
DEVELOPER(S): Kettler
ARCHITECT(S): R2L Architects PLLC
CONTRACTOR(S): L. F. Jennings Inc.
LEED: Silver **EST. VALUE:** \$22 million
STATUS: Under Construction **TARGETED DELIVERY:** 4Q 2016

SPECS: A three-story parking garage will be demolished to make way for a five-story, 132-unit apartment building with 46 parking spaces. The project will include English basements.

Image courtesy of Madison Investments



ELYSIUM FOURTEEN

LOCATION: 1925 14th Street, NW
DEVELOPER(S): Madison Investments
ARCHITECT(S): PGN Architects PLLC
CONTRACTOR(S): Hoar Construction
EST. VALUE: \$30 million
STATUS: Under Construction **TARGETED DELIVERY:** 1Q 2016

SPECS: The development plan calls for a nine-story, 56-unit apartment building (avg. unit size is 650 - 750 sq. ft.) with 12,500 sq. ft. of retail space. There is no parking in the project and the existing building at 1921-1923 14th Street will be preserved and incorporated into the development.



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Image courtesy of Neighborhood Development Company



WARD 1

2002 11TH STREET

LOCATION: 2002 11th Street, NW
DEVELOPER(S): Neighborhood Development Company
ARCHITECT(S): Bonstra|Haresign Architects/Freelon Group
EST. VALUE: \$16 million
STATUS: Near Term **TARGETED DELIVERY:** 4Q 2017

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

Image courtesy of Bonstra|Haresign Architects



WARD 3

TILDEN HALL

LOCATION: 3945 Connecticut Avenue, NW
DEVELOPER(S): Urban Investment Partners
ARCHITECT(S): Bonstra|Haresign Architects
CONTRACTOR(S): UIP General Contracting Inc.
EST. VALUE: \$33 million
STATUS: Near Term **TARGETED DELIVERY:** 1Q 2017

SPECS: The Tilden Hall project includes the preservation, restoration and renovation of a historic 76-unit apartment building and the construction of a five-story 25-unit residential addition. The addition will be constructed at the rear of the property over existing parking.

Image courtesy of MRP Realty



WARD 6

DOCK 79

LOCATION: 100 Potomac Avenue, SE
DEVELOPER(S): FRP Development Corporation/MRP Realty
ARCHITECT(S): SK & I Architectural Design Group LLC
CONTRACTOR(S): Paradigm Construction
EST. VALUE: \$100 million
STATUS: Under Construction **TARGETED DELIVERY:** 2Q 2016

SPECS: Dock 79 will be a 305-unit residential apartment building, with 18,650 sq. ft. of retail space and 286 parking spaces, located on the banks of the Anacostia River. Dock 79 is phase I of the 1.2 million sq. ft. Florida Rock development.

Image courtesy of Roadside Development



WARD 6

CITYMARKET AT O (PHASE II)

LOCATION: 880 P Street, NW
DEVELOPER(S): Roadside Development
ARCHITECT(S): Shalom Baranes Associates
CONTRACTOR(S): Clark Construction Group LLC
LEED: Silver **EST. VALUE:** \$60 million
STATUS: Near Term **TARGETED DELIVERY:** 2016/2017

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

R DEVELOPMENT HIGHLIGHTS



SHERIDAN STATION (PHASE II & III)

LOCATION: 2500 Sayles Place SE & Sheridan & Bowen Roads, SE
DEVELOPER(S): WC Smith/Anacostia Riverfront Development Company/DC Housing Authority
ARCHITECT(S): SK & I Architectural Design Group LLC
CONTRACTOR(S): WCS Construction LLC
EST. VALUE: \$74 million
STATUS: Under Construction **TARGETED DELIVERY:** 3Q 2015

SPECS: Phase II of Sheridan Station includes 80 for sale units in a mix of townhomes, single-story stacked manor flats, and stacked two over two condominiums. Phase III includes 133 rental units in a mix of townhomes and manor flats. A ribbon cutting ceremony for Phase II & III was held in September 2015.



STRAND THEATER

LOCATION: 5127–5131 Nannie Helen Burroughs Avenue, NE
DEVELOPER(S): The Warrenton Group/Washington Metropolitan CDC
ARCHITECT(S): PGN Architects PLLC
EST. VALUE: \$28 million
STATUS: Medium Term

SPECS: The historic Strand Theatre will become a new destination for the Deanwood neighborhood. The planned redevelopment will feature up to 9,658 sq. ft. of retail space on the ground-level, 16,916 sq. ft. of office space and up to 75 affordable apartment units.



TRINITY PLAZA

LOCATION: 21 Atlantic Street, SW
DEVELOPER(S): Far SW-SE CDC/MissionFirst HDC
ARCHITECT(S): Grimm + Parker & Associates
CONTRACTOR(S): Hamel Builders
LEED: Silver **EST. VALUE:** \$17 million
STATUS: Completed **TARGETED DELIVERY:** 1Q 2015

SPECS: Trinity Plaza is a new development consisting of 49 affordable rental units and 6,000 sq. ft. of retail space. The project is located on the northwest corner of Atlantic & South Capitol Streets, SW.



ELIOT ON 4TH

LOCATION: 1001 4th Street, SW
DEVELOPER(S): Waterfront Associates/Forest City Washington/Vornado/CES
ARCHITECT(S): Perkins Eastman
CONTRACTOR(S): James G Davis Construction Corporation
LEED: Gold **EST. VALUE:** \$100 million
STATUS: Under Construction **TARGETED DELIVERY:** 3Q 2016

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 townhomes (rental) that will be integrated into the building's first two floors.

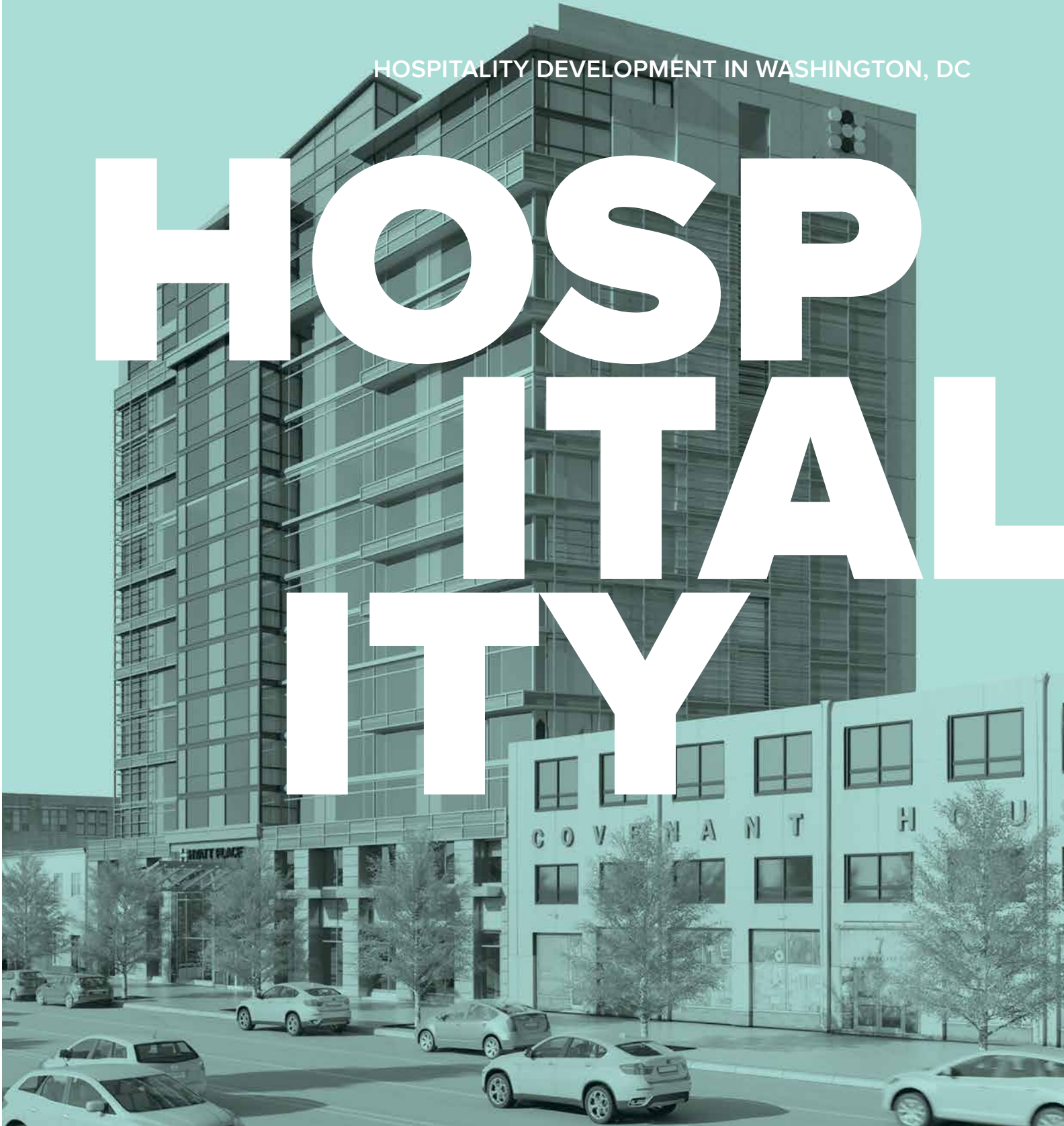
Image courtesy of Mission First HDC

Image courtesy of Perkins Eastman

HOSPITALITY DEVELOPMENT IN WASHINGTON, DC

HOSPITALITY

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HOSPITALITY

By: Jamie Lane, Senior Economist, PFK Hospitality/CBRE

The Washington, DC hotel market has lagged the nation over the last few years as sequestration, the federal government shutdown and budget reductions have impacted hotel revenues. Nonetheless, halfway through 2015, the market is in a healthy position and poised for additional revenue per available room (RevPAR) growth over the next two years.

ANNUAL VISITORS¹

20.2M

HOTEL OCCUPANCY RATE²

77.5%

Q3 2014–Q2 2015

HOTEL ROOMS²

~29,000

AVG. DAILY ROOM RATE²

\$215.63

Q3 2-014–Q2 2015

Over the past four quarters (Q3 2014 – Q2 2015), occupancy averaged a record high of 77.5% in DC, compared to 70.4% for the entire Washington, DC metropolitan area. The DC metro RevPAR has increased by an average 3.4% per quarter since the beginning of 2013, compared to an average of 7.4% in the top 25 markets in the U.S. This trend is forecast to reverse in 2015 as DC RevPAR is expected to increase by 8.3% year-over-year, while the U.S. is projected to rise 7.2%.

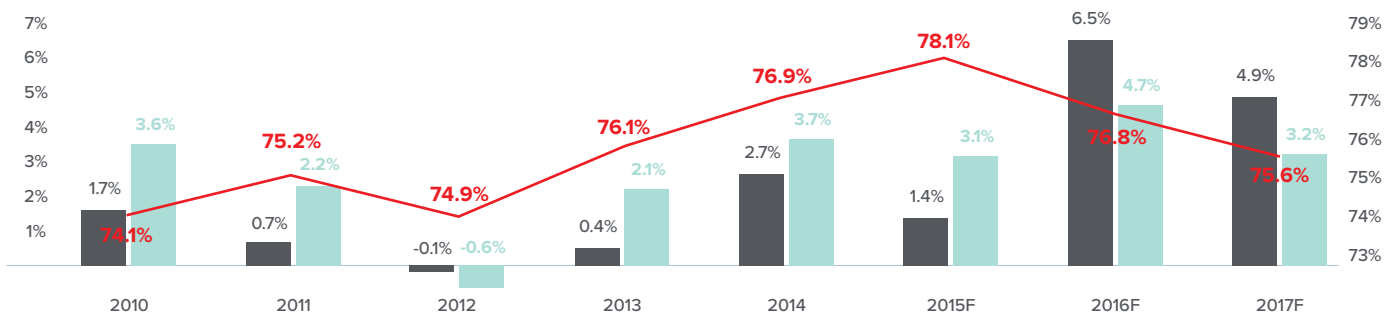
Over the next two years, however, a flood of rooms is poised to enter the market. DC currently has about 29,000 rooms, accounting for approximately 27% of the metro area's supply. Eight hotels are currently under construction and projected to open by summer 2016, while nine more hotels, currently in their final planning stages are

scheduled to open during the first quarter of 2018. In total, DC may see an additional 3,935 rooms by 2018. This includes the reopening of the Watergate Hotel after renovations are completed by year-end 2015. These additions represent a 6.5% supply increase year-over-year in 2016 and another 4.9% rise in 2017. These future supply additions come on the heels of the large supply added by the opening of Marriott Marquis DC Convention Center Hotel in 2014.

Despite the supply concerns, the picture for DC tourism remains robust. Over 20 million visitors came to the city in 2014, the fifth consecutive year of record visitation. DC also attracts a large number of international guests, currently ranking eighth among U.S. cities for international tourism according to Destination DC. Demand should

■ SUPPLY ■ DEMAND ■ OCCUPANCY

DC SUPPLY, DEMAND, AND OCCUPANCY



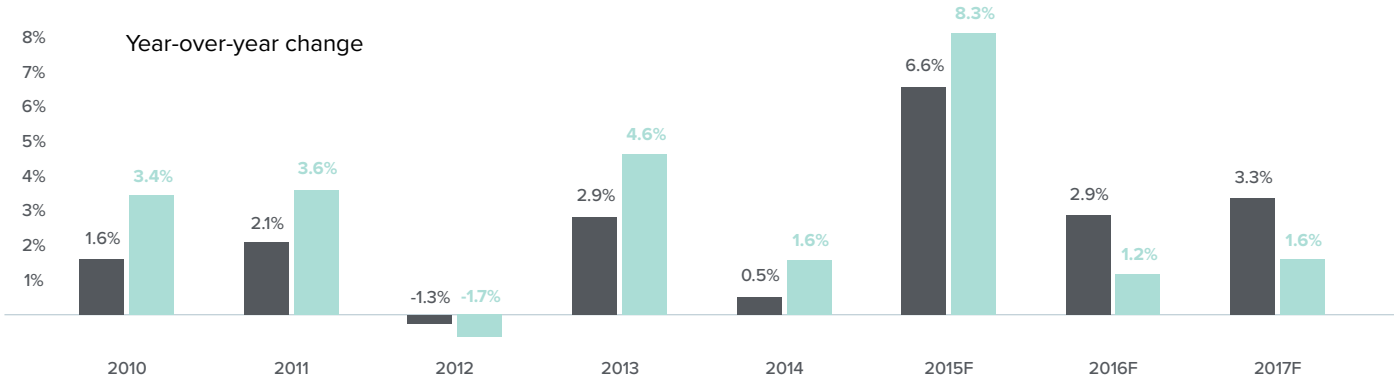
Source: PFK Hospitality Research, a CBRE Company; STR, Inc.; September 2015. F = forecast

1. DestinationDC (2014 Visitor Statistics), Washington Post (8/18/15) 2. PFK Hospitality Research, a CBRE



■ ADR ■ REVPAR

DC AVERAGE DAILY ROOM RATE AND REVPAR



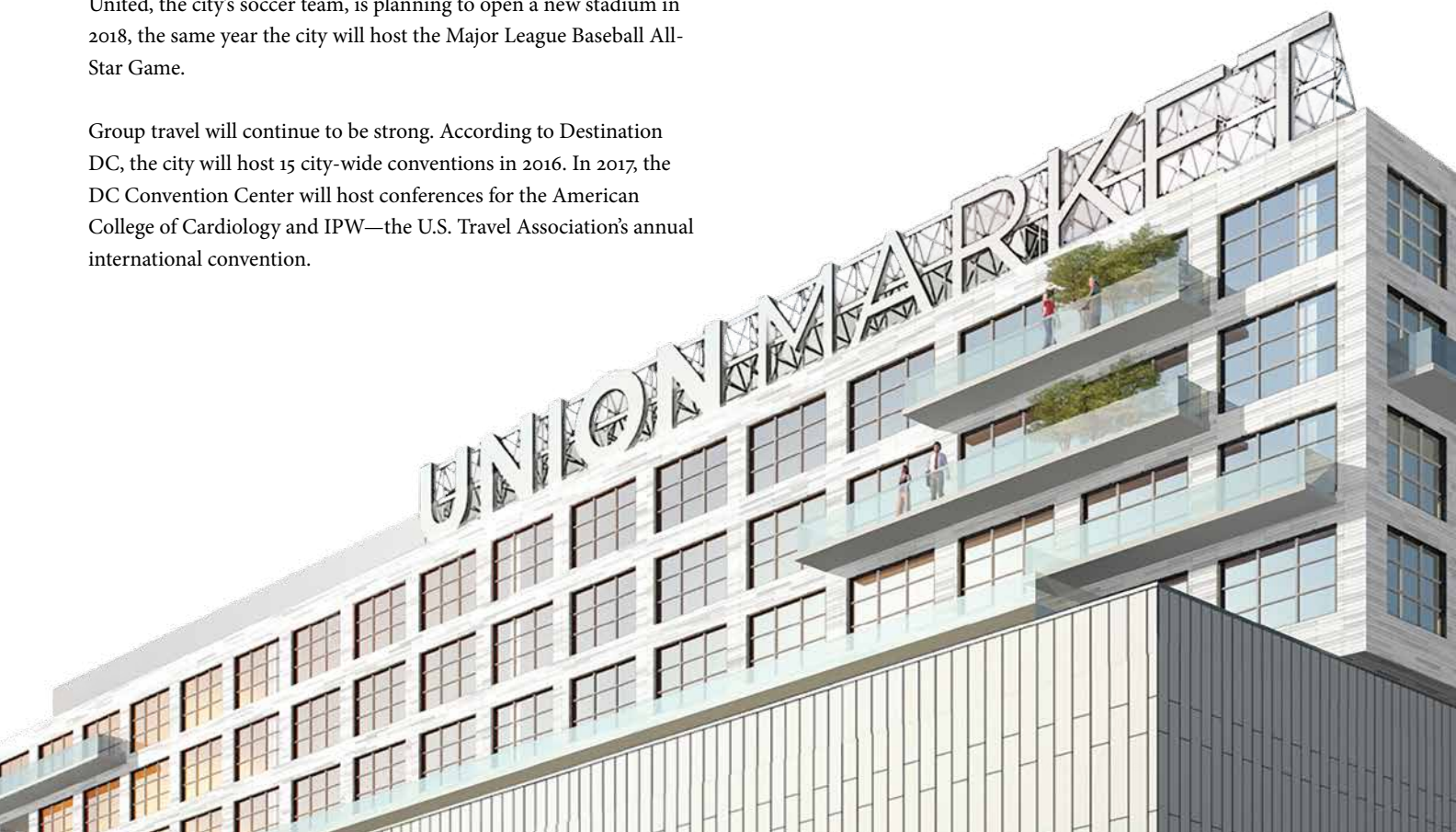
Source: PKF Hospitality Research, a CBRE Company; STR, Inc.; September 2015. F = forecast

remain high as several new museums and attractions are planned to open over the next two years.

In 2016, the Smithsonian National Museum of African American History and Culture is scheduled to open, while the Renwick Gallery will also reopen after a two-year renovation. The Kennedy Center for Performing Arts expansion is set to be completed by May 2017. D.C. United, the city's soccer team, is planning to open a new stadium in 2018, the same year the city will host the Major League Baseball All-Star Game.

Group travel will continue to be strong. According to Destination DC, the city will host 15 city-wide conventions in 2016. In 2017, the DC Convention Center will host conferences for the American College of Cardiology and IPW—the U.S. Travel Association's annual international convention.

DC will also benefit from multiyear bookings for the music convention Playlist Live from 2015 to 2018. In 2017, the District will receive a once-every-four-year boost from hosting the Presidential Inauguration, the same year government travel restrictions are set to expire from the federal budget sequestration enacted in 2013.





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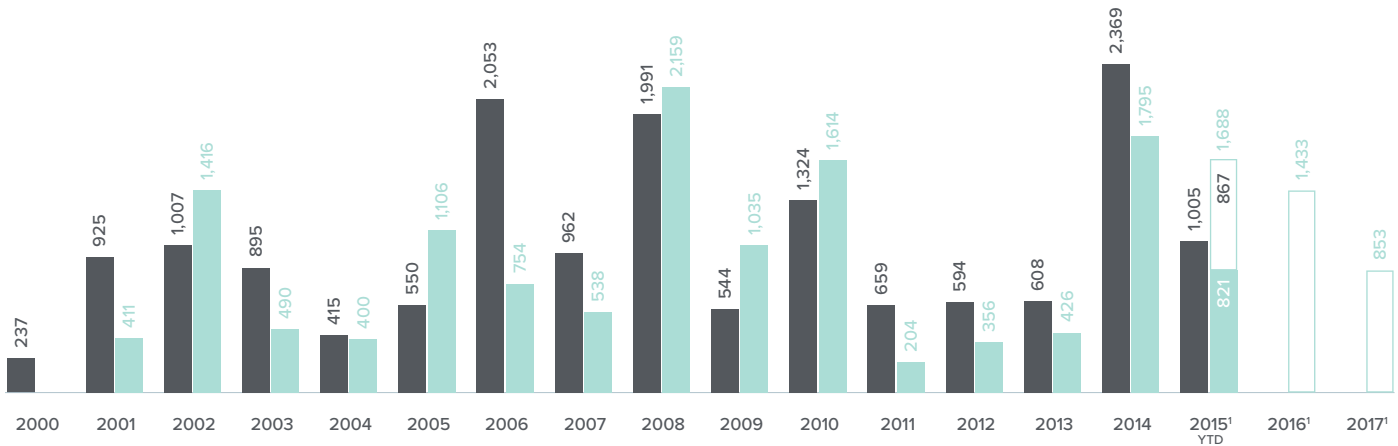
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■ GROUND BREAKING ■ COMPLETED □ PROJECTED

HOTEL ROOMS



Source: WDCEP Research, August 2015

Given DC's unique tourist attractions, demand will continue to grow, but it will not keep pace with the changes in supply expected over the next two years. The large increases in supply will likely cause occupancy levels to peak in 2015 and begin declining for a few years thereafter as growth in supply outpaces demand. With hotels currently operating at record occupancy levels, the market is in a strong position to absorb new supply. Average daily rates (ADRs) have increased through the first half of 2015, but with supply beginning to enter the market at the end of the year, rate increases will likely remain muted and average 3% per year through 2017. While positive economic conditions exist for the hotel industry in DC, occupancies will come off record highs and revenue per available room (RevPAR) will remain positive. ■

HOSPITALITY DEVELOPMENT (AUG 2015)

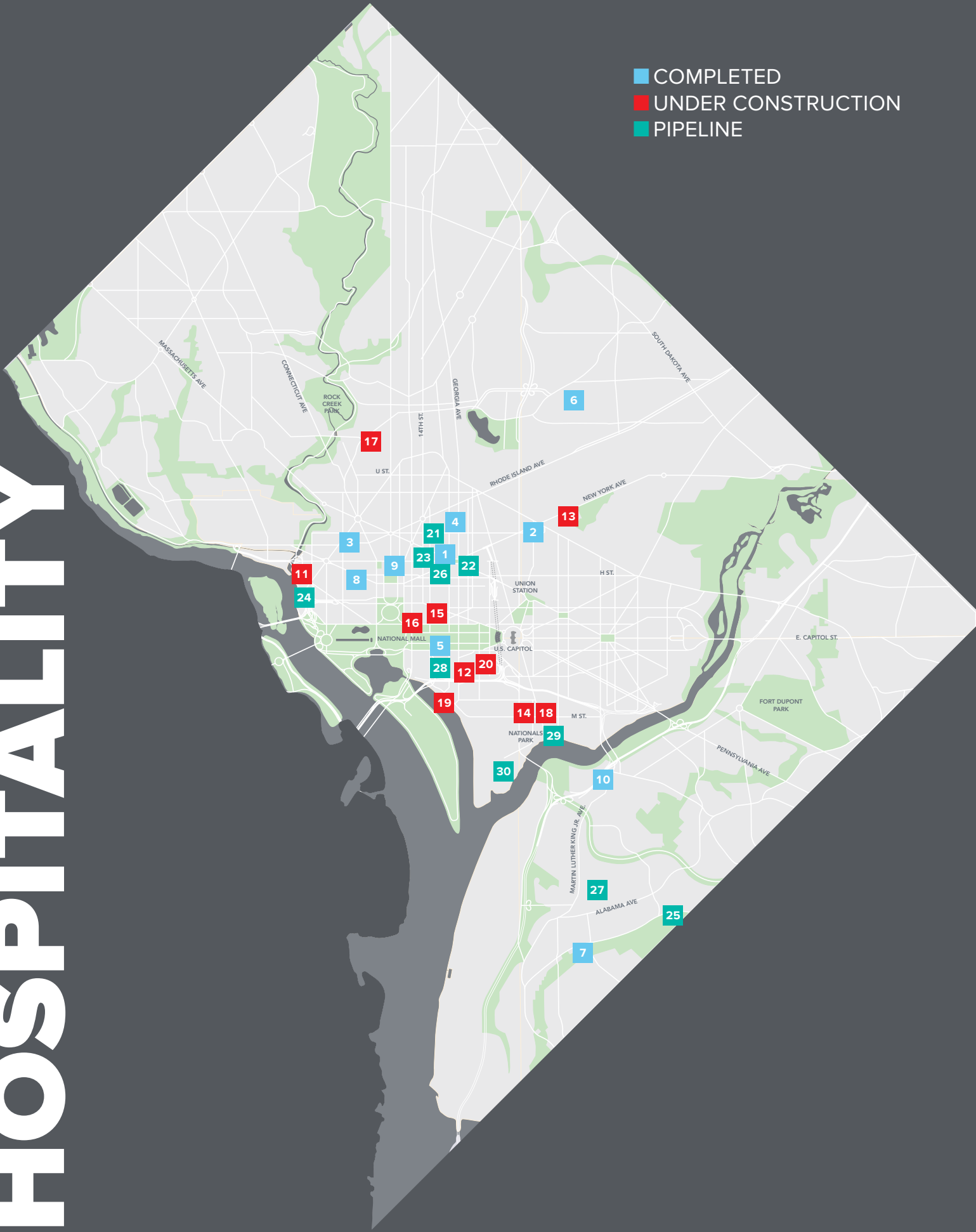
	PROJECTS	HOSPITALITY SQ. FT.	ROOMS	NET NEW ROOMS
Completed	173	17,058,596	13,525	4,995
2001	11	683,718	411	175
2002	17	931,600	1,416	409
2003	16	3,106,707	490	86
2004	12	1,726,381	400	400
2005	16	1,089,564	1,106	890
2006	14	1,009,386	754	238
2007	7	758,500	538	(10)
2008	10	3,162,093	2,159	132
2009	12	820,746	1,035	207
2010	12	1,052,328	1,614	
2011	9	241,255	204	204
2012	9	163,985	356	
2013	11	498,070	426	305
2014	11	1,621,763	1,795	1,795
2015 YTD	6	192,500	821	164
Under Construction	26	3,382,383	3,153	2,749
2015 delivery	7	640,965	867	463
2016 delivery	16	1,538,718	1,433	1,433
2017 delivery	3	1,202,700	853	853
Pipeline	85	5,506,181	4,225	3,722
Near Term	27	1,279,374	793	793
Medium Term	29	2,436,957	1,782	1,412
Long Term	29	1,789,850	1,650	1,517
TOTAL	284	25,947,160	20,903	11,466

1. projections based on targeted delivery dates of projects under construction as of August 2015

Source: WDCEP Research, August 2015

HOSPITALITY

- COMPLETED
- UNDER CONSTRUCTION
- PIPELINE



DEVELOPMENT PIPELINE



PROJECT	WARD	LOCATION	DEVELOPER(S)	HOSPITALITY SF	HOTEL ROOMS	EST. VALUE (\$M) ¹	DELIVERY ²
TOP HOSPITALITY PROJECTS COMPLETED (2Q 2014–AUGUST 2015)							
1	Marriott Marquis	2 901 Massachusetts Ave., NW	Quadrangle Development/Capstone Development/ING/Marriott	1,076,363	1,175	\$520	2Q 14
2	Hyatt Place Hotel	6 33 New York Ave., NE	Morgan Stanley/The JBG Companies/MacFarlane Partners	125,000	200	\$40	2Q 14
3	Hilton Garden Inn	2 2201 M St., NW	Perseus Realty/OTO Development/Starwood Capital Group	115,000	238	\$33	2Q 14
4	CityMarket at O Street (Cambria Suites)	6 1400 7th St., NW	Roadside Development	113,000	182	\$265	2Q 14
5	Arts & Industries Building	2 900 Jefferson Drive, SW	Smithsonian Institution	102,000		\$55	2Q 14
6	Dance Place	5 3225 8th St., NE	Dance Place	9,500		\$5	3Q 14
7	Williams Arena	8 701 Mississippi Ave., SE	Dept. of Parks & Recreation/Dept. of General Services	48,000		\$18	4Q 14
8	GWU Museum & Textile Museum	2 21st & G Sts., NW	George Washington University	46,000		\$33	1Q 15
9	Hyatt Place	2 1522 K St., NW	Songy Partners	91,000	164	\$40	2Q 15
10	Barry Farm Recreation Center	8 1230 Sumner Rd., SE	Dept. of Parks & Recreation/Dept. of General Services	47,000		\$23	2Q 15
TOP HOSPITALITY PROJECTS UNDER CONSTRUCTION							
11	The Watergate	2 2650 Virginia Ave., NW	Euro Capital Properties	277,000	348	\$125	4Q 15
12	Hyatt Place DC Capitol / National Mall	6 400 E St., SW	E Street Development LLC/Potomac Investment Prop./City Partners/Adams Investment Grp.	170,665	214	\$65	4Q 15
13	Homewood Suites & Hampton Inn	5 501 New York Ave., NE	Baywood Hotels	160,000	230		4Q 15
14	Homewood Suites	6 50 M St., SE	Englewood LLC / C/G Investments	135,200	195	\$60	3Q 16
15	Trump International Hotel (The Old Post Office)	2 1100 Pennsylvania Ave., NW	Trump Hotel Collection	536,000	270	\$200	4Q 16
16	National Museum of African-American History & Culture	2 The National Mall	Smithsonian Institution	322,600		\$309	4Q 16
17	The Line DC	1 1780 Columbia Rd., NW	Adams Morgan Church Hotel LLC/Friedman Capital Advisors/Foxhall Partners/Sydell Group	176,671	227	\$100	4Q 16
18	F1rst	6 1st & N Sts., SE	Grosvenor USA/McCaffery Interests/Clark Enterprises	127,200	170	\$150	1Q 17
19	The Wharf (Ph I)	6 Southwest Waterfront	Hoffman-Madison Waterfront	645,500	683	\$806	4Q 17
20	Museum of the Bible	6 300 D St., SW	Museum of the Bible	430,000		\$400	4Q 17
TOP HOSPITALITY PROJECTS PIPELINE (Near Term)							
21	Columbia Place	2 901 L St., NW	Square 369 Hotel Associates LLC/Marriott/Capstone Dev./Quadrangle Dev.	325,000	504	\$225	2017
22	5th and Eye Street Hotel & Condo	6 901 5th St., NW	Peebles Corporation/MacFarlane Partners	138,000	153	\$135	2017
23	1001 11th Street	2 1001 11th St., NW	Douglas Development Corporation	73,272	200		2017
24	Kennedy Center for the Performing Arts	2 2700 F St., NW	JFK Center for the Performing Arts	72,000		\$100	2017
25	THE ARC (Phase III)	8 18th St. & Mississippi Ave., SE	WC Smith/Building Bridges Across the River	75,000		\$32	2017
26	CityCenterDC (Conrad Hotel)	2 950 New York Ave., NW	Hines	345,000	356		2018
27	Washington Wizards & Mystics Entertainment Complex	8 1100 Alabama Ave., SE	DC Government/Events DC	118,000		\$55	2018
28	Spy Museum	6 L'Enfant Plaza, SW	The JBG Companies/Spy Museum	100,000		\$100	2018
29	ShowPlace Icon	6 N Pl. & 1 1/2 St., SE	Forest City Washington	68,400			2018
30	D.C. United Stadium	6 1st St. & Potomac Ave., SW	D.C. United/DC Government			\$287	2018

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 11th Street Bridge Park



WARD 8

ANACOSTIA CROSSING – 11TH STREET BRIDGE PARK

LOCATION: 11th Street Bridge
DEVELOPER(S): 11th Street Bridge Park
ARCHITECT(S): OMA/Olin
EST. VALUE: \$45 million
STATUS: Medium Term **TARGETED DELIVERY:** 2Q 2019

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

Image courtesy of DCSD Design



WARD 2

POD HOTEL

LOCATION: 627–631 H Street, NW
DEVELOPER(S): Modus Hotels/Monument Realty/Cafritz Interests
ARCHITECT(S): Davis, Carter, Scott Ltd
CONTRACTOR(S): Paradigm Construction
EST. VALUE: \$60 million
STATUS: Under Construction **TARGETED DELIVERY:** 4Q 2016

SPECS: The 11-story, 245-room hotel will be developed on a vacant lot and feature 4,600 sq. ft. of retail/restaurant space and an 8,000 sq. ft., 18-hour coffee bar. The rooms will average about 150 sq. ft., but have private bathrooms.

Image courtesy of The JBG Companies



WARD 1

ATLANTIC PLUMBING DC

LOCATION: 2112 8th Street, NW
DEVELOPER(S): The JBG Companies/Walton Street Capital
ARCHITECT(S): Morris Adjmi Architects/Eric Colbert & Associates PC
CONTRACTOR(S): HITT Contracting Inc **EST. VALUE:** \$100 million
STATUS: Under Construction **TARGETED DELIVERY:** 3Q 2015

SPECS: Parcel A of the former Atlantic Plumbing site will be redeveloped into a mixed-use building totaling 310 apartments, 19,000 sq. ft. of retail space, anchored by a six-screen Landmark Theater (October opening), and six to seven art studios.



WARD 8

BARRY FARM RECREATION CENTER

LOCATION: 1230 Sumner Road, SE
DEVELOPER(S): Department of General Services/DC Department of Parks & Recreation
ARCHITECT(S): Torti Gallas and Partners
CONTRACTOR(S): Whiting-Turner Contracting Company
LEED: Silver **EST. VALUE:** \$23 million
STATUS: Completed **TARGETED DELIVERY:** 2Q 2015

SPECS: The New Barry Farm Recreation Center Project is a 47,000 sq. ft. building that features a gymnasium with bleachers, aquatic center (opened 4Q 2014), dance facilities and a variety of meeting and media rooms. Outdoor facilities include a turf football field, an elevated basketball court and playground.

DEVELOPMENT HIGHLIGHTS



Image courtesy of WDG



HOTEL & CONFERENCE CENTER

LOCATION: Michigan Avenue & Irving Street, NE
DEVELOPER(S): Conference Center Associates I, LLC/
 Hospitality Partners/H Street CDC/Mariani Family LLC
ARCHITECT(S): WDG
EST. VALUE: \$90 million
STATUS: Medium Term **TARGETED DELIVERY:** 1Q 2019

SPECS: Plans for the five-acre site call for 336 hotel rooms in two hotels (Courtyard by Marriott and a Residence Inn) and a 38,700 sq. ft. conference center with an adjacent 400-space parking garage. There is also 9,900 sq. ft. of ground floor retail (with potential for up to 20,000 sq. ft.).

Image courtesy of BELL Architects



KENILWORTH-PARKSIDE RECREATION CENTER

LOCATION: 1300 44th Street NE
DEVELOPER(S): DC Department of Parks & Recreation/
 Department of General Services
ARCHITECT(S): BELL Architects
CONTRACTOR(S): Coakley Williams Construction Company
LEED: Gold **EST. VALUE:** \$17 million
STATUS: Near Term **TARGETED DELIVERY:** 3Q 2016

SPECS: The new Kenilworth Recreation Center will feature a new competition-sized gymnasium (9,700 sq. ft.) and outdoor pool with a pool house. The existing Kenilworth Elementary School will be incorporated into the project and consist of a new lobby/lounge area, fitness & boxing areas and kitchen.

Image courtesy of EDENS



UNION MARKET (SOUTH BUILDING)

LOCATION: 1325 5th Street, NE
DEVELOPER(S): EDENS
ARCHITECT(S): Shalom Baranes Associates
LEED: Silver **EST. VALUE:** \$60 million
STATUS: Near Term **TARGETED DELIVERY:** 3Q 2016

SPECS: The redevelopment plan calls for an eight-screen art house theater built above the existing Market building (home to 40+ artisanal vendors) and 112,000 sq. ft. of office or residential space to be built above the theater.

Image courtesy of WDG



TRUMP INTERNATIONAL HOTEL, THE OLD POST OFFICE

LOCATION: 1100 Pennsylvania Avenue, NW
DEVELOPER(S): Trump Hotel Collection
ARCHITECT(S): Beyer Blinder Belle Architects & Planners LLP/WDG
CONTRACTOR(S): Lend Lease
EST. VALUE: \$200 million
STATUS: Under Construction **TARGETED DELIVERY:** 4Q 2016

SPECS: In February 2012, the GSA selected the Trump Hotel Collection to renovate the Old Post Office Building and Annex (536,000 total sq. ft.) into a 270-room luxury hotel with restaurants, retail, a spa and fitness center, and meeting and conference facilities.

DEVELOPMENT HIGHLIGHTS

Image courtesy of Forest City Washington



SHOWPLACE ICON

LOCATION: N Place & 1 1/2 Street, SE
DEVELOPER(S): Forest City Washington
ARCHITECT(S): RTKL Associates Inc
STATUS: Near Term
TARGETED DELIVERY: 1Q 2018

SPECS: An extension of Forest City’s The Yards development, the Showplace Icon will be a 16-screen movie theater that will sit above four levels of parking (320 spaces) and up to 2,000 sq. ft. of retail/arts-related uses.



D.C. UNITED STADIUM

LOCATION: 1st Street & Potomac Avenue, SW
DEVELOPER(S): D.C. United/DC Government
ARCHITECT(S): Populous
EST. VALUE: \$287 million
STATUS: Near Term **TARGETED DELIVERY:** 1Q 2018

SPECS: D.C. United plans on building a soccer stadium (minimum of 17,000 seats) along Potomac Avenue, SW. The proposed plan calls for the DC government to facilitate land assemblage and all infrastructure work and D.C. United to build the stadium.

Conceptual image courtesy of DMPEd



WASHINGTON WIZARDS & MYSTICS ENTERTAINMENT COMPLEX

LOCATION: 1100 Alabama Avenue, SE
DEVELOPER(S): DC Government/Events DC
LEED: Silver **EST. VALUE:** \$55 million
STATUS: Near Term **TARGETED DELIVERY:** 3Q 2018

SPECS: Plans call for a 5,000-seat, 118,000 sq. ft. sports and entertainment complex for the Washington Wizards (training complex), Washington Mystics (home arena) and other entertainment/cultural events. The facility will be located on a 3.8 acre site on the Saint Elizabeths East Campus.

Image courtesy of The JBG Companies



N STREET NOMA (SOUTH BLOCK)

LOCATION: 51 N Street, 50 Patterson Street & 1250 1st Street, NE
DEVELOPER(S): The JBG Companies/Brandywine Realty Trust
ARCHITECT(S): Shalom Baranes Associates/David M. Schwarz/Cooper Carry Inc
EST. VALUE: \$275 million
STATUS: Near Term **TARGETED DELIVERY:** 2Q 2018

SPECS: Plans call for a single building with three addresses and different uses. 51 N (220 residential units), 50 Patterson (128,000 sq. ft. of loft-style office) and 1250 1st Street (240,000 sq. ft. of office) will share a common base which will offer about 30,000 sq. ft. of retail space on the ground floor and a seven-screen, below-grade, 1,158-seat Landmark Theater (1Q 2018 delivery).

DEVELOPMENT HIGHLIGHTS



Image courtesy of Horning Brothers



WARD 8

THE COMMONS AT STANTON SQUARE

LOCATION: Elvans Road, Erie Street & Morris Road, SE
DEVELOPER(S): Martha's Table/Community of Hope/Horning Brothers
ARCHITECT(S): Torti Gallas and Partners/Perkins Eastman
CONTRACTOR(S): Whiting-Turner Contracting Company
EST. VALUE: \$20 million
STATUS: Near Term **TARGETED DELIVERY:** 2018

SPECS: The 54,000 sq. ft. Commons building will primarily be used by Martha's Table's for its programming and administrative activities with the Community of Hope and other complementary non-profit users occupying the remaining space. The new center will offer playgrounds, gardens, an industrial kitchen, food distribution and after-school programs.

Image courtesy of SmithGroupJJR



WARD 2

NATIONAL MUSEUM OF AFRICAN-AMERICAN HISTORY & CULTURE

LOCATION: The National Mall
DEVELOPER(S): Smithsonian Institution
ARCHITECT(S): SmithGroupJJR/Freelon Group/Adjaye Associates/Davis Brody Bond Aedas LLP
CONTRACTOR(S): Smoot Construction/Clark Construction Group LLC
LEED: Gold **EST. VALUE:** \$309 million
STATUS: Under Construction **TARGETED DELIVERY:** 4Q 2016

SPECS: The 322,600 sq. ft. museum will include a dining facility, museum store, cafe, auditorium and exhibit areas. The museum will be located on a five-acre plot of land adjacent to the Washington Monument and the National Museum of American History on Constitution Avenue.

Image courtesy of Friedman Capital Advisors



WARD 1

THE LINE DC

LOCATION: 1780 Columbia Road, NW
DEVELOPER(S): Adams Morgan Church Hotel LLC/Friedman Capital Advisors LLC/Foxhall Partners/Sydell Group
ARCHITECT(S): OPX
LEED: Silver **EST. VALUE:** \$100 million
STATUS: Under Construction **TARGETED DELIVERY:** 4Q 2016

SPECS: This adaptive reuse project involves the restoration and preservation of the First Church of Christ, Scientist and the construction of a nine-story addition. There will be a total of 227 hotel rooms and 21,000 sq. ft. of retail/amenity space.

Image courtesy of WDG



WARD 6

5TH AND EYE STREET HOTEL & CONDO

LOCATION: 901 5th Street, NW
DEVELOPER(S): Peebles Corporation/MacFarlane Partners/DMPED
ARCHITECT(S): WDG
EST. VALUE: \$135 million
STATUS: Near Term **TARGETED DELIVERY:** 2017

SPECS: Plans call for a 153-room hotel on floors one through eight and 52 apartments on floors nine through 12. The hotel will include 5,500 sq. ft. of meeting/function space and as well as a restaurant/café. As part of the RFP proposal, the development team will build 100 affordable units off-site and provide \$2 million for local park improvements.

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Community.

\$1 million invested and 1,000 volunteers
in Ward 7 on 2015 Build Day.



Economy.

\$25.6 million sq. ft. under construction.
150 million sq. ft. of completed
development since 2001.

EDUCATION DEVELOPMENT IN WASHINGTON, DC

EDUCATION DEVELOPMENT IN WASHINGTON, DC



EDUCATION

TOTAL COLLEGE ENROLLMENT¹

~80,000

DC PUBLIC SCHOOL ENROLLMENT²

47,548

DC PUBLIC CHARTER SCHOOL ENROLLMENT²

37,684

HOSPITALS³

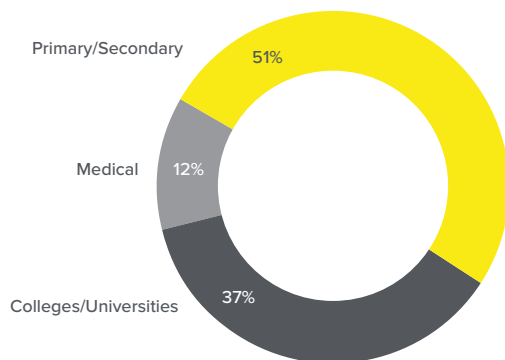
15

Since 2001, more than 14.5 million square feet of education (primary/secondary, college/university) and medical space has been built or modernized in DC, with another 3.0 million square feet currently under construction. Over the past 14 years (2001 – 2014) DC has averaged about 962,000 square feet of deliveries per year, a total that will be surpassed in 2015 and 2016.

While DC is internationally known for its colleges, universities and hospitals, it has been the primary and secondary schools (public and private) that have built the most facilities, accounting for more than half of the 17.5 million square feet completed since 2001 and currently under construction.

With enrollment and competition increasing, colleges and universities have built more than 5.1 million square feet of new dorms and academic centers in DC since 2001, with another 1.3 million square feet under construction. By far the most active (by square feet) has been George Washington University, which is responsible for nearly 40% of all college/university development since 2001. ■

EDUCATION SQ. FT. UNDER CONSTRUCTION AND COMPLETED⁴



EDUCATION & MEDICAL DEVELOPMENT

(AUG 2015)

	PROJECTS	SQ. FT.
Completed (since 2001)	173	14,530,151
2004	17	1,237,481
2005	12	573,944
2006	13	995,820
2007	2	176,004
2008	8	675,570
2009	18	1,283,875
2010	7	999,490
2011	10	1,086,032
2012	14	1,137,594
2013	11	1,106,988
2014	9	1,172,110
2015 YTD	12	1,061,615
Under Construction	20	3,012,594
2015 delivery	7	994,224
2016 delivery	13	2,018,370
Pipeline	36	4,791,634
Near Term	10	1,427,659
Medium Term	6	160,000
Long Term	20	3,203,975
TOTAL	229	22,334,379

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

2. District of Columbia Office of the State Superintendent of Education (OSSE) 2014-2015 student enrollment audit. 3. U.S. News & World Report/Wikipedia. 4. Projects completed since January 2001 and under construction (as of August 2015).

DEVELOPMENT OVERVIEW

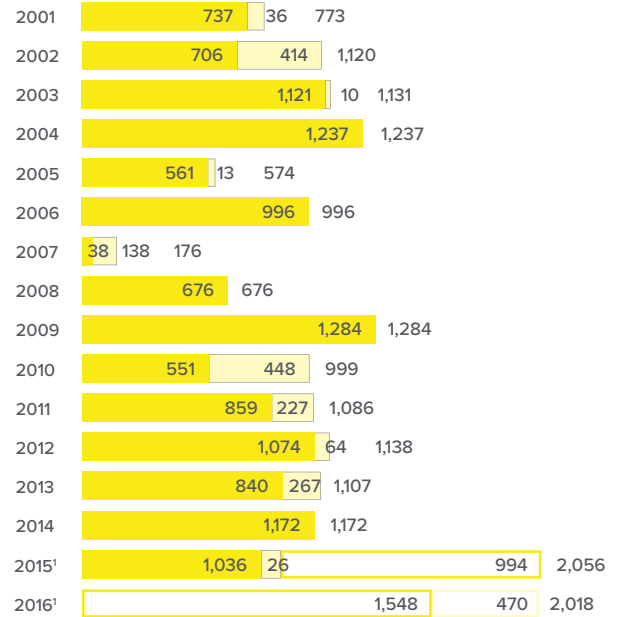
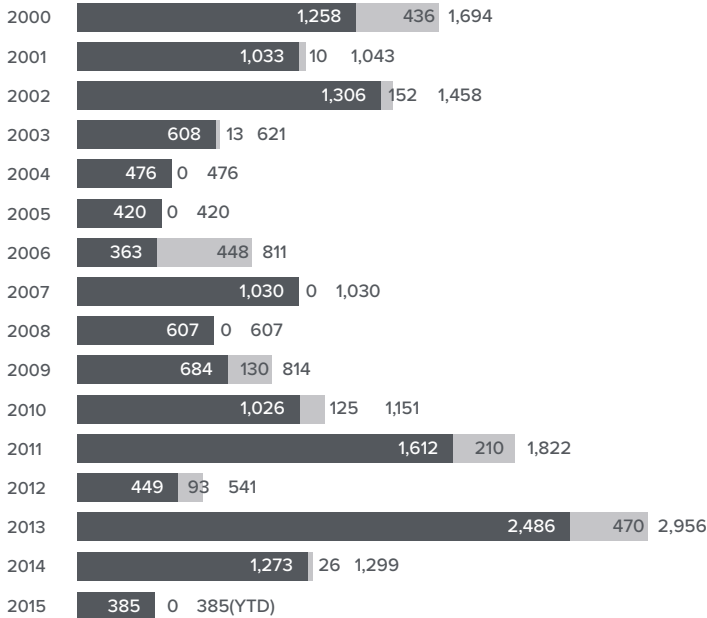


GROUNDBREAKINGS
SCHOOLS MEDICAL

COMPLETED
SCHOOLS MEDICAL

PROJECTED
SCHOOLS MEDICAL

RESIDENTIAL PROJECTS

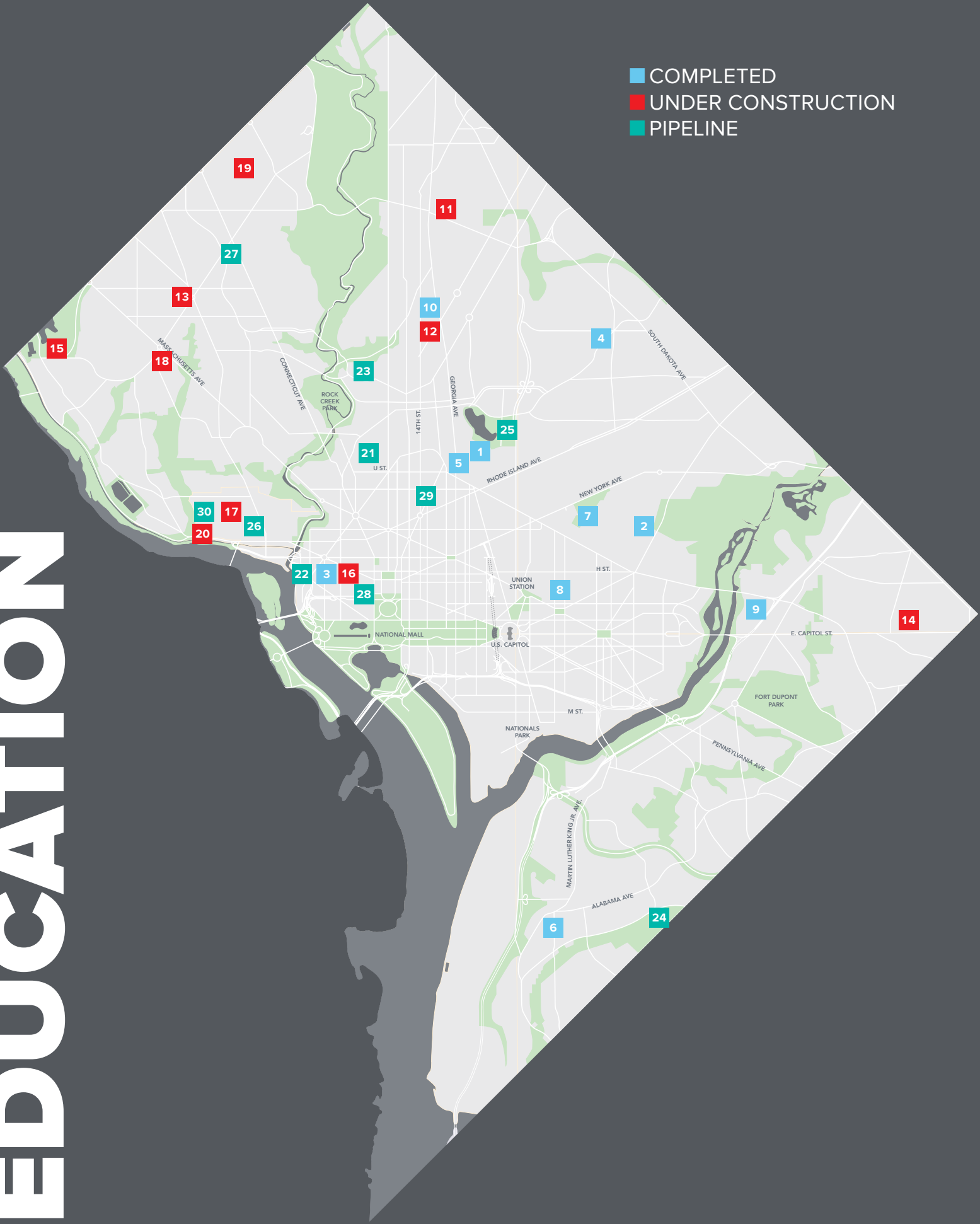


1. projections based on targeted delivery dates of projects under construction as of August 2015.



EDUCATION

- COMPLETED
- UNDER CONSTRUCTION
- PIPELINE





PROJECT	WARD	LOCATION	DEVELOPER(S)	EDUCATION SF	EST. VALUE (\$M) ¹	DELIVERY
TOP EDUCATION & MEDICAL PROJECTS COMPLETED (2Q 2014–August 2015)						
1	Howard University Dorms	1 4th & Bryant Sts., NW	Howard University/Campus Apartments LLC	393,812	\$107	3Q 14
2	KIPP	5 1375 Mount Olivet Rd., NE	KIPP DC	100,000	\$25	3Q 14
3	Science & Engineering Hall	2 22nd & H Sts., NW	George Washington University/Boston Properties	290,000	\$275	4Q 14
4	Brookland Middle School	5 1150 Michigan Ave., NE	Department of General Services/DC Public Schools	100,000	\$59	2Q 15
5	Howard University Interdisciplinary Research Building	1 2201 Georgia Ave., NW	Howard University	78,670	\$70	2Q 15
6	Ballou Senior High School	8 3401 4th St., SE	Department of General Services/DC Public Schools	365,000	\$143	3Q 15
7	KIPP DC	5 1405 Brentwood Parkway, NE	KIPP DC	125,000	\$45	3Q 15
8	Stuart-Hobson Middle School	6 410 E St., NE	Department of General Services/DC Public Schools	116,000	\$41	3Q 15
9	River Terrace Elementary School	7 420 34th St., NE	Department of General Services/DC Public Schools	110,500	\$36	3Q 15
10	Powell Elementary School	4 1350 Upshur St., NW	Department of General Services/DC Public Schools	80,445	\$40	3Q 15

TOP EDUCATION & MEDICAL PROJECTS UNDER CONSTRUCTION

11	Paul Public Charter School	4 5800 8th St., NW	Jair Lynch Real Estate Partners	166,000	\$22	3Q 15
12	Theodore Roosevelt High School	4 4301 13th St., NW	Department of General Services/DC Public Schools	328,000	\$113	4Q 15
13	Washington College of Law	3 4300 Nebraska Ave., NW (Tenley Campus)	American University	322,300	\$129	4Q 15
14	KIPP Blaine Campus	7 5300 Blaine St., NE	Jair Lynch Real Estate Partners	108,600	\$24	2Q 16
15	New Sibley	3 5255 Loughboro Rd., NW	Sibley Memorial Hospital	470,000	\$242	3Q 16
16	New Residence Hall on Square 77	2 2121 H St., NW	George Washington University	330,000	\$130	3Q 16
17	Duke Ellington School of the Arts	2 3500 R St., NW	DC Public Schools	258,072	\$139	3Q 16
18	AU East Campus	3 3501 Nebraska Ave., NW	American University	247,551	\$115	3Q 16
19	Lafayette Elementary School	4 5701 Broad Branch Rd., NW	DC Public Schools/Department of General Services	145,000	\$52	3Q 16
20	John R. Thompson Jr. Intercollegiate Athletic Center	2 Georgetown University	Georgetown University	144,000	\$62	3Q 16

TOP EDUCATION & MEDICAL PROJECTS PIPELINE (Near & Medium Term)

21	Marie Reed Elementary School	1 2201 18th St., NW	DC Public Schools/Department of General Services	140,000	\$31	2017
22	GWU HOVA Student Housing	2 2601 Virginia Ave., NW	George Washington University	117,000	\$40	2017
23	Bancroft Elementary School	1 1755 Newton St., NW	DC Public Schools/Department of General Services	94,000	\$55	2017
24	THE ARC (Phase III)	8 18th St. & Mississippi Ave., SE	WC Smith/Building Bridges Across the River	41,000	\$32	2017
25	McMillan Sand Filtration Site	5 North Capitol St. & Michigan Ave., NW	Vision McMillan/EYA/Jair Lynch/Trammell Crow/ DMPED	1,000,000	\$720	2018
26	Hyde-Addison Elementary School Addition	2 3246 P St., NW	DC Public Schools/Department of General Services	35,000	\$15	2018
27	Murch Elementary School	3 4810 36th St., NW	DC Public Schools/Department of General Services		\$43	2018
28	Corcoran Gallery of Art	2 500 17th St., NW	George Washington University	100,000	\$80	
29	Garrison Elementary School	2 1200 S St., NW	DC Public Schools/Department of General Services		\$40	
30	Georgetown University Hospital Pavilion	2 3800 Reservoir Rd., NW	MedStar Georgetown University Hospital/ Trammell Crow	477,000	\$560	2020

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

E

DEVELOPMENT HIGHLIGHTS

Image courtesy of American University



WASHINGTON COLLEGE OF LAW

LOCATION: Tenley Campus (4300 Nebraska Avenue, NW)
DEVELOPER(S): American University
ARCHITECT(S): SmithGroupJJR
CONTRACTOR(S): Whiting-Turner Contracting Company
LEED: Gold **EST. VALUE:** \$129 million
STATUS: Under Construction **TARGETED DELIVERY:** 4Q 2015

SPECS: American University is relocating its law school from 4801 Massachusetts Avenue to its Tenley Campus. Plans call for a new 322,300 sq. ft. building and renovation of the Capital Hall and Dunblane House (62,800 sq. ft.).



BALLOU SENIOR HIGH SCHOOL

LOCATION: 3401 4th Street, SE
DEVELOPER(S): Department of General Services/DC Public Schools
ARCHITECT(S): Bowie Gridley Architects/Perkins+Will
CONTRACTOR(S): HESS Construction + Engineering Services/
 Chiamonte Construction Company
LEED: Gold **EST. VALUE:** \$143 million
STATUS: Completed **TARGETED DELIVERY:** 3Q 2015

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

Image courtesy of SOME



THE CONWAY CENTER

LOCATION: 45th Street & Benning Road, NE
DEVELOPER(S): SOME
ARCHITECT(S): Wiencek + Associates Architects + Planners
CONTRACTOR(S): Bozzuto Construction
LEED: Silver **EST. VALUE:** \$90 million
STATUS: Near Term **TARGETED DELIVERY:** 4Q 2017

SPECS: The project will include 202 affordable residential units, workforce & senior housing, a sit-down deli, SOME's Center for Employment Training, 37,500 sq. ft. for a medical/dental clinic and administrative offices. A ceremonial groundbreaking was held in July 2015.



BROOKLAND MIDDLE SCHOOL

LOCATION: 1150 Michigan Avenue, NE
DEVELOPER(S): Department of General Services/DC Public Schools
ARCHITECT(S): Hartman-Cox Architects
CONTRACTOR(S): Skanska **LEED:** Gold
EST. VALUE: \$59 million
STATUS: Completed **TARGETED DELIVERY:** 2Q 2015

SPECS: The Brookland Middle School is a modernization of and addition to the former Brookland Elementary School (closed in 2008). The new 100,000 sq. ft. school has a capacity of 540 students. It includes a full-size gymnasium, practice spaces, and media center.



WARD 1

HOWARD UNIVERSITY INTERDISCIPLINARY RESEARCH BUILDING

LOCATION: 2201 Georgia Avenue, NW
DEVELOPER(S): Howard University
ARCHITECT(S): Lance Bailey & Associates/HDR Architecture
CONTRACTOR(S): Turner Construction Company
LEED: Silver **EST. VALUE:** \$70 million
STATUS: Completed **TARGETED DELIVERY:** 2Q 2015

SPECS: The new 81,670 sq. ft. HUIRB is a key research facility that supports both the core and collaborative functions of a wide range of interdisciplinary research programs. It also offers 3,000 sq. ft. of retail space on the first floor.



WARD 2

NEW RESIDENCE HALL ON SQUARE 77

LOCATION: 2121 H Street, NW
DEVELOPER(S): George Washington University
ARCHITECT(S): Ayers Saint Gross Inc
CONTRACTOR(S): Clark Construction Group LLC
LEED: Silver **EST. VALUE:** \$130 million
STATUS: Under Construction **TARGETED DELIVERY:** 3Q 2016

SPECS: The new 12-story, 894-bed dormitory will be built on mid-block land between 21st, 22nd, H and I Streets. It will incorporate the facades of three adjacent dorms on the block (Cawford, Schenly and West End) and include up to 7,500 sq. ft. of retail.



WARD 5

KIPP

LOCATION: 1375 Mount Olivet Road, NE
DEVELOPER(S): KIPP DC
ARCHITECT(S): Studio 27
CONTRACTOR(S): MCN Build
LEED: Silver **EST. VALUE:** \$25 million
STATUS: Completed **TARGETED DELIVERY:** 3Q 2014

SPECS: The former Webb Elementary School building was renovated and three schools now occupy the 100,000 sq. ft. space. Two schools opened in July 2013 and the middle school opened in July 2014.



WARD 0

JOHN R. THOMPSON JR. INTERCOLLEGIATE ATHLETIC CENTER

LOCATION: Georgetown University
DEVELOPER(S): Georgetown University
ARCHITECT(S): Bowie Gridley Architects/Populous
LEED: Silver **EST. VALUE:** \$62 million
STATUS: Under Construction **TARGETED DELIVERY:** 3Q 2016

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



DEVELOPMENT HIGHLIGHTS



WARD 4

POWELL ELEMENTARY SCHOOL

LOCATION: 1350 Upshur Street, NW
DEVELOPER(S): DC Public Schools/Department of General Services
ARCHITECT(S): I STUDIO Architects
CONTRACTOR(S): MCN Build **LEED:** Gold
EST. VALUE: \$40 million
STATUS: Completed **TARGETED DELIVERY:** 3Q 2015

SPECS: The modernization of the Powell Bilingual Elementary School included renovations of the two existing school buildings (Buildings A & B), the construction of two new building additions (Buildings C & D) and a new community garden. Building C (8/2015 delivery) will be 13,000 sq. ft. and Building D (8/2016 delivery) will contain 24,000 sq. ft.



WARD 3

UDC STUDENT CENTER

LOCATION: 4200 Connecticut Avenue, NW
DEVELOPER(S): University of the District of Columbia
ARCHITECT(S): Cannon Design/Marshall | Moya Design
CONTRACTOR(S): Forrester Construction Company/Parkinson Construction
LEED: Platinum **EST. VALUE:** \$40 million
STATUS: Under Construction **TARGETED DELIVERY:** 4Q 2015

SPECS: The University of the District of Columbia's new 87,000 sq. ft. student center will include new construction and renovated space. The center will feature a cafeteria, student lounges, recreation area, a 10,000 sq. ft. fitness facility, a ballroom and conference space.

Image courtesy of GWU



WARD 2

GWU MUSEUM & TEXTILE MUSEUM

LOCATION: 21st & G Streets, NW
DEVELOPER(S): George Washington University
ARCHITECT(S): Hartman-Cox Architects
CONTRACTOR(S): Tishman Construction Corporation
EST. VALUE: \$33 million
STATUS: Completed **TARGETED DELIVERY:** 1Q 2015

SPECS: The historic Woodhull House (c. 1855) was renovated and a new four-story, 24,126 sq. ft. building was built on an adjacent lot. The buildings were connected via a bridge and house the 87-year old Textile Museum and Albert Small's Washingtoniana Collection.

Image courtesy of John Hopkins Medicine



WARD 3

NEW SIBLEY

LOCATION: 5255 Loughboro Road, NW
DEVELOPER(S): Sibley Memorial Hospital
ARCHITECT(S): Wilmot Sanz Inc
CONTRACTOR(S): Turner Construction Company
LEED: Silver **EST. VALUE:** \$242 million
STATUS: Under Construction **TARGETED DELIVERY:** 3Q 2016

SPECS: The third phase of Sibley's expansion will include a new patient tower and emergency department with 200 private rooms, decontamination facility (opening September 2015), 18 labor & delivery rooms and new medical oncology and 35-bay infusion center.

Is your small business having trouble securing a loan because of a collateral shortfall?

You may be eligible for the District of Columbia Collateral Support Program which helps D.C. small businesses qualify for loans by providing cash collateral through local lenders.

Visit the D.C. Department of Insurance, Securities and Banking at disb.dc.gov/smallbusinfo for more information about our small business programs or call **202-727-8000**.



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RHODE ISLAND ROW

NEIGHBORHOOD DEVELOPMENT

ANACOSTIA / SKYLAND

CAPITOL RIVERFRONT

HOWARD U. / SHAW / U STREET

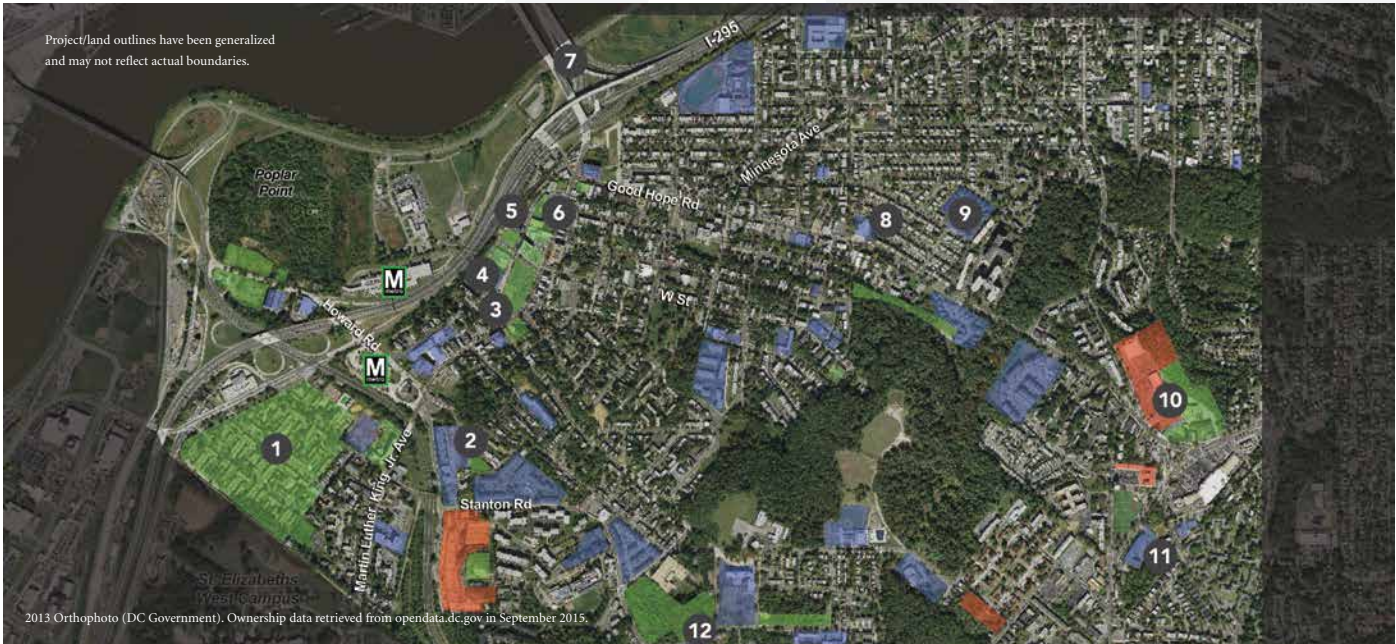
RHODE ISLAND AVENUE, NE / BRENTWOOD

UNION MARKET / NOMA



ANACOSTIA / SKYLAND

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



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. New cultural destinations to area include the Honfleur Art Gallery, Craig Kraft Studios, and the Anacostia Playhouse.

In addition, the Anacostia Arts Center offers a black box theater, galleries and a co-working space (The HIVE 2.0). The center is home to several retail establishments including Nubian Hueman, Vintage & Charmed, and Nurish Bar & Café from Kera Carpenter (owner/operator of Domku). Furthermore, Busboys and Poets plans to open a 7,000 sq. ft. restaurant and training center along Martin Luther King Jr. Avenue.

New residential development is also coming to the area with the recent completion of Sheridan Station by WC Smith. Sheridan Station is a 327-unit mixed-income, mixed-tenure housing development that celebrated the delivery of its final phases in September 2015.

Furthermore, 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.

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 calls for approximately 1.6 million sq. ft. of mixed-use development.

Finally, land development at the new Skyland Town Center has started. Upon full build-out this mixed-use, multi-phased, project will include up to 320,000 sq. ft. of retail space (anchored by a 120,000 sq. ft. Walmart) with structured parking and 485 residential units.

	PROJECTS	TOTAL SF	HOTEL ROOMS	OFFICE SF	RESIDENTIAL UNITS	RETAIL SF	EST. VALUE (\$ MILLIONS)
COMPLETED (SINCE 2001)	41	2,575,513	466,200	205,549	1,395	15,000	\$853
UNDER CONSTRUCTION	5	870,000	79,000		476	220,000	\$233
PIPELINE	25	13,591,312	60,000	3,059,500	3,941	599,000	\$5,135
TOTALS	71	17,036,825	605,200	3,265,049	5,812	834,000	\$6,221

NEIGHBORHOOD DEVELOPMENT: ANACOSTIA / SKYLAND



1. BARRY FARM

Image courtesy of A&R Development



2. SHERIDAN STATION (PHASE I)

Image courtesy of WC Smith



3. 2255 MARTIN LUTHER KING JR AVENUE

Image courtesy of Four Points, LLC



4. 2235 SHANNON PLACE

Image courtesy of Four Points, LLC



5. CURTIS PROPERTIES AT MLK & W

Image courtesy of Four Points, LLC



6. 2001-2027 MARTIN LUTHER KING JR. AVE SE



7. ANACOSTIA CROSSING

Image courtesy of 11th Street Bridge Park



8. ANACOSTIA NEIGHBORHOOD LIBRARY



9. FAIRLAWN ESTATES



10. SKYLAND TOWN CENTER

Image courtesy of WC Smith



11. ROUNDTREE RESIDENCES



12. STANTON SQUARE

CAPITOL RIVERFRONT

PROJECT STATUS

- Completed (since 2001)
- Under Construction
- Pipeline



THE CAPITOL RIVERFRONT IS A 500-acre district anchored by the U.S. Navy Yard (in operation since 1799), U.S. Department of Transportation headquarters and numerous new mixed-used buildings that have delivered over the past 15 years. As a former industrial center most of its older buildings on private property were demolished to make way for this new development.

As of August 2015, the area of the Capitol Riverfront highlighted in the map above has more than 2,850 residential units (in nine buildings), 160,690 sq. ft. of retail space and 533 hotel rooms (in three hotels) under construction. The current and future growth in residential has already attracted two grocery stores to the neighborhood—Harris Teeter (4Q 2014 opening) and Whole Foods (2016/2017 opening).

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

new 20,000-seat stadium in 2018 (a few blocks southwest of Nationals Park) and Showplace ICON will open a 16-screen movie-theater in 2018 as well. In addition, three new parks have opened in the past six years, including Diamond Teague Park (2009), Canal Park (2012) and Yards Park (2010).

Forest City is one of the major developers leading this growth with two neighborhood-defining redevelopments. The Yards will transform the 42-acre Southeast Federal Center into 5.5 million sq. ft. of mixed-use development, including adaptive reuse of historic structures. Furthermore, Forest City, Urban Atlantic and the DC Housing Authority are revitalizing former low-density public housing into approximately 1,747 residential units along with office and retail space. Initial phases of these projects started to deliver in 2010 and 2006 respectively.

	PROJECTS	TOTAL SF	HOTEL ROOMS	OFFICE SF	RESIDENTIAL UNITS	RETAIL SF	EST. VALUE (\$ BILLIONS)
COMPLETED (SINCE 2001)	36	11,020,848	204	6,277,357	3,199	275,980	\$3.2
UNDER CONSTRUCTION	15	3,508,780	533	215,000	2,851	160,686	\$1.3
PIPELINE	35	13,290,783	575	4,909,075	7,256	580,490	\$3.4
TOTALS	86	27,820,411	1,312	11,401,432	13,306	1,017,156	\$7.9

NEIGHBORHOOD DEVELOPMENT: **CAPITOL RIVERFRONT**



1. 1244 SOUTH CAPITOL STREET

Image courtesy of The JBG Companies



2. HALF & N

Image courtesy of Jair Lynch Real Estate Partners



3. DOCK 79

Image courtesy of MRP Realty



4. SHOWPLACE ICON

Image courtesy of Forest City



5. FIRST

Image courtesy of Hickok Cole Architects



6. GALLERY AT CAPITOL RIVERFRONT

Image courtesy of WDG



7. THE BANYON

Image courtesy of R2L Architects



8. PARK CHELSEA

Image courtesy of WC Smith



9. AGORA

Visualization by Interface Multimedia



10. ARRIS

Image courtesy of Forest City



11. THE LUMBER SHED

Image courtesy of Gensler



12. TWELVE12

HOWARD U. / SHAW / U STREET

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



U STREET, NAMED ONE OF APA'S GREAT PLACES IN AMERICA and one of America's Most Animated Arts Places by ArtPlace, is at the center of DC's renaissance. Largely fueled by new residential development the area is in its second development wave since 2001.

The first wave occurred from 2001 – 2009 when 2,260 residential units and 94,500 sq. ft. of retail space were delivered in the area highlighted above. The following two years (2010 & 2011) saw no new residential deliveries, mostly due to the 2008 recession. The second (and current) surge in residential development started in 2012 and thru August 2015 more than 1,860 residential units and more than 177,000 sq. ft. of retail space have been built.

As development continues to head east from 14th Street and north from Shaw an area bounded by Barry Place, Florida Avenue, U Street and Georgia Avenue will become its own unique district. The JBG

Companies is nearing completion of Atlantic Plumbing DC, a 62-unit condo building with 4,700 sq. ft. of retail space and a 310-unit apartment building and with 19,000 sq. ft. of retail space, anchored by a six-screen Landmark Theater. In addition, MRP Realty, JBG and Ellis Development are redeveloping a DC government site into a 354-unit apartment building, anchored by a 41,000 sq. ft. Whole Foods. This will be the fourth grocery store in the area, joining Trader Joe's (2014 opening), Streets Market & Cafe (2014) and a Yes! Organics (2008).

Howard University is the largest landowner in the area and recently completed a two new dormitories (1,360 beds) and its 82,000 sq. ft. Interdisciplinary Research Building. It is also partnering with RISE Real Estate to build a six-story, 299-unit apartment building with 11,500 sq. ft. of retail space near Sherman Avenue.

	PROJECTS	TOTAL SF	OFFICE SF	RESIDENTIAL UNITS	RETAIL SF	EST. VALUE (\$ MILLIONS)
COMPLETED (SINCE 2001)	65	5,558,684	301,662	4,121	308,099	\$1,764
UNDER CONSTRUCTION	8	750,917	55,000	648	76,169	\$256
PIPELINE	14	2,310,864	25,000	1,755	198,566	\$381
TOTALS	87	8,620,465	381,662	6,524	582,834	\$2,401

NEIGHBORHOOD DEVELOPMENT: HOWARD U. / SHAW / U STREET



Image courtesy of WDG



Image courtesy of Madison Investments



Image courtesy of The JBG Companies

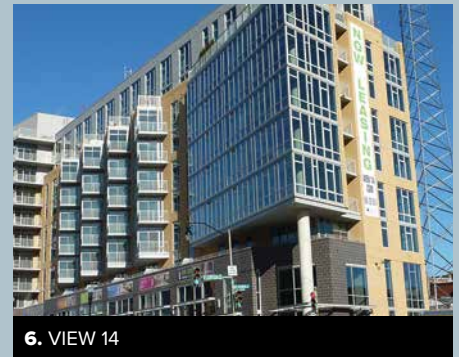


Image courtesy of MRP Realty



Image courtesy of The JBG Companies



Image courtesy of The JBG Companies



RHODE ISLAND AVENUE, NE / BRENTWOOD

PROJECT STATUS

- Completed (since 2001)
- Under Construction
- Pipeline



2013 Orthophoto (DC Government). Ownership data retrieved from opendata.dc.gov in September 2015

THE RHODE ISLAND AVENUE CORRIDOR in northeast DC is fast emerging as a major destination for mixed-use development. The Rhode Island Metrorail Station is at the epicenter of this transformation. As one of Pierre L’Enfant’s original streets, Rhode Island Avenue serves as a major commuter corridor, joining the heart of downtown DC to the Maryland suburbs

Rhode Island Row, built by Urban Atlantic and A&R Development on an 8.8-acre site owned by WMATA, was the first major mixed-use development in the area delivering 70,000 sq. ft. of retail/restaurant space and 274 apartments. Its success has helped drive additional investment that is planned over the next 10 years.

Two major projects that recently submitted planned unit development (PUD) applications will bring more than 3,300 residential units and

nearly 427,000 sq. ft. of retail space to the corridor. MRP Realty, B&R Associates LP and Sandrock LP plan on redeveloping the 13-acre Rhode Island Avenue Shopping Center into a 1.56 million sq. ft., multi-phased, mixed-use project in seven new buildings. Meanwhile, Mid-City Financial Corporation will redevelop the 20-acre site that encompasses the Brentwood Village Shopping Center and Brookland Manor into a 1.9 million sq. ft. mixed-use neighborhood, creating eight new city blocks.

Additional projects in the area include H Street CDC and E&G Group’s 2321 4th Street, NE (116 affordable apartments and 5,100 sq. ft. of retail space) and Douglas Development’s Channing Place. Channing Place will involve repurposing a former government printing facility and a constructing a new building to house 295 apartments.

	PROJECTS	TOTAL SF	RESIDENTIAL UNITS	RETAIL SF	EST. VALUE (\$ MILLIONS)
COMPLETED (SINCE 2001)	18	1,322,693	927	304,000	\$260
UNDER CONSTRUCTION	4	507,897	477	5,096	\$119
PIPELINE	4	4,179,476	3,924	426,844	\$1,026
TOTALS	26	6,010,066	5,328	735,940	\$1,404

NEIGHBORHOOD DEVELOPMENT: RHODE ISLAND AVENUE, NE / BRENTWOOD



1. 2321 4TH STREET

Image courtesy of BonstralHaresign Architects



2. RHODE ISLAND AVE SHOPPING CENTER



3. THE ILORA



4. EDGEWOOD III & IV



5. CHANNING PLACE

Image courtesy of Douglas Development



6. DAHLGREEN COURTS APARTMENTS



7. RHODE ISLAND ROW



8. RHODE ISLAND PLACE



8. RHODE ISLAND PLACE



9. BRENTWOOD VILLAGE

Image courtesy of Mid-City Financial Corporation



10. BRENTWOOD RECREATION CENTER



11. MONTANA TERRACE APARTMENTS

UNION MARKET / NOMA

PROJECT STATUS

- Completed (since 2001)
- Under Construction
- Pipeline



2013 Orthophoto (DC Government). Ownership data retrieved from opendata.dc.gov in September 2015.

AS DC'S DEVELOPMENT CONTINUES its eastward momentum, areas such as NoMa and Union Market are evolving into new mixed-use neighborhoods. In recent years developers have focused on building residential product in close proximity to the Red Line's NoMa-Gallaudet U. Metrorail Station. Of 2,810 units that have been built in the map area highlighted above, all have delivered since 2010, and nearly 98% of the units were located west of the Metrorail and railroad tracks.

The 45-acre Union Market District, bounded by Florida Avenue, 6th Street, New York Avenue and the railroad tracks is an industrial area that has the potential for eight million square feet of redevelopment.

There are numerous landowners with Douglas Development, EDENS, Gallaudet University, LCOR and Level 2 being among the major stakeholders. Within and immediately south of the Union Market District there are seven development projects, representing 338 hotel rooms, 1,600 residential units and 90,000 sq. ft. of retail space, anticipated to start construction in the next 18 months.

In addition to the pipeline projects mentioned above, the Uline Arena is currently under construction (anticipated 4Q 2016 delivery) and will be the new home for a 51,000 sq. ft. flagship REI and a 230-room Homewood Suites & Hampton Inn at 501 New York Avenue, NE is schedule to open by the end of 2015.

	PROJECTS	TOTAL SF	HOTEL ROOMS	OFFICE SF	RESIDENTIAL UNITS	RETAIL SF	EST. VALUE (\$ BILLIONS)
COMPLETED (SINCE 2001)	26	7,039,770	622	3,504,419	2,810	158,550	\$2.2
UNDER CONSTRUCTION	5	1,267,272	230	172,000	1,031	107,717	\$0.5
PIPELINE	25	17,648,660	338	4,152,328	5,578	446,826	\$3.0
TOTALS	56	25,955,702	1,190	7,828,747	9,419	713,093	\$5.7

NEIGHBORHOOD DEVELOPMENT: UNION MARKET / NOMA



1. AVA NOMA

Image courtesy of the NoMa BID



2. 44 & 88 M STREET AT TYBER PLACE

Image courtesy of DCS Design



3. N STREET NOMA (SOUTH BLOCK)

Image courtesy of The JBG Companies



4. 50 FLORIDA AVENUE



5. 1625 ECKINGTON PLACE & 1500 HARRY THOMAS WAY



6. HIGHLINE AT UNION MARKET



7. EDISON

Image courtesy of EDENS



8. SHAPRIO RESIDENCES

Image courtesy of EDENS



9. UNION MARKET (SOUTH BUILDING)

Image courtesy of EDENS



10. 301/331 N STREET

Image courtesy of Foulger-Pratt Companies



11. 300 M

Image courtesy of The Wilkes Company



12. ULINE ARENA

Image courtesy of Douglas Development Corporation



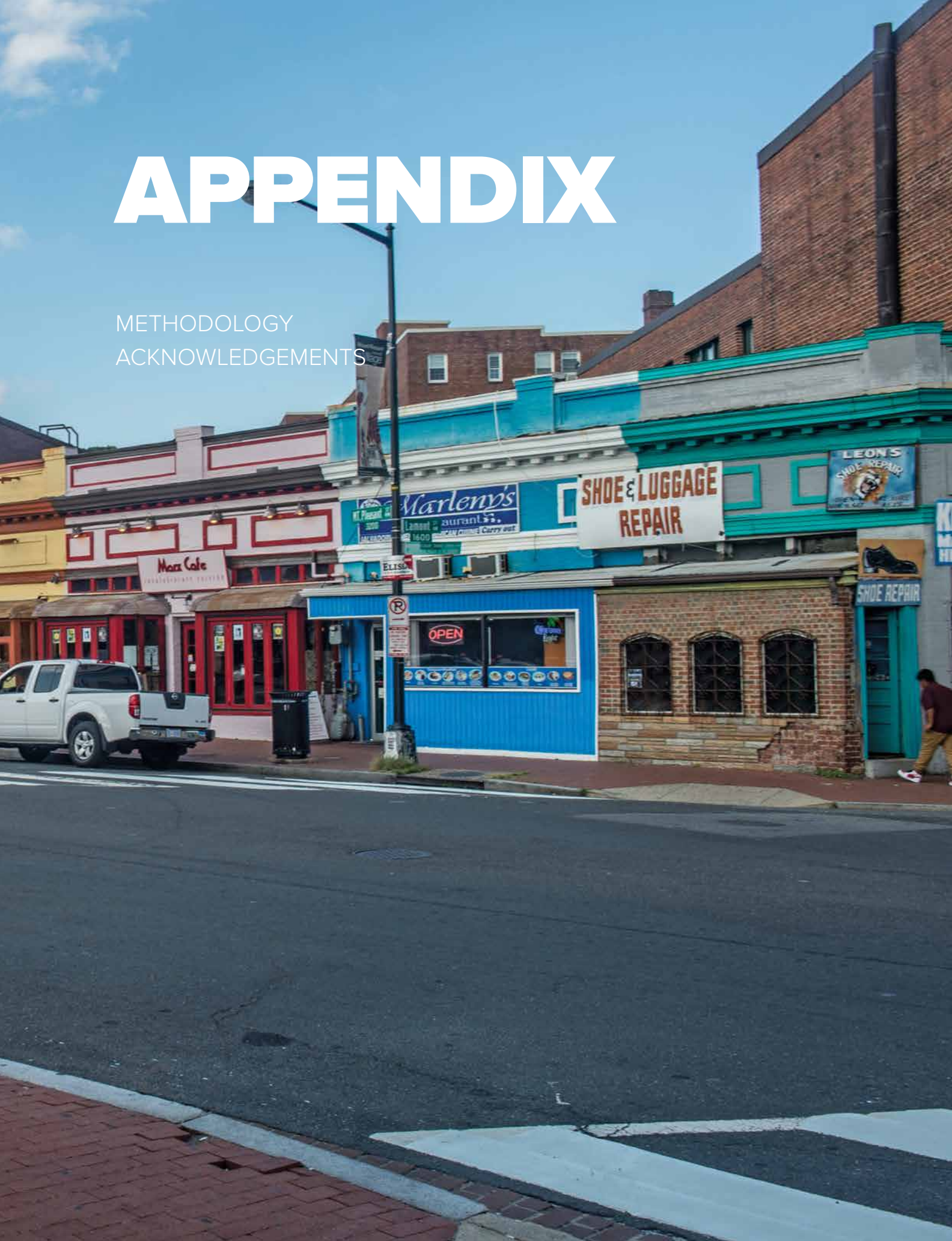
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APPENDIX

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. The following is a brief explanation of what types of data we try to obtain for each development and how we gather that information. 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 2015.

Architect

As one of our primary sources of information, we maintain information on the architects involved in the design of the project.

Construction Type

Components of each project are categorized as one of the following: New Construction, Renovation or Infrastructure. If a project includes both new construction and renovation we try to record each portion separately.

Delivery

The delivery date is an estimate of when a project is scheduled to be completed. For completed projects, this is the date that the first certificate of occupancy was issued for the project. If no certificate of occupancy was issued then we use the date supplied by a primary or secondary source.

Description

Complex projects and mixed-use developments include a description that highlights key components and other points of interest about the development project.

Developer

As one of our primary sources of information, we maintain information on developers and other controlling interests in development projects.

Financing Sources

Whenever possible, we identify public and private funding sources.

General Contractor

As one of our primary sources of information, we maintain information on the general contractors involved in the construction of the project.

Green Development

If a project contains “green elements” or sustainable design features it is considered a green project.

Groundbreaking

The groundbreaking date is an estimate of when a project is scheduled to start. For projects that are under construction or completed the groundbreaking date can be the date of a groundbreaking event or the date that a building permit was issued on a project.

Hotel Rooms

For hotel projects, we track the number of new and renovated rooms. The number of rooms does not necessarily reflect net new rooms because it does not account for rooms taken out of the inventory.

Imagery

Many of the projects in our database include one or more photos, renderings, elevations or other illustrations. In most cases these images are provided by either a primary or secondary source or are photos taken by the WDCEP. In many cases renderings and illustrations are concepts and may not reflect the final design.

Lead Tenant

The lead tenant could be the first lease signed in a new or renovated building or the tenant that occupies the most space.

LEED

When possible we track the LEED (Leadership in Energy & Environmental Design) certification level that has either been obtained or planned to achieve. The level listed may reflect the entire project or one component of a mixed-use or multi-phased project.

Location

The physical address is used when possible; however when no address is possible the closest intersection is used.

Project Cost

We track total development costs including both hard and soft costs associated with a project as well as land costs. Whenever possible, we use actual costs provided by primary sources. Sometimes, however, it is necessary to estimate project costs based on historical information. Because of the tremendous amount of construction activity and staff resources required to maintain the data, we established a minimum threshold of \$5 million to be included in the database (from 2001–8/2009 the minimum was \$1 million).

Project Name

Project names are generally the name of the building or the development. However, when projects are referenced by different sources with different names, we use the most commonly referenced name of the project. When there is no name for the project, projects are referenced by address.

Residential Units

For residential projects, we track the number of units of both new construction and renovation. The number of new residential units does not necessarily reflect the net new units on the market because it does not account for units taken out of the inventory.

Square Footage

Whenever possible, we try to obtain the total square footage of the project. For mixed-use projects, we break out the square footage associated with each major use.

Status

Each development project is tracked by status and defined by one of the following categories:

- **LONG TERM:** Projects that are not expected to break ground for at least 36 months or longer. These projects are considered part of DC's pipeline.
- **MEDIUM TERM:** Projects that have the potential to break ground in 18–36 months. These projects are considered part of DC's pipeline.
- **NEAR TERM:** Projects that have the potential to break ground in the next 18 months. These projects are considered part of DC's pipeline.
- **UNDER CONSTRUCTION:** Projects are defined as under construction once a building permit has been issued on the project or a primary source has indicated that construction has begun.
- **COMPLETED:** Projects are defined as completed once the first certificate of occupancy is issued on a project, except in the case of a multi-phase project, in which each phase of the project is tracked separately. If no certificate of occupancy was issued, then we use the date supplied by a primary or secondary source.

Use

Each project is categorized by type of use. For mixed-use developments, we capture the square footage or units/rooms for each of the following:

- Community¹
- Education²
- Entertainment³
- Hotel
- Industrial⁴
- Medical⁵
- Museum⁶
- Office
- Residential
- Retail

1. e.g. library, recreational center, place of worship 2. e.g. K–12, colleges, universities 3. e.g. movie theaters, live performance venues
4. industrial & warehouse 5. e.g. hospitals, clinics 6. museums & memorials

Ward

The Ward identified for each project is based off of the 2012 Ward boundaries.

Zip Code

Zip codes are tracked for mapping purposes as defined by data from our geographic information system (GIS) and may not reflect the actual U.S. Postal zip code for that address.

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
- 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.** There is simply too much activity for us to keep accurate information about every improvement made in the District of Columbia. Therefore, we only collect data for projects valued over \$5 million.
- 2 We are missing a key piece of information.** Generally we will include projects in our database even if we do not have a complete set of data available. However, some projects are omitted from our reports and analysis if they are missing key data that we use to query or analyze the database.
- 3 We have questions about the validity of the data.** We make every effort to acquire data from multiple and primary sources to validate our information. Frequently, we encounter discrepancies in project details. Whenever possible we try to reconcile those discrepancies. Sometimes, we are unable, and we may exclude the project because of an unresolved question about the data.
- 4 We may not know about it.** Although our data collection methods are comprehensive, we may miss projects. We discover new information almost every day, and we are constantly adding projects as we become aware of them.

If you have information about a development that you would like included in our database or if you have discovered errors in our data, please let us know. We rely on your feedback to keep our database accurate.

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

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

11th Street Bridge Park	Forrester Construction Company	MRP Realty
A&R Development Corporation	Fort Lincoln New Town Corporation	Neighborhood Development Company
Adams Morgan BID	Foulger-Pratt Companies	NoMa BID
Akridge	Four Points, LLC	Office of the Deputy Mayor for Planning and Economic Development
American Univeristy	Foxhall Partners	Paradigm
Anacostia BID	Gallaudet University	Perkins Eastman
AvalonBay Communities	Gensler	Perseus Realty
BELL Architects	George Washington University	Peterson Companies
BISNOW	GlobeSt.com	PGN Architects
Blue Skye Development & Construction	Golden Triangle BID	Property Group Partners
BonstralHaresign Architects	Grunley Construction	R2L Architects
Boston Properties	GSA	The Rappaport Companies
Bush Construction	H Street CDC	REVPAR
Capitol Riverfront BID	H&R Retail	Roadside Development
Carr Properties	Hartman-Cox Architects	Ruben Company
CAS Riegler	Hickok Cole Architects	Saul Centers
CBRE	Hines	SB Urban
City Interests	Horning Brothers	Shalom Baranes Associates
City Partners LLC	Hospitality Partners	Sibley Memorial Hospital
Clark Construction Group LLC	Howard University	Skanska
Clark Realty Capital LLC	Insight Property Group	SmithGroup
Cohen Siegel Investors	Jair Lynch Development Partners	Smoot Construction Company
Cunningham Quill Architects	James G. Davis Construction Corporation	SOME
Cushman & Wakefield	The JBG Companies	Southside Investment Partners
DC Department of Consumer & Regulatory Affairs	JD Land	Steuart Investment Company
DC Department of Parks & Recreation	Lenkin Company	Stonebridge Associates
DC Housing Enterprises	Level 2 Development	Tishman Speyer
DC Office of Planning	Linde Development	Toll Brothers
DC Office of the Chief Technology Officer	Lock 7	Torti Gallas & Partners
DC Public Library	Lowe Enterprises Real Estate Group	Trammell Crow Company
DC Water	Madison Investments	Trump Hotels
DCS Design	Madison Marquette	UIP
Ditto Residential	Manna, Inc.	Urban Turf
Donatelli Development	Marshall Heights CDO	Vision McMillan
Douglas Development Corporation	Marshall Moya	Washington Business Group
Downtown BID	Menkiti Group	Washington Business Journal
EDENS	Mid-City Financial Corporation	Washington Post
Embassy Row Hotel	Mill Creek Residential Trust	WC Smith
Ennead Architects	Mission First Housing Group	WDG Architecture
Forest City Washington	Monument Realty	The Wilkes Company
	Mount Vernon Triangle CID	



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