



**Mount Vernon Triangle  
Office Broker Lunch  
November 3, 2016**



**MOUNT  
VERNON**  
TRIANGLE • DC

# Agenda

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- I. Lunch & Networking
- II. Host Welcome
- III. MVT Overview
- IV. Presentation of Featured Opportunities
- V. Additional Networking
- VI. Door Prize Raffle

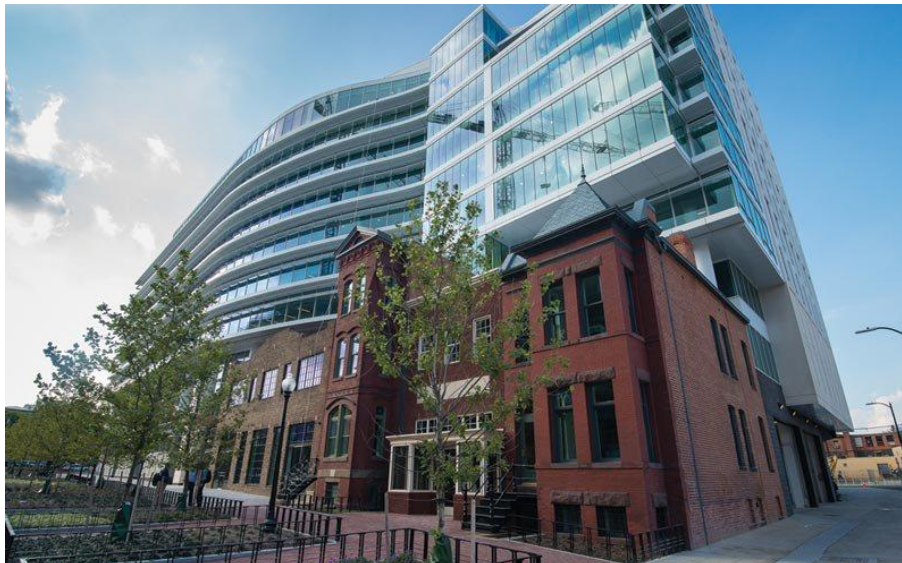


# Host Welcome



## Mark S. Wood, CFM

- ❖ Senior Director, Real Estate and Facilities, AAMC
- ❖ Member, MVT CID Board of Directors & Executive Committee
- ❖ 2016 Recipient – MVT CID Public Service Award for Outstanding Leadership and Dedication to the Community





# MVT Overview: Unbeatable Central Location



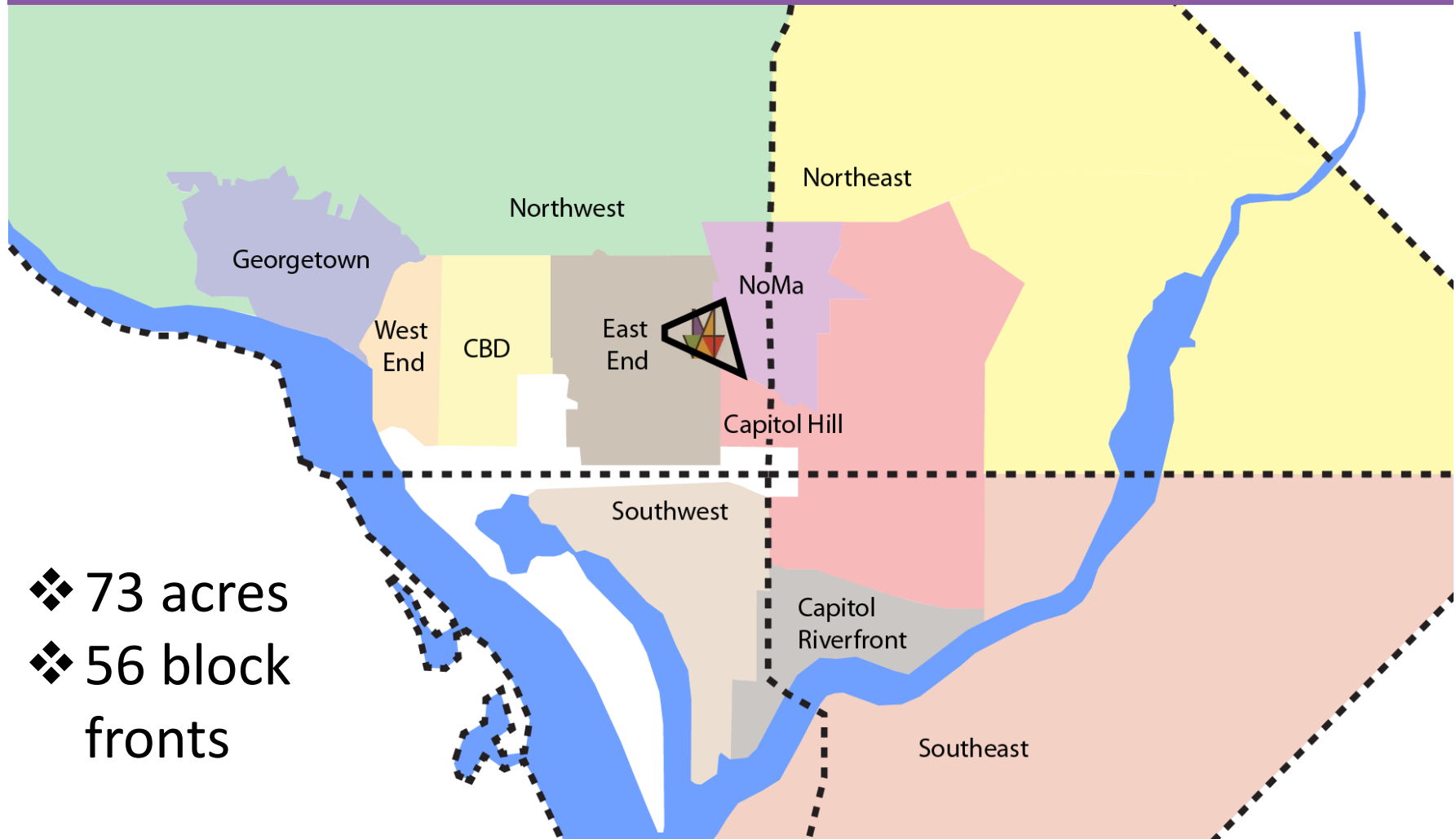
Located in the heart of downtown DC



# MVT Overview: Unbeatable Central Location



At the center of expanding submarkets

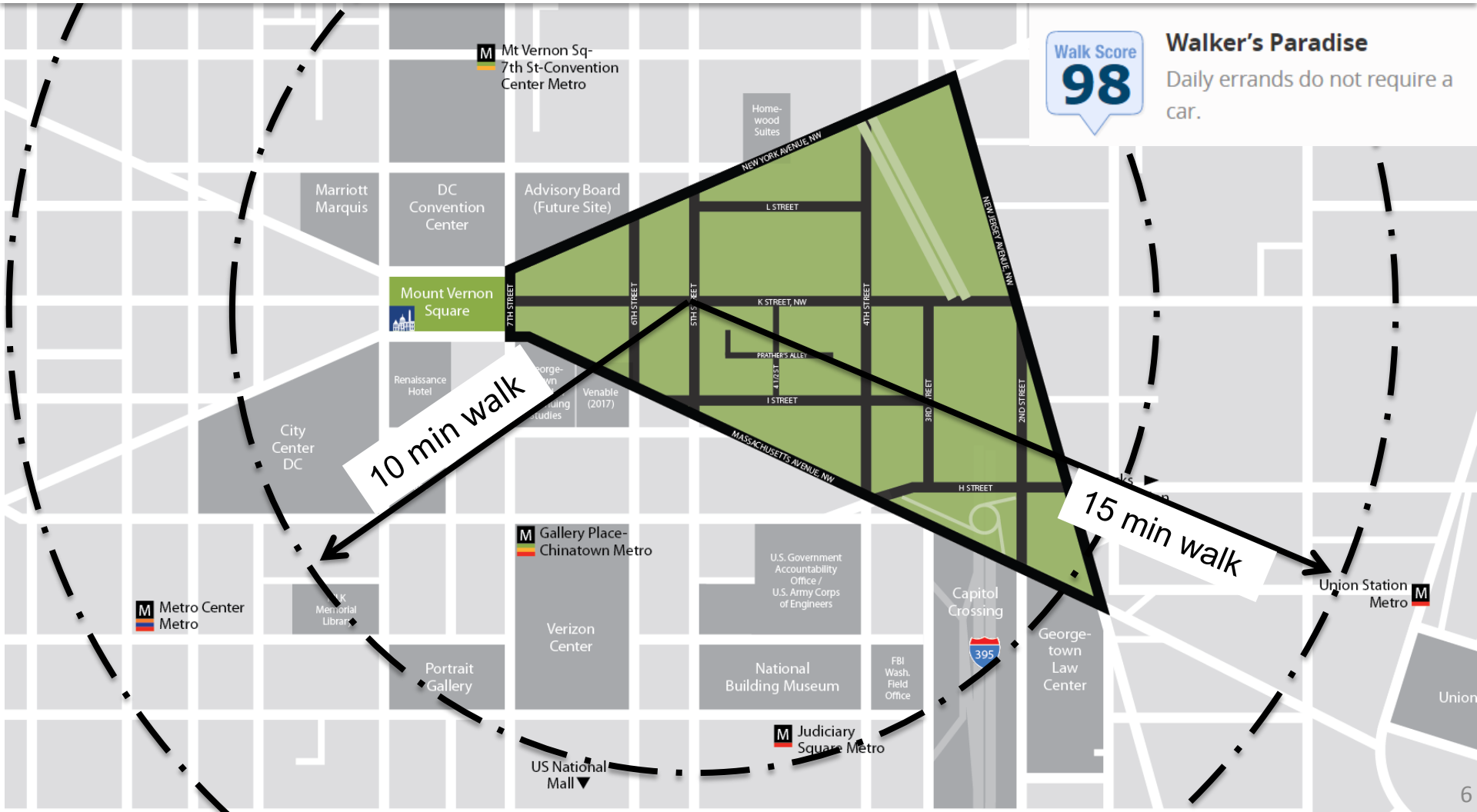


- ❖ 73 acres
- ❖ 56 block fronts

# MVT Overview: Unparalleled Accessibility



**Walkable • Bikeable • Transit-Oriented • Highway Accessible**



# MVT Overview: Unparalleled Accessibility



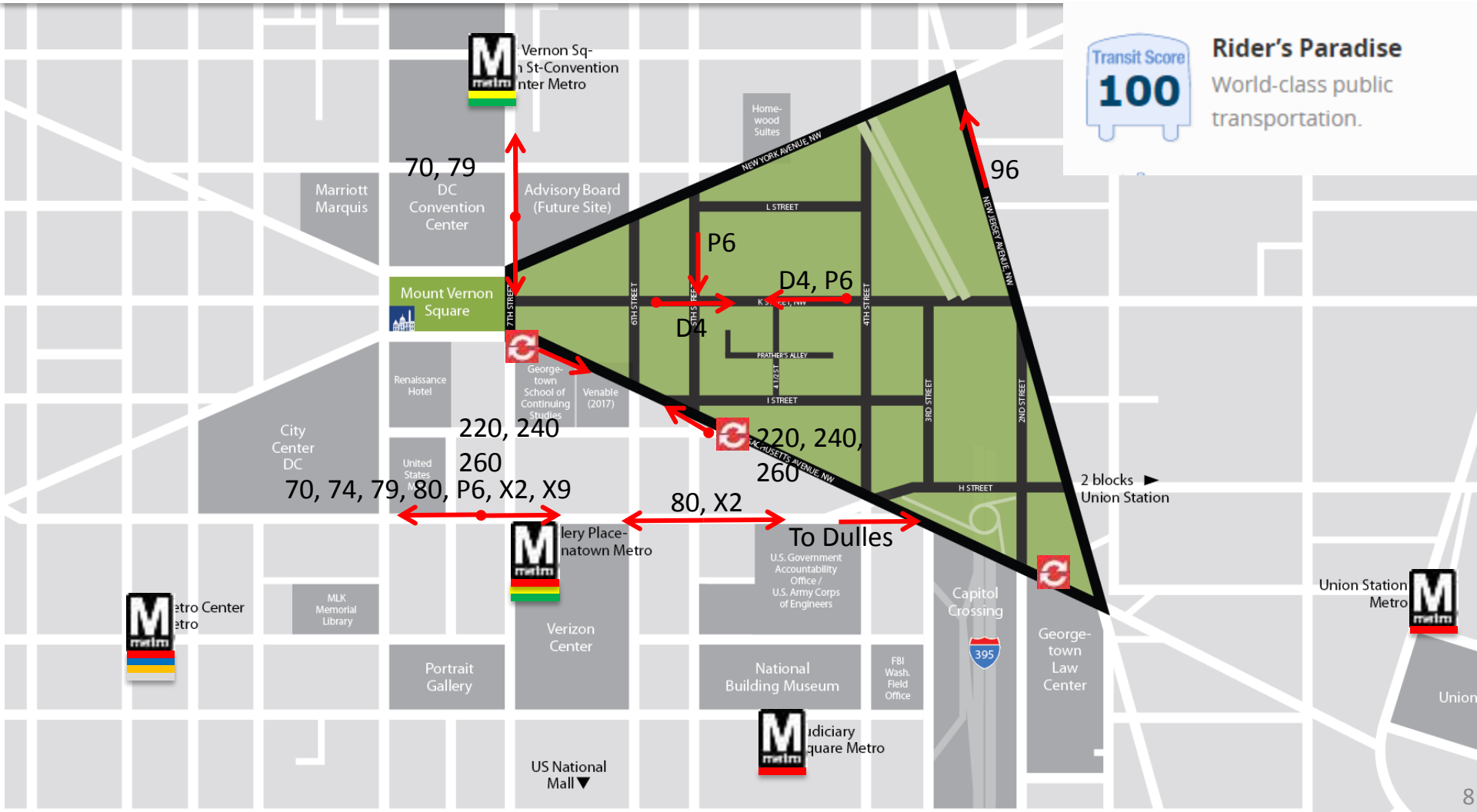
Walkable • **Bikeable** • Transit-Oriented • Highway Accessible



# MVT Overview: Unparalleled Accessibility



Walkable • Bikeable • **Transit-Oriented** • Highway Accessible

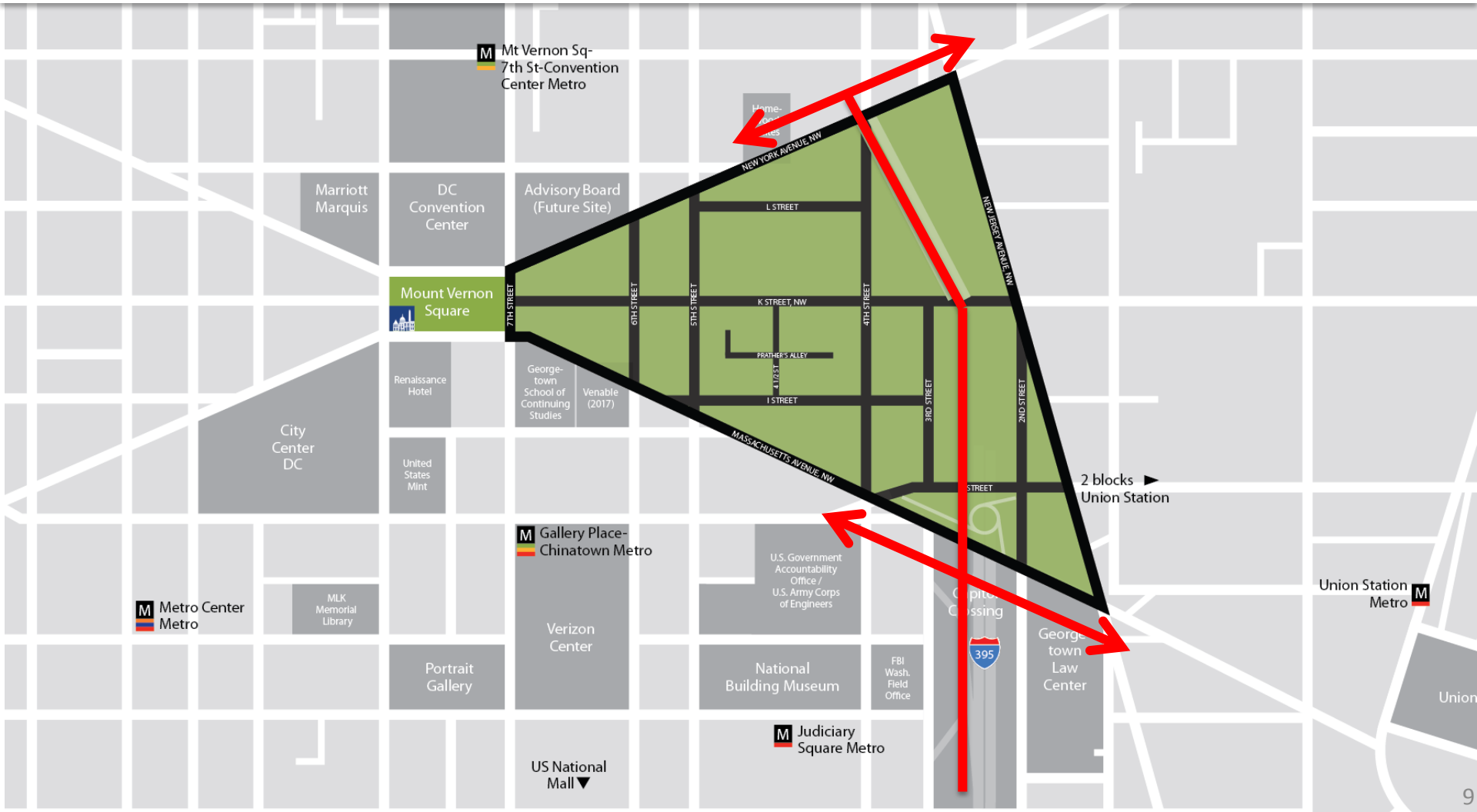




# MVT Overview: Unparalleled Accessibility



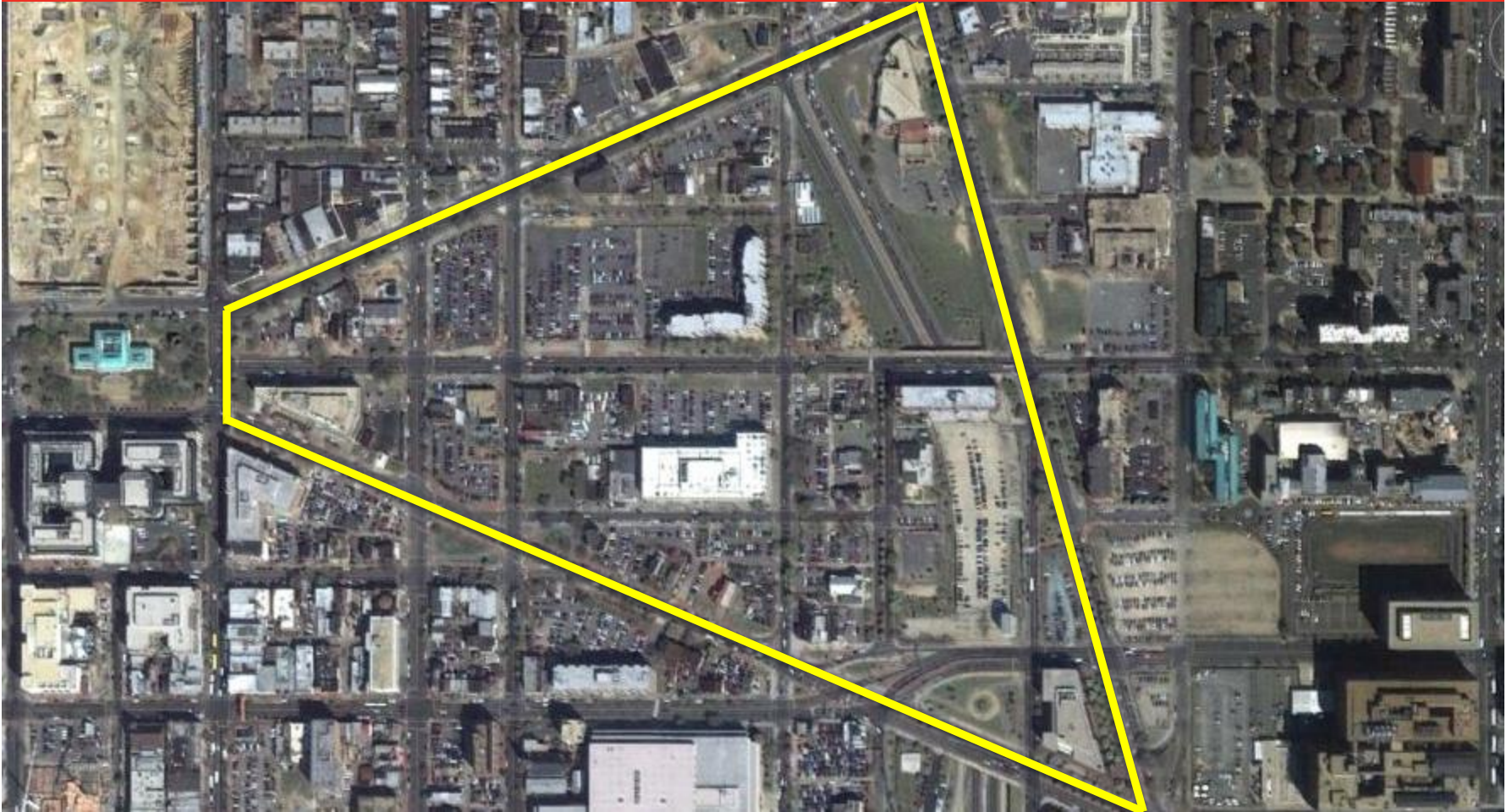
**Walkable • Bikeable • Transit-Oriented • Highway Accessible**



# MVT Overview: Thoughtfully Planned, Carefully Coordinated Mixed-Use Community



## MVT before Action Agenda & CID





# MVT Overview: Thoughtfully Planned, Carefully Coordinated Mixed-Use Community



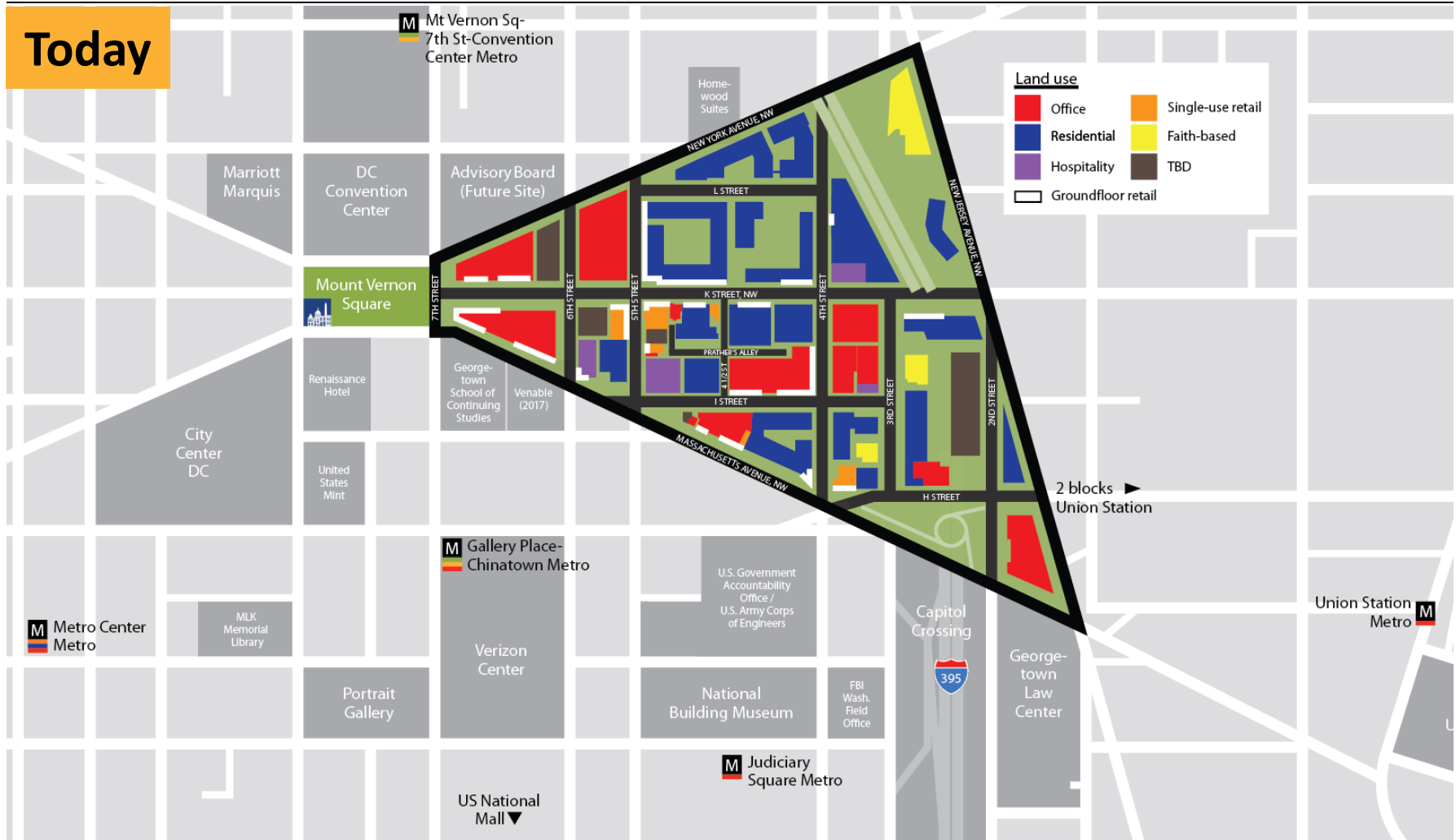
Action Agenda 2003, MVT CID 2004

## The Mount Vernon Triangle Action Agenda

*Creating a vibrant new downtown neighborhood*



# MVT Overview: Thoughtfully Planned, Carefully Coordinated Mixed-Use Community



# MVT Overview: Vibrant, Thriving “Sense of Place”



## Live:

18,262 residents  
within a ½ mile

\$90,945  
average income

41%  
age 20-34

## Work:

165,000  
employees  
within ½ mi

## Do Business:

6 Headquarters  
relocations in and  
around MVT  
since 2007

## Entertain:

400 events annually  
Verizon and Convention Center

600+ outdoor dining seats

- Strong, attractive demographics
- One of DC's more dense mixed-use neighborhoods
- High demand, low vacancy, avg. multi-family rent \$3.60/SF



# MVT Overview: Vibrant, Thriving “Sense of Place”



Authentic



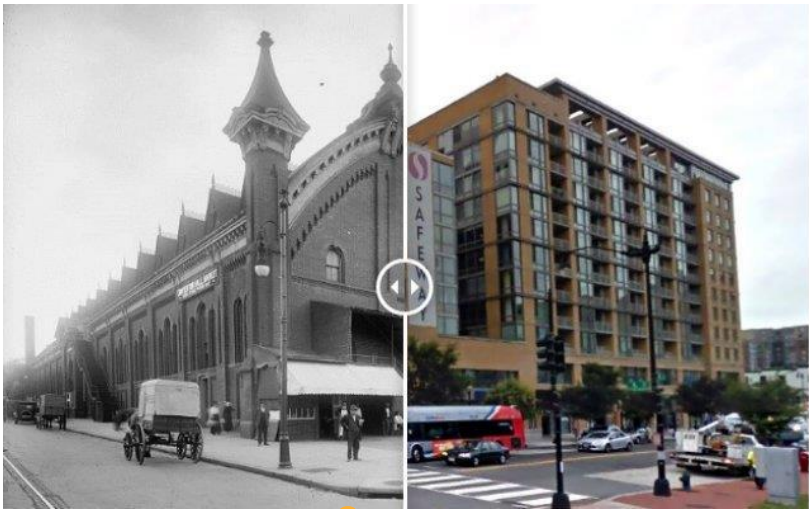
Approachable



75%

OF MVT RETAIL & RESTAURANTS ARE LOCALLY OWNED

dynamic

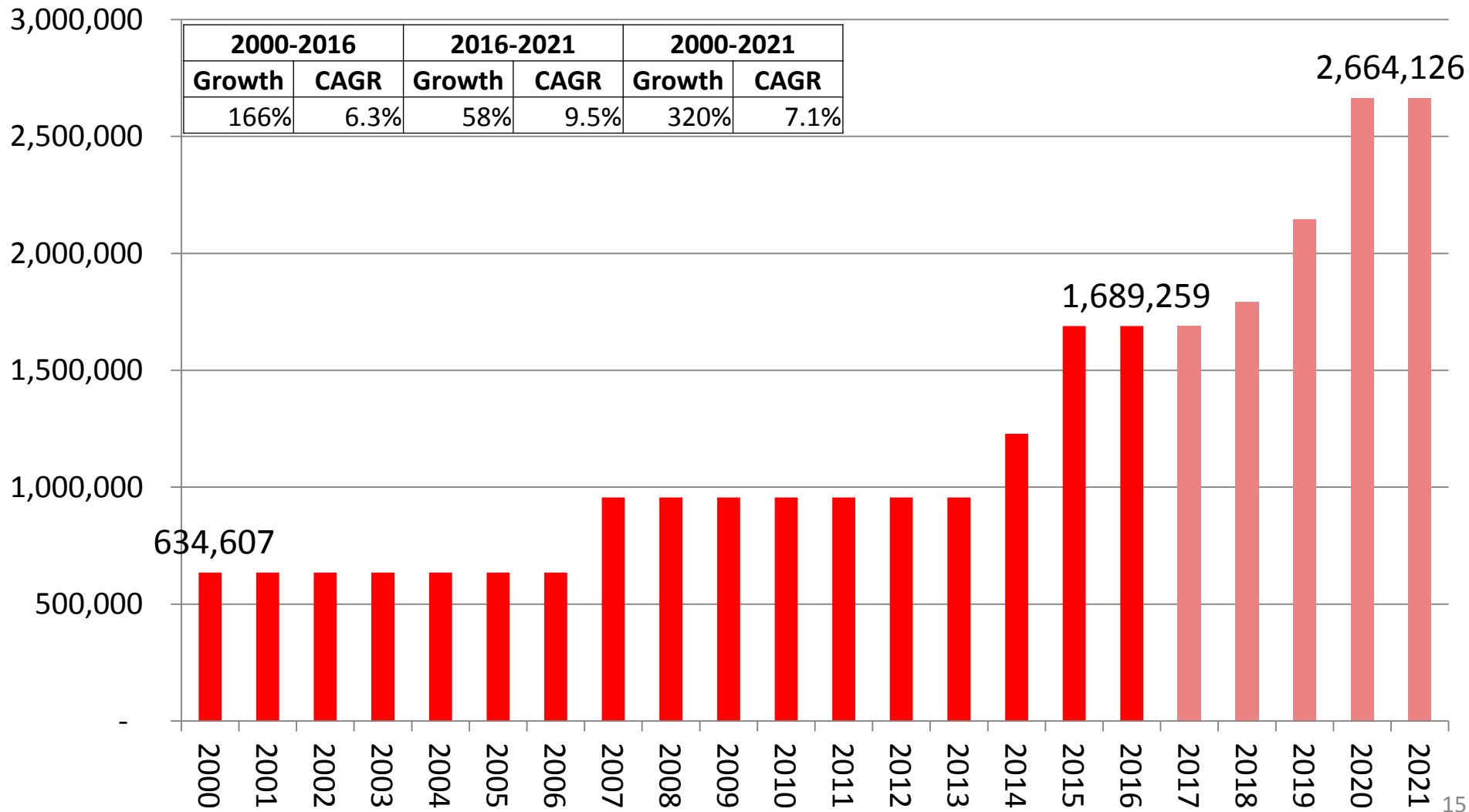


Engaging

# MVT Overview: Vibrant, Thriving “Sense of Place”



## Growing Destination of Choice – Office SF (2000-2021)



# MVT Overview: Vibrant, Thriving “Sense of Place”



6 headquarters relocations in and around MVT since 2007



ARNOLD & PORTER LLP



Association of American Medical Colleges



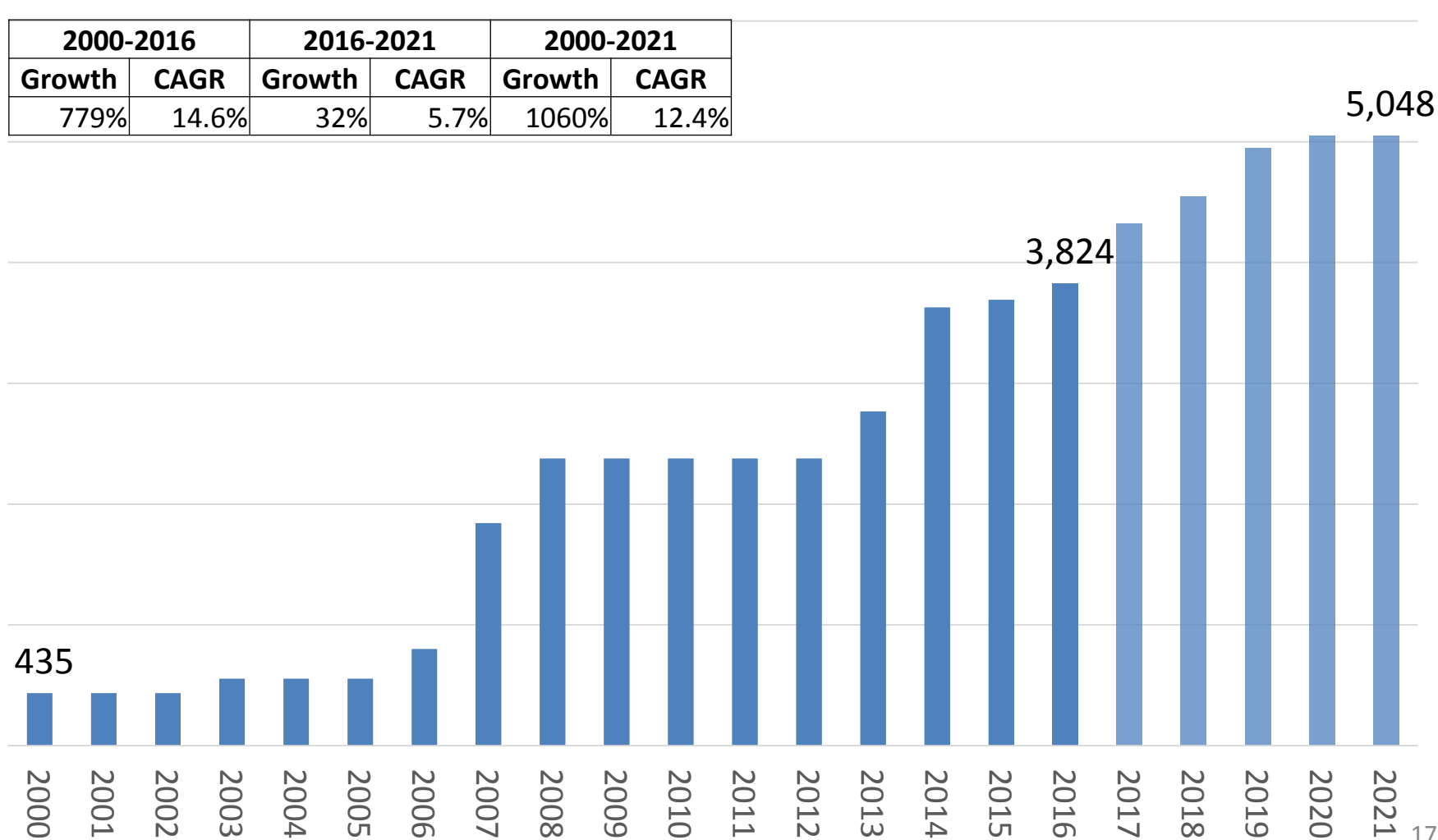
VENABLE LLP

# MVT Overview: Vibrant, Thriving “Sense of Place”



## Growing Destination of Choice – Residential Units (2000-2021)

2000-2016		2016-2021		2000-2021	
Growth	CAGR	Growth	CAGR	Growth	CAGR
779%	14.6%	32%	5.7%	1060%	12.4%





# MVT Overview: Vibrant, Thriving “Sense of Place”



**Delivered (Q1 2014)**



**Lyric**  
**Wilkes & Quadrangle**  
**234 apartments units**

**Delivered (Q4 2014)**



**Meridian II**  
**Steuart & Paradigm**  
**393 apartments units**

**Delivered (Q2 2015)**



**460 NYA**  
**Bozzuto**  
**63 condo units**



# MVT Overview: Vibrant, Thriving “Sense of Place”



**U/C (Spring 2017)**



**455 Eye Street NW  
Equity Residential  
174 apartment units**

**U/C (Q2 2018)**



**The Lydian  
Wilkes & Quadrangle  
324 apartment units**

**U/C (2018)**



**Plaza West  
Bible Way & Mission First  
223 apartment units**

# MVT Overview: Vibrant, Thriving “Sense of Place”



## Latest Delivery: The Aspen (October 2016)



**Paramount & Ellisdale  
133 apartment units**



# MVT Overview: Vibrant, Thriving “Sense of Place”



## Robust residential pipeline signals solid market strength



**5th and Eye Street NW**  
**Peebles Corp. & Walker**  
**35 condo units**



**925 5th Street NW**  
**Peebles Corp.**  
**40 condo units**



**Capitol Vista**  
**Voltron Partners**  
**100 apartment units**

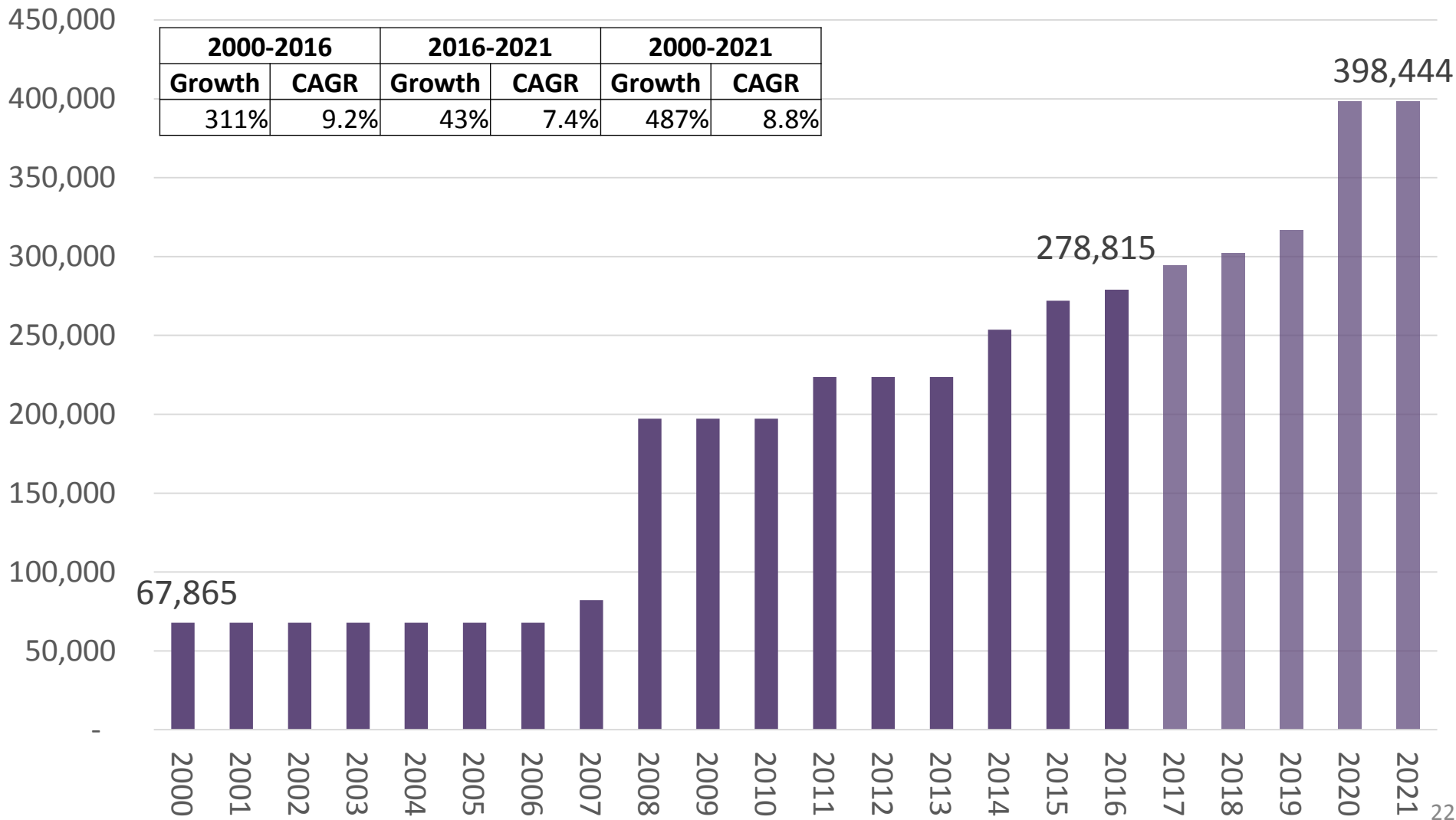


**4th & K Street NW**  
**Lima Hotel**  
**33 apartment units**

# MVT Overview: Vibrant, Thriving “Sense of Place”



## Growing Destination of Choice – Retail SF (2000-2021)



# MVT Overview: Vibrant, Thriving “Sense of Place”



Major retail leasing since start of FY 2015

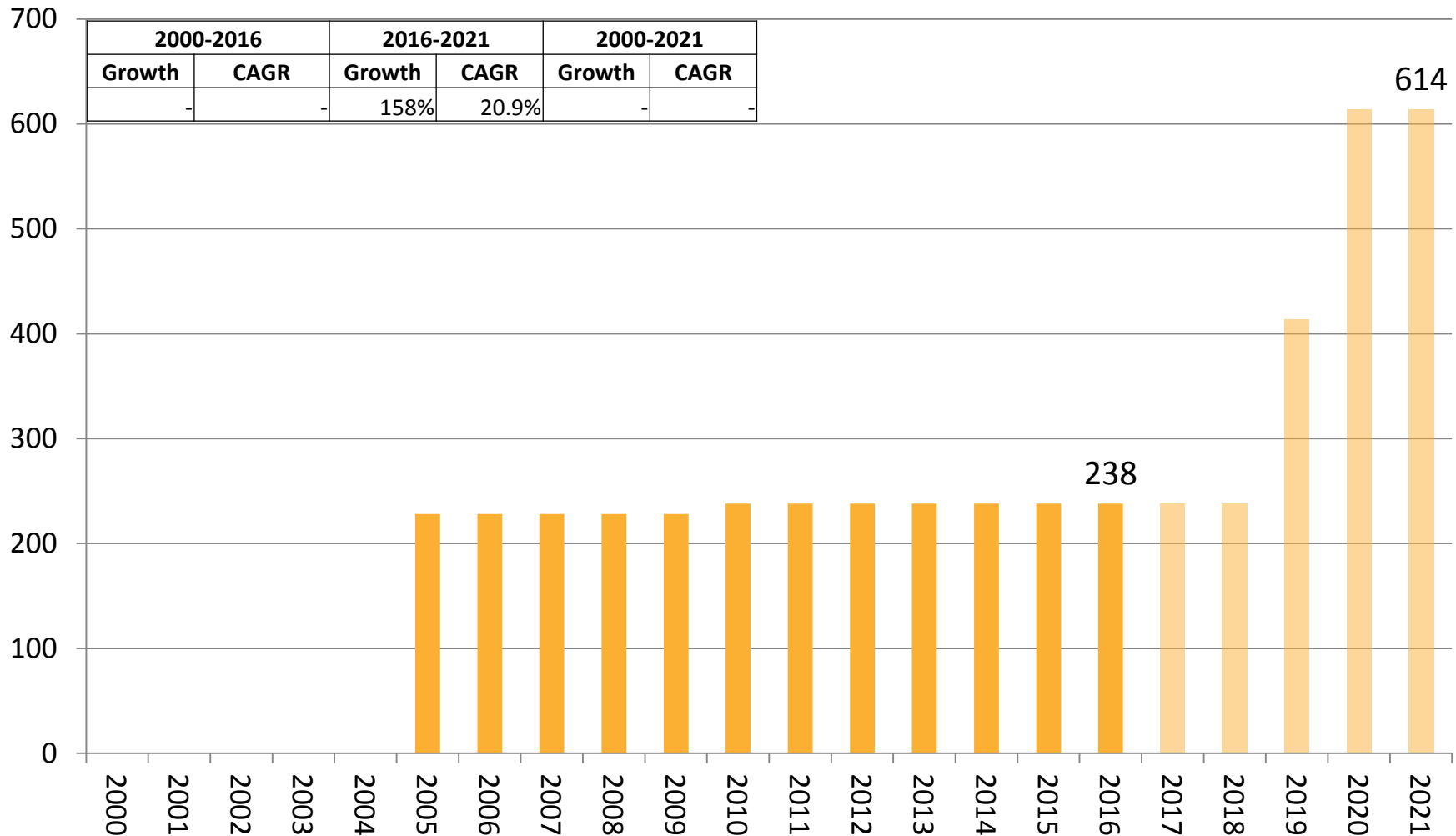




# MVT Overview: Vibrant, Thriving “Sense of Place”



## Growing Destination of Choice – Hospitality Room Keys (2000-2021)



# MVT Overview: Vibrant, Thriving “Sense of Place”



## Hospitality in operation:



**228 room keys**

## Hospitality in the pipeline:



**5th and Eye Street NW  
Peebles Corp. & Walker**

**133 room keys**

Hotel operator: SLS Hotels,  
subsidiary of sbe Group



**4th & K Street NW  
Lima Hotel**

**200 room keys**

Hotel operator: TBD



**SLS HOTELS®**

# MVT Overview: Skillfully Managed with Professional Day-to-Day Oversight



## Clean & Safe Ambassadors



## Marketing & Community Events



## Real Estate & Economic Development



## Parks, Art & Culture



## Transit & Public Realm Improvements



## Stakeholder Advocacy





# Featured Opportunity #1: 300 K Street NW



## Owner:

- ❖ The Wilkes Company & Quadrangle Development Corporation

## What's Available:

- ❖ 233,000 SF Trophy Office

## Representatives:

- ❖ Meany & Oliver  
Companies: Martin Griffin,  
Philip Meany, Sharon Oliver

# Featured Opportunity #2: 950 3rd Street NW



## Owner:

- ❖ The Wilkes Company & Quadrangle Development Corporation

## What's Available:

- ❖ 118,000 SF Trophy Office

## Representatives:

- ❖ Meany & Oliver  
Companies: Martin Griffin,  
Philip Meany, Sharon Oliver





# Featured Opportunity #3: 1001 6th Street NW



## Owner:

- ❖ Boston Properties & Steuart Investments

## What's Available:

- ❖ 495,000 SF Trophy Office

## Representatives:

- ❖ **Boston Properties:**  
Jonathan Kaylor, Pete Otteni



# Featured Opportunity #4: 455 Massachusetts Avenue NW



## Owner:

- ❖ ASB Real Estate Investments

## What's Available:

- ❖ 231,000 SF Trophy Office

## Representatives:

- ❖ **Avison Young:** Greg Tomasso, Will Stern, Lauryn Harris
- ❖ **ASB:** Thomas Wood, Katherine Canning

# Featured Opportunity #5: 901 4th Street NW (DC Bar Building)



## Future Owner:

❖ DC Bar

## What's Available:

❖ 25,000 SF Trophy Office

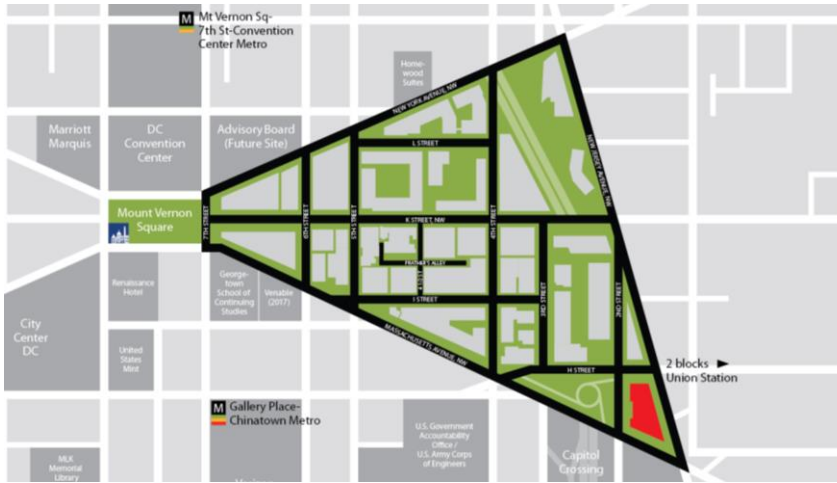
## Representatives:

❖ **Savills Studley:** Nicole Miller, Rick Rome, Ted Skirbunt





# Featured Opportunity #6: 111 Massachusetts Avenue NW



## Owner:

- ❖ Douglas Development

## What's Available:

- ❖ 375,000 SF of Current & Additional Planned Trophy Office

## Representatives:

- ❖ **CBRE:** Randy Harrell, Mark Klug, Abigail Todd



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TRIANGLE ◀ DC

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