

Housing

According to reports from Metropolitan Regional Information Systems, Inc. (MRIS), the average home sale price in the District in 2014 was \$620,026, an increase of 5.3% over 2013, at \$589,036. The number of units sold in the District went from 7,954 in 2013 to 7,949 in 2014, a decrease of 0.1%. Historical changes in average sale price and number of units sold from 2004 to 2014 are shown in the following chart.

AVERAGE HOME SALE PRICES AND UNITS SOLD

Year	Units Sold	% Change	Avg. Price	% Change
2004	9,005	--	\$448,778	--
2005	9,100	1.1%	\$534,646	19.1%
2006	7,721	-15.2%	\$528,719	-1.1%
2007	7,415	-4.0%	\$538,418	1.8%
2008	5,569	-24.9%	\$538,697	0.1%
2009	6,438	15.6%	\$484,990	-10.0%
2010	6,598	2.5%	\$505,736	4.3%
2011	6,472	-1.9%	\$516,625	2.2%
2012	6,945	7.3%	\$552,306	6.9%
2013	7,954	14.5%	\$589,036	6.7%
2014	7,949	-0.1%	\$620,026	5.3%

Source: Metropolitan Regional Information Systems, Inc. (MRIS)

According to reports from the U.S. Census Bureau, in 2014, the District of Columbia issued new residential building permits for 4,189 dwelling units (including multi-family), an increase of 28.7% over 2013, at 3,255 units. Of those permits issued in 2014, 288 were for single-family units, a decrease of 13.5% from 2013, at 333 single-family units. During the same period, multi-family permits were issued in the District for 3,901 units, an increase of 33.5% over 2013, at 2,922 units.

The dollar value of all new residential building permits issued in the District in 2014 was \$374.4 million, an increase of 33.8% over 2013, at \$279.9 million. The number of units and construction costs for building permits issued in the District of Columbia from 2004 to 2014 are shown in the following chart.

RESIDENTIAL BUILDING PERMITS

Year	Number of Units				Construction Costs (\$millions)			
	Single-Family	Multi-Family	Total	Annual % Change	Single-Family	Multi-Family	Total	Annual % Change
2004	226	1,710	1,936	--	\$22.2	\$203.1	\$225.2	--
2005	125	2,735	2,860	47.7%	\$18.3	\$209.9	\$228.1	1.3%
2006	126	1,979	2,105	-26.4%	\$20.4	\$279.2	\$299.5	31.3%
2007	576	1,334	1,910	-9.3%	\$79.4	\$137.5	\$216.8	-27.6%
2008	248	288	536	-71.9%	\$40.9	\$26.2	\$67.1	-69.0%
2009	151	975	1,126	110.1%	\$27.7	\$103.8	\$131.5	95.9%
2010	177	562	739	-34.4%	\$30.7	\$74.7	\$105.5	-19.8%
2011	227	4,385	4,612	524.1%	\$44.7	\$564.6	\$609.4	477.8%
2012	271	3,552	3,823	-17.1%	\$48.8	\$422.7	\$471.5	-22.6%
2013	333	2,922	3,255	-14.9%	\$66.9	\$213.0	\$279.9	-40.6%
2014	288	3,901	4,189	28.7%	\$60.9	\$313.5	\$374.4	33.8%

Source: U.S.Census Bureau

Commercial/Industrial Markets

In first quarter 2014, reports from Jones Lang LaSalle indicated that there are competing influences which have impacted the Metro D.C. economy. The growth of high-tech and other creative sectors contrasts with decreasing payrolls within the federal government. A federal budget was passed, yet agencies have had to wrestle with the implementation of spending cuts and modernization of their workplaces, according to Jones Lang LaSalle.

Currently, tenant demand remains limited, but the pullback on new construction should have a beneficial effect on the Metro D.C. office market over the next two years. The District of Columbia's downtown properties are outperforming Suburban Maryland and Northern Virginia, which are experiencing occupancy losses.

In fourth quarter 2014, CoStar reported the District's existing office RBA totaled 150.5 million square feet, with a vacancy rate of 10.3%. Industrial/flex space in the District totaled 12.2 million square feet, with a vacancy rate of 6.4% and retail space totaled 22.2 million square feet, with a vacancy rate of 4.5%. The District of Columbia had a total combined RBA of 184.9 million square feet, with an overall vacancy rate of 9.4%. The District of Columbia's RBA for office, industrial/flex, retail, and combined space and vacancy rates for fourth quarters 2008 through 2014 are shown in the following chart.

COMMERCIAL RBA AND VACANCY RATES

Year/Qtr.	Total RBA	Vacancy Rates
Office		
2014 4Q	150,504,534	10.3%
2013 4Q	149,061,738	9.6%
2012 4Q	148,020,303	9.5%
2011 4Q	147,490,751	10.5%
2010 4Q	146,355,732	11.0%
2009 4Q	143,744,587	11.6%
2008 4Q	140,279,918	9.1%
Industrial/Flex		
2014 4Q	12,150,631	6.4%
2013 4Q	12,150,631	7.9%
2012 4Q	12,150,631	6.7%
2011 4Q	12,150,631	9.9%
2010 4Q	12,029,023	8.8%
2009 4Q	12,029,023	8.5%
2008 4Q	12,029,023	6.3%
Retail		
2014 4Q	22,250,598	4.5%
2013 4Q	21,903,301	4.5%
2012 4Q	21,552,172	5.1%
2011 4Q	21,268,630	5.0%
2010 4Q	21,246,347	5.7%
2009 4Q	21,188,832	6.1%
2008 4Q	21,114,134	4.7%
Combined		
2014 4Q	184,905,763	9.4%
2013 4Q	183,115,670	8.9%
2012 4Q	181,723,106	8.8%
2011 4Q	180,910,012	9.8%
2010 4Q	179,631,102	10.2%
2009 4Q	176,962,442	10.7%
2008 4Q	173,423,075	8.4%

Source: CoStar

Transportation

The District of Columbia Metropolitan Region has three major Northern Virginia interstates (I-95, I-66 and I-395) and two Suburban Maryland highways (I-270 and Route 50), as well as the Maryland portion of I-95, I-70, I-295, and the Capital Beltway, I-495.

Residents and commuters have access to the Greater Washington's METRO rail system which is the second-most utilized subway system in the nation. The District is also served by the MARC commuter trains, the VRE (Virginia Railway Express), and Amtrak.

Three major airports serve the Washington, D.C. area. They include, Baltimore/Washington International Thurgood Marshall Airport, Washington Dulles International Airport, and Ronald Reagan Washington National Airport.

The Great Recession

One of the most destructive legacies of The Great Recession has been the nationwide erosion in home prices following dramatic increases in the mid-2000s which were fueled by easy credit and speculation. In the District of Columbia, the average home sale price increased from \$250,516 in 2000 to \$538,697 in 2008, or 115.0%. In 2014, it averaged \$620,026, an increase of 15.1% over the previous high. Residential building permit values decreased from a peak of \$609.4 million in 2011 to \$374.4 million in 2014, a decrease of 38.6%.

The District of Columbia, unlike many other DC metro areas, generated growing retail sales throughout the decade (with some decreases occurring in 2006, 2007 and 2009), growing from \$8.343 billion in 2003 to \$13.717 billion in 2014, a cumulative increase of 64.4%.

In addition, the effects of The Great Recession can be found in unemployment, which, in the District, averaged 6.5% annually between 2003 and 2008, with a high of 7.8% in 2004 and a low of 5.5% in 2007. In 2009, unemployment jumped to 9.3% then increased to 9.4% in 2010 and 10.2% in 2011. The unemployment rate in the District decreased to 9.0% in 2012, 8.5% in 2013 and 7.8% in 2014.

Median household income in the District increased by 7.6% in 2006 then slowed to an increase of 1.7% in 2013. The District of Columbia's assessable tax base increased from \$153.0 billion in 2009 (the previous high) to a new high of \$160.3 billion in 2014, after decreases in 2010 and 2011. Vacancy rates have also increased for nearly all (except retail) commercial property types since 2008.

Conclusions

In the Washington area, and the District of Columbia in particular, there is extensive employment by the Federal Government. The District continues to be the location of choice for many professional associations, trade associations, and major law/accounting firms in order to enjoy proximity to major Federal Government agencies, as well as elected/appointed officials. Washington, D.C. is unique in that a substantial portion of its prime real estate is owned by the Federal Government, thus limiting its tax base.

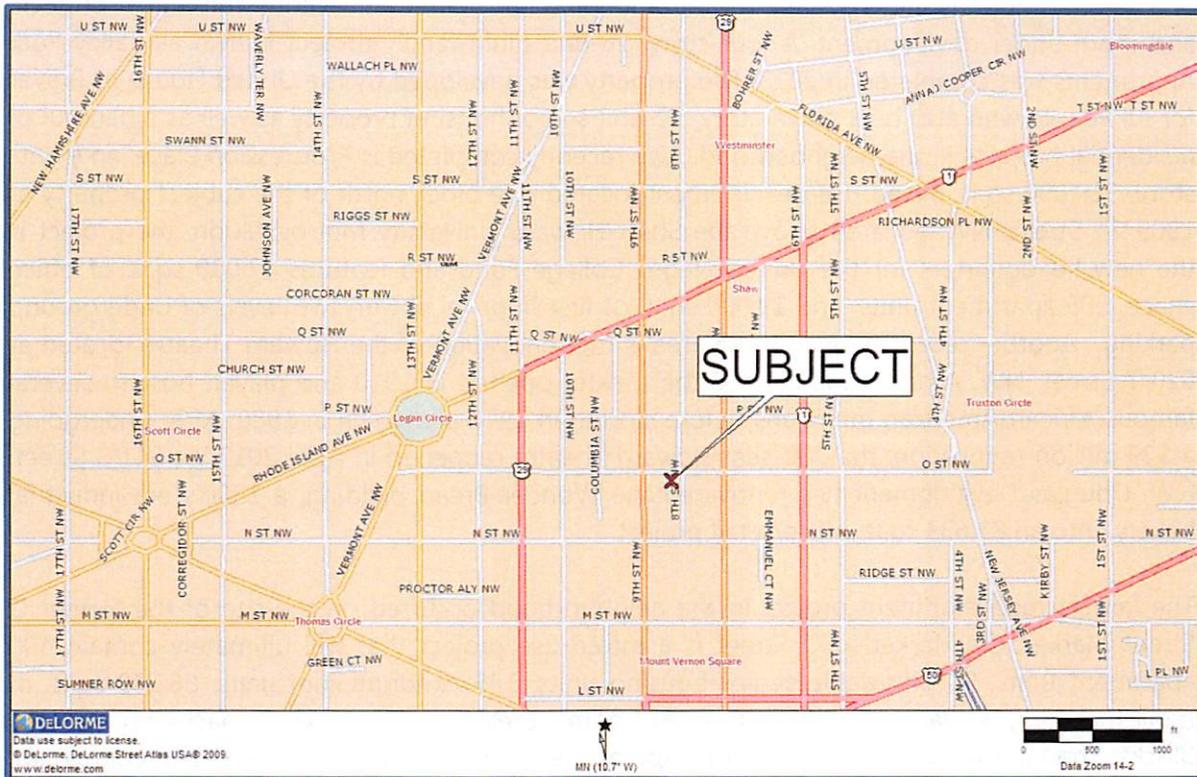
During the last three years, the District of Columbia has shown some signs of stabilization. The District experienced increases in its average home sale price every year from 2010 through 2014, after a decrease of nearly 10.0% in 2009. Retail sales increased in 2010 through 2014, after decreases in 2006, 2007 and 2009. Building permits increased substantially in 2011, after a decrease in 2010, decreased again in 2012 and 2013 and then increased in 2014. The average

unemployment rate increased from 2009 through 2011, but decreased in 2012 through 2014. These recent signs of stabilization indicate a modest recovery however, the future outlook remains uncertain.

Going forward, the District of Columbia's location at the center of the Washington MSA and its economic base will continue to be a positive influence as it recovers. Economic growth may not again reach the pace set in the mid-2000s, however, the District's favorable demographic trends and location will assist in stabilizing and, ultimately, growing its economy.

Shaw, Washington, D.C.

The subject property is located in Northwest Washington, D.C. in a neighborhood known as Shaw. The neighborhood is bounded by Florida Avenue, NW to the north, New Jersey Avenue, NW to the east, M Street, NW to the south and 11th Street, NW to the west. The neighborhood is sometimes extended west to include the U Street Corridor although that area can arguably be considered to be its own distinct, competing neighborhood. Surrounding neighborhoods include LeDroit Park to the east, Columbia Heights to the north, Logan Circle to the west, and Mount Vernon Square to the south.



The subject property lies in Zip Code 20001, an area that generally extends south from Irving Street, NW to the National Mall and east from 11th Street, NW to North Capitol Street. Demographic information published by ESRI and the U.S. Census indicates a 2014 population in this zip code of 41,311 persons which is an increase of 7.0% over the 2010 population of 38,612 persons. A further increase of 10.2% to 45,520 persons is projected by 2019. Households increased 9.5% to 18,132 in 2014 from 16,564 in 2010 and are projected to further increase 12.2% to 20,371 by 2019. Average household size in 2014 was reported at 2.28 persons which is below the national average. Median household income for residents in this zip code in 2014 was estimated at \$59,467 which is less than the median household income of \$65,202 for the District of Columbia, but higher than the national median of \$52,076.

The neighborhood is characterized by a mix of uses including multi-family buildings, rowhouses, and storefront retail. Multi-family properties are generally mid- to high-rise buildings developed in the 1970's and include a number of subsidized projects. Rowhouses are typically three-story 19th century Victorian dwellings that have been renovated while retail generally consists of two- to four-story row buildings with first floor storefronts and office or vacant space on the upper floors. Office space is generally contained in older buildings under 20,000 sq.ft. There are also a number of institutional uses in the neighborhood to include a public library, public and charter schools, homeless shelters, and houses of worship. Detached single-family housing, hotels, and industrial development are generally absent from the neighborhood.

The neighborhood is undergoing a revitalization and has numerous recently completed projects and more under development. A four-story, 16-unit multi-family project known as Bailey Park Apartments was completed in 2013. The property was developed by the United House of Prayer for All People who also built a five-story, 32-unit senior housing property as well as a handful of residential projects in the neighborhood. Also recently completed is Progression Place, an eight-story, 319,000 sq.ft. mixed-use development located one block north of the subject property at 1805 7th Street, NW. Located above the Shaw-Howard University Metro Station, the project is the new headquarters for the United Negro College Fund and features 47,000 sq.ft. of office space, 205 apartment units, and 19,000 sq.ft. of first floor retail with two levels of underground parking. Another recent project in the area is the renovation of the Howard Theatre located at 620 T Street, NW. A historic landmark, the theater opened in 1910 and played host to several famous African-American musicians before closing in 1970 and again in 1980. After undergoing a \$29 million renovation, the 700-seat Howard Theatre reopened in April 2012. At 641 S Street, NW, Douglas Development has renovated the Wonder Bread building, a 1900's era industrial bakery, into an 81,633 sq.ft. office/retail project.

The largest redevelopment project in the neighborhood occurred on the site of the former O Street Market. CityMarket at O Street is a mixed-use project that will ultimately contain 400 apartment units, 90 affordable senior housing units, 145 condominium units, 86,239 sq.ft. of retail including a Giant supermarket, a 182-room hotel, and 563 parking spaces on two city blocks. The apartments, senior housing, supermarket, hotel, and parking have been completed. Also recently completed is the Jefferson at MarketPlace, an eight-story apartment project that contains 287 units with 13,400 sq.ft. of retail and 230 underground parking spaces located on the west side of 7th Street, NW between P and Q Streets, NW. In the southeast corner of 9th and N Streets, NW, Douglas Development completed a 70-unit apartment project known as the Colonel.

Development activity in the neighborhood continues at a fervent pace. On the Scripture Church of Christ property abutting the subject on the west, a 49-unit for-sale condominium project is planned for construction. Tito Construction Company plans to develop a 24-unit for-sale condominium building on the southern portion of the subject's block. On the north side of M Street, between 9th and 10th Streets, a 121-unit apartment community to be known as the Blagden is scheduled for development. Community Three Development is building an 80-unit apartment project at 11th and M Streets, NW and CAS Reigler is constructed a 38-unit apartment project at 1101 Rhode Island Avenue, NW.

In the northern section of the neighborhood, the JBG Companies is completing a six-story, 91-unit, for-sale condominium project known as the Hatton and a six-story apartment building with 245 units and first floor retail to be known as the Shay. The JBG Companies is also completing a 373-unit multi-family project at 2030 8th Street, NW that will include 63 for-sale condominium units. At 2002 11th Street, NW, the Neighborhood Development Company plans to build a 20-unit, for-sale apartment project. MRP Realty is planning to break ground on a 418-unit multi-family building to be known as the Griffith at 965 Florida Avenue, NW. In the adjacent Logan Circle neighborhood a few blocks west of the subject, the Holladay Corporation is developing a 67-unit apartment building to be known as Logan 13 at 1309 13th Street, NW.

Although not a part of the neighborhood, Howard University and the Washington Convention Center bookend the Shaw neighborhood to the north and south, respectively. Howard University is a private, coeducational, nonsectarian institution and is a historically Black university. Established in 1867, it has a current enrollment of 10,330± and has schools of Arts and Sciences, Business, Communications, Dentistry, Divinity, Education, Engineering, Law, Medicine, Pharmacy, and Social Work, many of which offer both undergraduate and graduate programs. Howard University Hospital, a 264-bed facility, is also located on the campus. The Walter E. Washington Convention Center sits on six city blocks and is the second largest building in the District of Columbia. Opened in 2003, the convention center contains 2.3 million sq.ft. and can host up to 42,000 attendees.

The neighborhood has good access to major arteries (Georgia, Rhode Island, and Florida Avenues) which provide convenient transportation within the District and connect to the surrounding metropolitan area. The closest metro stop to the subject property is the Mount Vernon Square-7th Street-Convention Center Station with service on both the Green and Yellow Lines. The Green Line runs from Greenbelt, Maryland through downtown D.C. and back into Maryland with final stops in Suitland and Branch Avenue. The Yellow Line runs from Fort Totten station and parallels the Green Line through downtown D.C. until after L'Enfant Plaza where it crosses into Virginia and has stops at the Pentagon, Reagan National Airport and ends at Huntington in Alexandria.

The area is served by public water and sewer, gas, electricity and telephone service. The District of Columbia provides water and sewer. Electricity is provided by Potomac Electric Power Company (PEPCO) and gas is provided by Washington Gas. Telephone service is provided by Verizon.

In summary, the subject is located in the Shaw neighborhood in Northwest Washington, D.C. The neighborhood supports a rapidly growing population with average income and is characterized by intense apartment development activity. The neighborhood has good access and is served by all necessary utilities. It is expected that this neighborhood will continue to experience substantial growth over the near future.

Subject Property

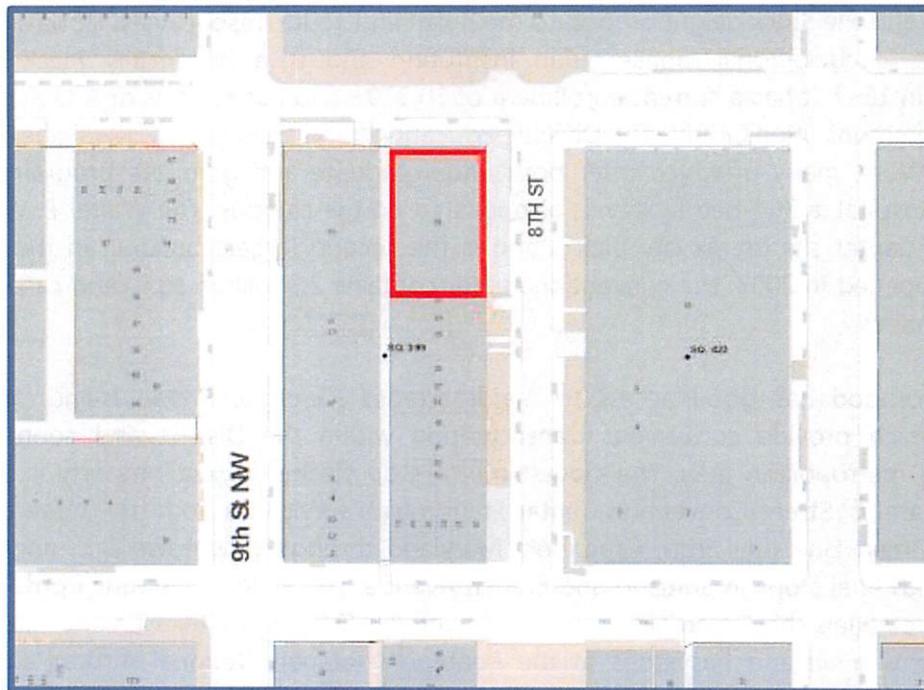
Legal Description

The subject property consists of a single parcel of land located in the southwest quadrant of the intersection of 8th and O Streets, NW. The parcel has the street address of 1336 8th Street, NW and is identified in the District of Columbia tax assessment records as Lot 68 of Square 399. The parcel total 13,306 sq.ft.

Property Data

The following description is based on our property inspection and assessor records.

TAX MAP



General Data

Location:	Washington, D.C.
Street Address:	1336 8 th Street, NW
Parcel Numbers:	Square 399, Lot 68

Adjacent Land Uses

North:	Hotel
South:	Commercial rowhouse
East:	Apartment building
West:	Church

Physical Characteristics

Site Area:	13,306 sq.ft. (0.31 acres)
Shape:	Rectangular
Topography:	Level
Parcel Type:	Corner lot

Access

Street Name:	O Street, NW
Street Type:	Commercial
Curb Cuts:	One along 8 th Street, NW and one along alley

Site Improvements

Off-Site Improvements:	Concrete curbs, sidewalks, gutters, and streetlights
Utilities:	Electric, gas, water, sewer, and telephone
On-Site Improvements:	Paving and chain link fencing

Other Site Conditions

Soils:	No information provided; assumed to be adequate
Environmental Issues:	No information provided; assumed to be non-existent
Easements & Encroachments:	No information provided; assumed to not exist or have no impact on property's value
Flood Zone Data:	FIRM# 1100010017C; panel not printed

Site Ratings

Location:	Average
Size, Shape, and Topography:	Average
Access:	Average
Exposure:	Average
Site Improvements:	Average
Overall Site Rating:	Average

Analysis of Highest and Best Use

The Highest and Best Use is the reasonably probable and legal use of unimproved land that is: physically possible, appropriately supported, financially feasible, and that results in the highest value. In determining the highest and best use of the property, we focus on: 1) the existing use, 2) a projected development, 3) a subdivision, 4) an assemblage, or 5) holding the land as an investment.

Legally Permissible:

A threshold of highest and best use is what is legally permissible. This analysis considers private restrictions, existing zoning, likely zoning, building codes, historic district controls, urban renewal ordinances, and other encumbrances because they may preclude many potential uses.

LEGALLY PERMISSIBLE

Characteristic	Conclusion
Classification:	C-2-A
Permitted Uses:	Residential, office, retail, hotel
Regulations:	Max. FAR – 2.5; Max. building height – 50 ft.
Probability of Change	Unlikely; possibility of PUD

Physically Possible:

Multiple factors affect the uses with which the land may be developed. These factors are considered in the following table, followed by a conclusion of the legally permissible uses that are also physically possible.

PHYSICALLY POSSIBLE

Characteristic	Conclusion
Size	13,306 sq.ft.
Shape	Rectangular
Utilities	Electric, gas, water, sewer, telephone
Visibility	Average
Flood Plain	Outside flood plain
Soil Conditions	Assumed adequate
Environmental	Assumed non-existent
Physically Possible Uses	Residential, office, retail, hotel

Financially Feasible:

After determining the uses that are physically possible and legally permissible, an appraiser considers the uses that are likely to produce an adequate return on investment. All uses that yield a positive return are financially feasible. Feasibility is tested through a cost/benefit analysis or through direct market observation.

FINANCIALLY FEASIBLE

	MF	SFR	Office	Retail	Hotel
Demand	Stable	Stable	Stable	Stable	Stable
Supply	Balanced	Balanced	Balanced	Balanced	Balanced
Feasibility	Marginal	Weak	Weak	Weak	Weak
Support	CoStar	CoStar	CoStar	CoStar	Observation

The risk of an oversupply of multi-family units continues to increase due to the significant number of new apartment and condominium projects nearing delivery and in the pipeline in the neighborhood and surrounding area. According to CoStar, the current vacancy rate for multi-family properties in the neighborhood is 6.2%. As more projects are completed, it should be expected that this rate will increase. However, the subject's location two blocks from a Metro station enhances the financial feasibility of multi-family development on the site.

While there is demand for single-family dwellings in the subject neighborhood, current home prices are not supportive of development costs due to prohibitively high land prices. Little demand exists for new office space in the subject's neighborhood as evidenced by the fact that almost all such development in the area is under 20,000 sq.ft. and there have been only two office properties delivered in the last 20 years. Consequently, an office use is not considered to be financially feasible. The subject property is not located along a major artery, but the existing residential and hotel development along its street would be supportive of retail development.

Finally, the neighborhood is not a desirable hotel location as evidenced by the limited amount of such development in the area. Whatever demand may exist is met by the hotel component of CityMarket at O Street and the Washington Marriott Marquis next to the convention center. Therefore, hotel development is not considered to be adequately supported.

Maximally Productive:

Among the financially feasible uses, the use that results in the highest value (the maximally productive use) is the highest and best use. The financially feasible uses that would provide the maximum return to the land is multi-family development.

Conclusion of Highest and Best Use

The conclusion of the highest and best use, as analyzed in the previous section, is as follows:

CONCLUSION

Characteristic	Conclusion
Use:	Multi-family
Timing:	Current
Participants (User):	Renter or homeowner
Participants (Buyer):	Developer

Value Estimate

Sales Comparison Approach

This approach is based on the premise that a buyer would pay no more for a specific property than the cost of obtaining a property with the same quality, utility, and perceived benefits of ownership. It is based on the principles of supply and demand, balance, substitution and externalities. In the sales comparison approach, an opinion of market value is developed by analyzing closed sales, listings, or pending sales of properties similar to the subject property, using the most relevant units of comparison. The comparative analysis focuses on the difference between the comparable sales and the subject property using all appropriate elements of comparison.

A systematic procedure for applying the sales comparison approach includes the following steps: (1) researching and verifying transactional data, (2) selecting relevant units of comparison, (3) analyzing and adjusting the comparable sales for differences in various elements of comparison, and (4) reconciling the adjusted sales into a value indication for the subject.

Unit of Comparison

The primary unit of comparison selected depends on the appraisal problem and nature of the property. One primary unit of comparison in the market for development sites is price per FAR. This unit is derived by dividing the purchase or asking price by the square footage of permitted gross building area.

Elements of Comparison

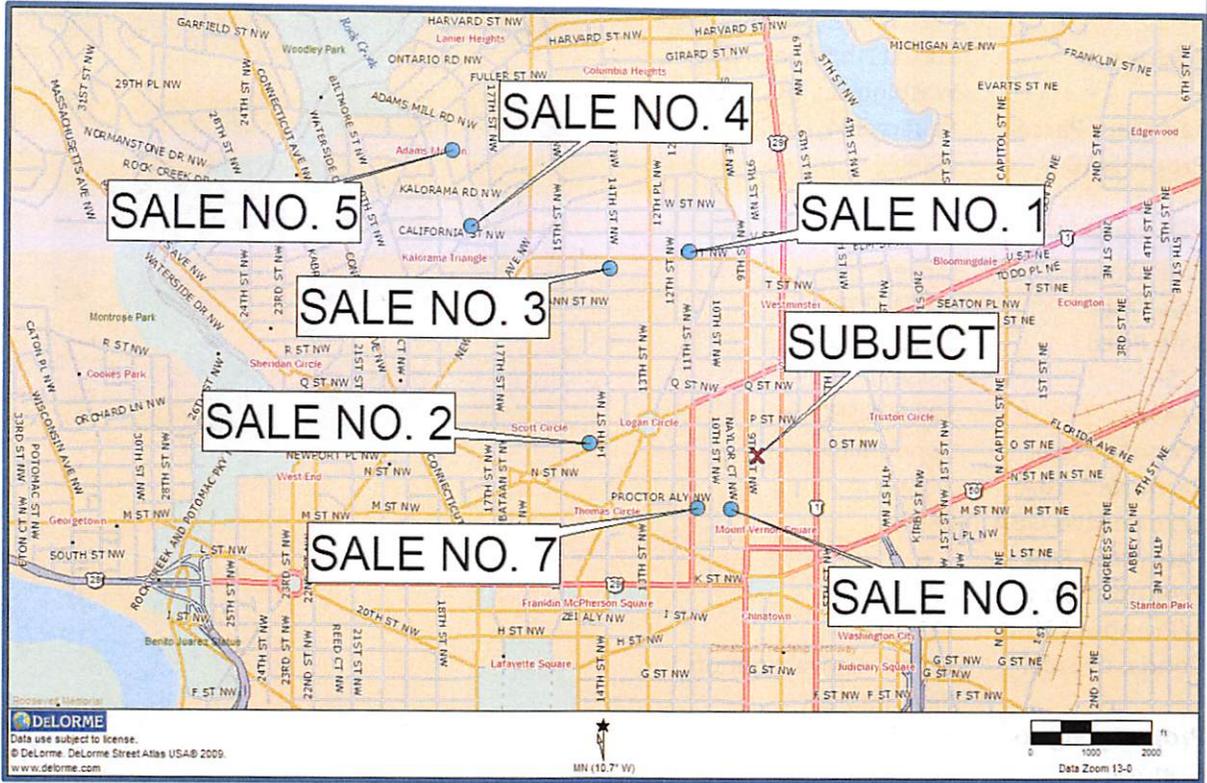
Elements of comparison are the characteristics or attributes of properties and transactions that cause the prices of real estate to vary. The main elements of comparison that should be considered in sales comparison analysis are as follows: (1) real property rights conveyed, (2) financing terms, (3) conditions of sale, (4) expenditures made immediately after purchase, (5) market conditions, (6) location, (7) physical characteristics, (8) zoning, and (9) other differences.

We used seven sales in our analysis, as these sales are judged to be the most useful in developing an opinion of the market value of the subject property. These sales are summarized in the following table, followed by a location map. Next are our comparable sales sheets which discuss the comparables and our adjustments.

COMPARABLE SALES SUMMARY

No.	Location	Date	Zoning	Price	FAR	Unadjusted \$/FAR
1	2002 11th Street, NW	Dec-14	ARTS/CR	\$2,200,000	24,646	\$89.26
2	1427 -1429 Rhode Island Avenue, NW	Jul-14	R-5-E	\$7,275,000	37,086	\$196.17
3	1921 -1925 14th Street, NW	Mar-14	ARTS/CR	\$7,700,000	68,688	\$112.10
4	1711 Florida Avenue, NW	Feb-14	RC/C-2-B	\$14,900,000	108,855	\$136.88
5	2337 -2349 Champlain Street, NW	Nov-13	RC/R-5-B	\$5,280,000	35,000	\$150.86
6	1212 9th Street NW	Aug-13	C-2-A	\$11,300,000	60,000	\$188.33
7	1011 -1013 M Street, NW	May-13	C-2-C	\$8,000,000	78,408	\$102.03

COMPARABLE SALES MAP



LAND SALE 1

Address 2002 11th Street, NW
 Washington, DC. 20001
Tax Map, Parcel Square 304, Lot 27
Property ID # 106899


Sale Data

Sale Status Closed
Sale Date 12-31-2014
Sale Price \$2,200,000
\$/SF \$642.71
\$/Acre \$27,996,590
Proposed Use Condominiums
Permitted GBA 24,646
\$/Permitted GBA \$89.26
Permitted FAR 7.20
Proposed Units 27
\$/Proposed Unit \$81,481
Conds. of Sale Seller has oversight of development

Property Rights Fee simple
Grantor Industrial Bank
 Washington
Grantee The Neighborhood
 Development Company
 LLC

Financing Loan from Industrial Bank
Liber/Folio Instr. No. 5751
Confirmed With MD01-14-0580

Sale Comments Property was purchased for redevelopment with a nine-story, 27-unit residential condominium building comprising 27,541 gross sq.ft. with one level of underground parking. The proposed development exceeds the by-right density of 24,646 sq.ft. based on the property's zoning.

Property Description

Land SF	3,423	Shape	Rectangular
Land Acres	0.079	Utilities	All available
Zoning	ARTS/CR	Visibility	Average
Topography	Level	Access	Average
Site Impmts.	Vacant, two-story office building comprising 4,286 sq.ft. built in 1908. Building is masonry and wood frame construction with a concrete foundation, a brick exterior, and a flat roof with EPDM cover. The improvements are in poor to fair condition with the first floor requiring significant work to become usable and the second floor requiring minor to moderate cosmetic work.		

LAND SALE 2

Address 1427 -1429 Rhode Island Avenue, NW, Washington, D.C. 20005

Tax Map, Parcel Property ID # Square 210, Lots 27 & 28 106482


Sale Data

Sale Status Closed

Sale Date 07-09-2014

Sale Price \$7,275,000

\$/SF \$1,176.99

\$/Acre \$51,269,944

Proposed Use Luxury condominiums

Proposed GBA 37,086

\$/Proposed GBA \$196.17

Proposed FAR 6.00

Proposed Units 30

\$/Proposed Unit \$242,500

Conds. of Sale Typical

Property Rights Fee Simple

Grantor Abdo Willison LLC

Grantee 1427 Rhode Island LLC

Financing Loan from Capital Bank and private lenders.

Liber/Folio Instr. No. 57023

Confirmed With Listing broker

Sale Comments Buyer plans to construct a 32-unit luxury condominium building to be known as Elysium Rhode Island. Based on zoning the site can be developed with 37,086 sq.ft. of improvements and 44,503 sq.ft. using bonus density from inclusionary zoning which is not required in the R-5-E district.

Property Description

Land SF	6,181	Shape	Rectangular
Land Acres	0.142	Utilities	All available
Zoning	R-5-E	Visibility	Average
Topography	Level	Access	Average
Site Impmts.	Two, contiguous, long, narrow parcels of land located on the north side of Rhode Island Avenue between two high-rise apartment buildings. Property was grass-covered at date of sale.		

LAND SALE 3

Address 1921 -1925 14th Street,
 NW & 1351 Wallach Place,
 NW, Washington, D.C.
 20009

Tax Map, Parcel Square 237, Lots 806, 180
 & 196

Property ID # 106968


Sale Data

Sale Status Closed

Sale Date 03-13-2014

Sale Price \$7,700,000

\$/SF \$807.13

\$/Acre \$35,158,533

Proposed Use Apartments with first floor
 retail

Proposed GBA 68,688

\$/Proposed GBA \$112.10

Proposed FAR 7.20

Proposed Units 56

\$/Proposed Unit \$137,500

Conds. of Sale Typical

Property Rights Fee Simple

Grantor Thelma B. Coffey

Grantee 14th Street LLC

Financing \$15,200,000 acquisition
 and development loan
 from United Bank

Liber/Folio Instr. No. 22836

Confirmed With CoStar/SDAT/Deed

Sale Comments Buyer plans to redevelop the property with a 56-unit apartment building totaling 58,466 sq.ft. including 9,398 sq.ft. of retail to be known as Elysium Fourteen. The two historic buildings will be renovated and incorporated into the project. The apartment units will be a mix of studio and one bedroom units and the property will provide no on-site parking due to site constraints. Based on its zoning, the property can be developed with a maximum FAR of 6.0 or 57,240 sq.ft. by right and 7.2 or 68,688 sq.ft. with bonus density from inclusionary zoning.

Property Description

Land SF	9,540	Shape	Roughly Rectangular
Land Acres	0.219	Utilities	All available
Zoning	ARTS/CR	Visibility	Good
Topography	Generally Level	Access	Average
Site Impmts.	Property was improved with two commercial buildings and one multi-family		

building totaling approximately 6,500 sq.ft. at date of sale. One of the commercial buildings and the multi-family building are designated as historic. The site is located in an area with a high water table which creates poor soil conditions for excavation and underground construction. Additionally, the site suffers environmental contamination from oils, solvents, and chemicals due to use of one of the commercial buildings as an automotive repair shop.

LAND SALE 4

Address 1711 Florida Avenue NW
 Washington, D.C. 20009

Tax Map, Parcel Square 2562, Lot 95

Property ID # 105173

Sale Data

Sale Status Closed

Sale Date 02-14-2014

Sale Price \$14,900,000

\$/SF \$574.89

\$/Acre \$25,042,227

\$/Usable Acre \$25,042,210

Proposed Use 130-unit apartment

Proposed GBA 108,855

\$/Proposed GBA \$136.88

Proposed FAR 4.20

Proposed Units 130

\$/Proposed Unit \$114,615

Conds. of Sale Typical

Property Rights Leased Fee

Grantor 1711 Florida Avenue
 Property LLC

Grantee Kettler

Financing \$8,195,000 from Bank of
 Georgetown

Liber/Folio Instr. No. 2014014283

Confirmed With Grantee



Sale Comments The property's zoning permits a maximum FAR of 3.5 with an additional 20% for the inclusion of affordable units for a total of 108,855 FAR sq.ft. The buyer intends to redevelop the site in 2015/16 with a mid-rise apartment project. Negotiated based on 130 units and approximately 108,000 FAR, the buyer is exploring the possibility of variances that would permit a higher density.

Property Description

Land SF	25,918	Shape	Nearly Rectangular
Land Acres	0.595	Utilities	All connected
Zoning	RC/C-2-B	Visibility	Fair to Good
Topography	Level to Sloping	Access	Good
Site Impmts.	It was improved with a 59,983 sq.ft. retail/parking garage building. The retail portion was leased to Planet Pet at the time of sale on a short-term lease.		

LAND SALE 5

Address 2337-2349 Champlain Street, NW, Washington, D.C. 20009

Tax Map, Parcel Square 2563, Lot 887

Property ID # 105166


Sale Data

Sale Status Closed

Sale Date 11-12-2013

Sale Price \$5,280,000

\$/SF \$381.03

\$/Acre \$16,597,876

Proposed Use 41-unit condominium building

Proposed GBA 35,000

\$/Proposed GBA \$150.86

Proposed FAR 2.53

Proposed Units 41

\$/Proposed Unit \$128,780

Conds. of Sale Typical

Property Rights Fee Simple

Grantor FCP Champlain LLC

Grantee 2337 Champlain Street LLC

Financing \$11,168,458 from EagleBank

Liber/Folio Instr. No. 2013130896

Confirmed With Grantor

Sale Comments The property's zoning permits a maximum FAR of 1.8 with an additional 20% for the inclusion of affordable units for a total of 29,931 sq.ft. of FAR. However, the seller obtained a lot coverage variance permitting 35,000 sq.ft. of development. The fully engineered site had all approvals for a 41-unit condo project in two parallel rectangular buildings with a courtyard between them and 1-story below grade garage for 1/2 of the parking plus surface spaces for the other half.

Property Description

Land SF	13,857	Shape	Roughly Rectangular
Land Acres	0.318	Utilities	Available
Zoning	RC/R-5-B	Visibility	Average
Topography	Level	Access	Average
Site Impmts.	Paved surface parking lot at street grade. The property received a No Further Action notice although it was once somewhat contaminated. BP Amoco has a remediation plan that includes paying for the cost of removing contaminated soil and installing a vapor barrier.		

LAND SALE 6

Address 1212 9th St NW & 917 M St NW, Washington, D.C. 20001

Tax Map, Parcel Square 368, Lots 164 & 165

Property ID # 105165


Sale Data

Sale Status Closed

Sale Date 08-02-2013

Sale Price \$11,300,000

\$/SF \$465.40

\$/Acre \$20,272,986

Proposed Use Multi-family & Retail

Proposed GBA 60,000

\$/Proposed GBA \$188.33

Proposed FAR 2.47

Proposed Units 75

\$/Proposed Unit \$150,667

Conds. of Sale See Comments

Property Rights Fee Simple

Grantor Self Help Ventures Fund

Grantee SB Blagden LLC (Saul Investment Group)

Financing \$7,400,000 from EagleBank

Liber/Folio Instr. No. 2013090786

Confirmed With Representative of Grantor

Sale Comments The site was fully entitled for 75 apartment units over 1,000 sq.ft. of retail, but the buyer was considering re-working the site. The recorded sale price was \$8,250,000 to the seller, but an additional \$3,050,000 was paid to an intermediary that had an option on the property, for a total cost for the buyer of \$11,300,000. The property's zoning permits a maximum FAR of 2.5 with an additional 20% for the inclusion of affordable housing for a total of 72,840 sq.ft. of FAR. However, there is a historic garage on a portion of the site that cannot be demolished, reducing the potential achievable FAR to approximately 60,000 sq.ft.

Property Description

Land SF	24,280	Shape	Mostly Rectangular
Land Acres	0.557	Utilities	All available
Zoning	C-2-A	Visibility	Fair to Good
Topography	Level to Sloping	Access	Average to Good
Site Impmts.	Service garage and parking lots.		

