Agenda

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

Walk Score 98
Daily errands do not require a car.

10 min walk
15 min walk
MVT Overview:
Unparalleled Accessibility

Walkable • Bikeable • Transit-Oriented • Highway Accessible

Biker's Paradise
Flat as a pancake, excellent bike lanes.
MVT Overview: Unparalleled Accessibility

Walkable ● Bikeable ● Transit-Oriented ● Highway Accessible

MOUNT VERNON TRIANGLE DC

Rider’s Paradise
World-class public transportation.
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

The Mount Vernon Triangle Action Agenda
Creating a vibrant new downtown neighborhood
MVT Overview:
Thoughtfully Planned, Carefully Coordinated Mixed-Use Community

Today
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

Entertain:
400 events annually
Verizon and Convention Center
600+ outdoor dining seats

Do Business:
6 Headquarters relocations in and around MVT since 2007

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

Source: WDCEP & MVT CID
MVT Overview: Vibrant, Thriving “Sense of Place”

Approachable

75% of MVT retail & restaurants are locally owned

Authentic

dynamic

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


<table>
<thead>
<tr>
<th>Growth</th>
<th>CAGR</th>
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<tbody>
<tr>
<td>166%</td>
<td>6.3%</td>
<td>58%</td>
<td>9.5%</td>
<td>320%</td>
<td>7.1%</td>
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<table>
<thead>
<tr>
<th>Year</th>
<th>SF (2000-2021)</th>
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<tbody>
<tr>
<td>2000</td>
<td>634,607</td>
</tr>
<tr>
<td>2016</td>
<td>1,689,259</td>
</tr>
<tr>
<td>2021</td>
<td>2,664,126</td>
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CAGR: Compound Annual Growth Rate
MVT Overview:
Vibrant, Thriving “Sense of Place”

6 headquarters relocations in and around MVT since 2007

DC BAR

ARNOLD & PORTER LLP

The Advisory Board Company

AAMC

Association of American Medical Colleges

AIPAC

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

<table>
<thead>
<tr>
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<th>2000-2016</th>
<th>2016-2021</th>
<th>2000-2021</th>
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<tbody>
<tr>
<td>Growth</td>
<td>779%</td>
<td>32%</td>
<td>1060%</td>
</tr>
<tr>
<td>CAGR</td>
<td>14.6%</td>
<td>5.7%</td>
<td>12.4%</td>
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</table>

Growth CAGR from 2000 to 2021:
- 2000: 779%
- 2001 to 2016: 14.6%
- 2016 to 2021: 5.7%
- Total: 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
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)

<table>
<thead>
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<tbody>
<tr>
<td>Growth</td>
<td>CAGR</td>
<td>Growth</td>
</tr>
<tr>
<td>311%</td>
<td>9.2%</td>
<td>43%</td>
</tr>
</tbody>
</table>

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

- 2000: 67,865
- 2001: 100,000
- 2002: 150,000
- 2003: 200,000
- 2004: 250,000
- 2005: 300,000
- 2006: 350,000
- 2007: 400,000
- 2008: 450,000
- 2009: 50,000
- 2010: 100,000
- 2011: 150,000
- 2012: 200,000
- 2013: 250,000
- 2014: 300,000
- 2015: 350,000
- 2016: 400,000
- 2017: 450,000
- 2018: 500,000
- 2019: 550,000
- 2020: 600,000
- 2021: 650,000

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- 2014: 300,000
- 2015: 350,000
- 2016: 400,000
- 2017: 450,000
- 2018: 500,000
- 2019: 550,000
- 2020: 600,000
- 2021: 650,000
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)

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<tr>
<td>2000-2016</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>2016-2021</td>
<td>158%</td>
<td>20.9%</td>
</tr>
<tr>
<td>2000-2021</td>
<td>-</td>
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Growth CAGR

2000-2016
2016-2021
2000-2021
MVT Overview: Vibrant, Thriving “Sense of Place”

Hospitality in operation:

Hampton by Hilton
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
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