

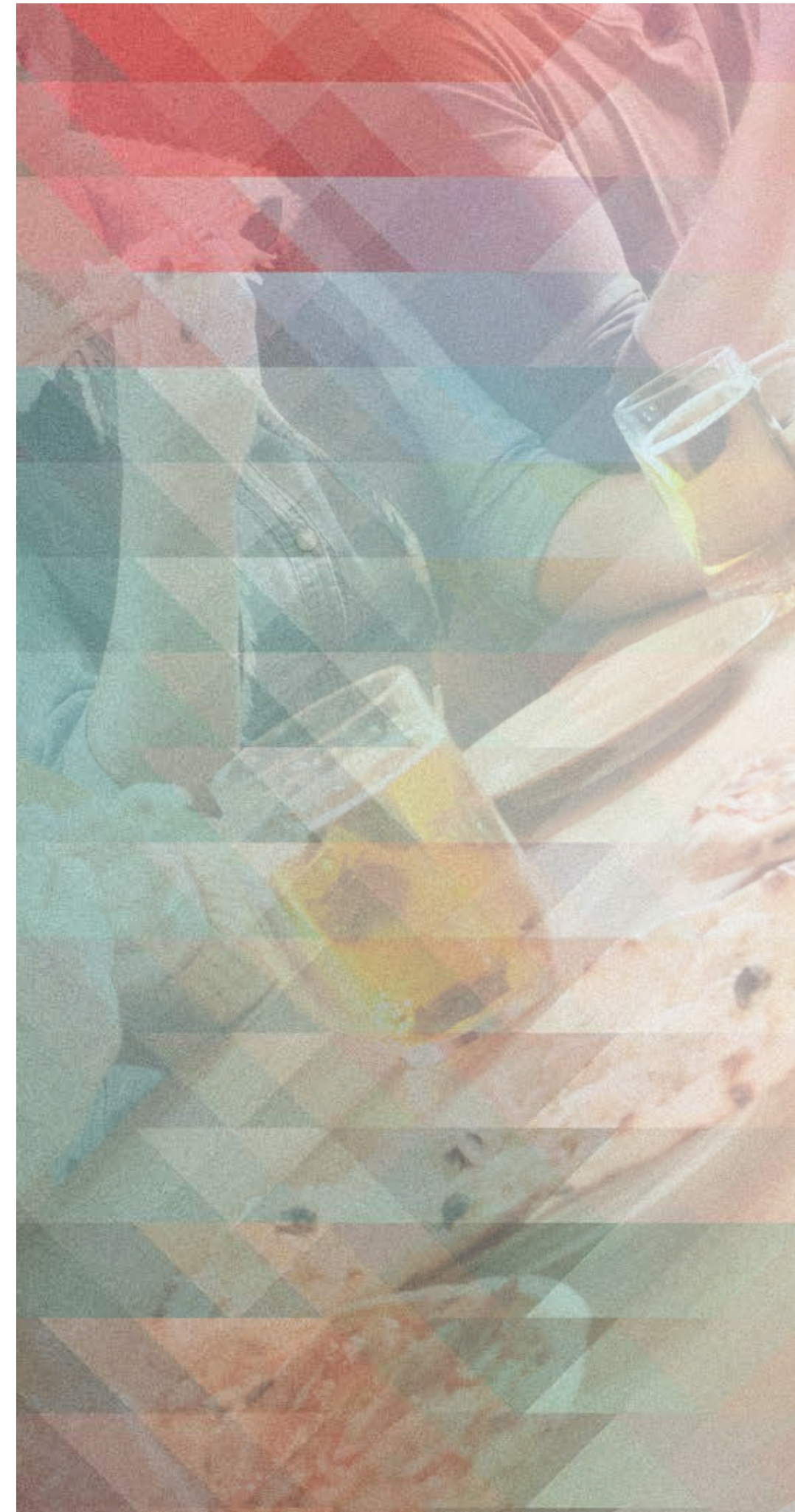
HR

R E T A I L

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I N T R O D U C I N G
**SOUTHERN
TOWERS**

ALEXANDRIA, VA



Southern Towers Alexandria, VA

H&R Retail is proud to present Southern Towers, located in Alexandria, Virginia.

The Market:

- Excellent demographics

Extremely high income

- 1 mile – \$92,592 average household income
- 3 mile – \$104,988 average household income
- 5 mile – \$123,660 average household income

Dense population

- 1 mile – 44,526 people
- 3 mile – 261,793 people
- 5 mile – 592,768 people

Highly educated – 5 miles

- Bachelor Degree – 30.1%
- Graduate Degree – 32.1%

Dense daytime population

- 1 mile – 18,033 employees
- 3 mile – 78,240 employees
- 5 mile – 320,967 employees

Trade Area

- Population - 178,775 people
- Average HH Income - \$98,611 average household income
- Daytime Population - 54,198 employees
- Estimated Households: 73,483 households



Beauregard Planning Area Highlights:

- **Office** – 3,135,000 square feet of existing office space with 1,700,000 square feet of office space planned.
- **Residential** – Over 1,500,000 square feet of existing residential, with more than 7,500,000 square feet of residential space planned or approved.
- Washington Headquarter Services, part of the Department of Defense, is directly across Seminary Road, which consists of 1,200,000 square feet and is estimated to have over 6,000 employees.

Alexandria, VA Highlights:

- Alexandria, VA is nationally recognized as one of the best places to live and do business on the east coast, within eyesight of Washington, DC on the Potomac Riverfront.
- Receives over 3.3 million visitors per year.
- Population of over 148,700.



The Project:

- Mixed-use development located on the southeast quadrant of **N Beauregard Street** and **Seminary Road**.

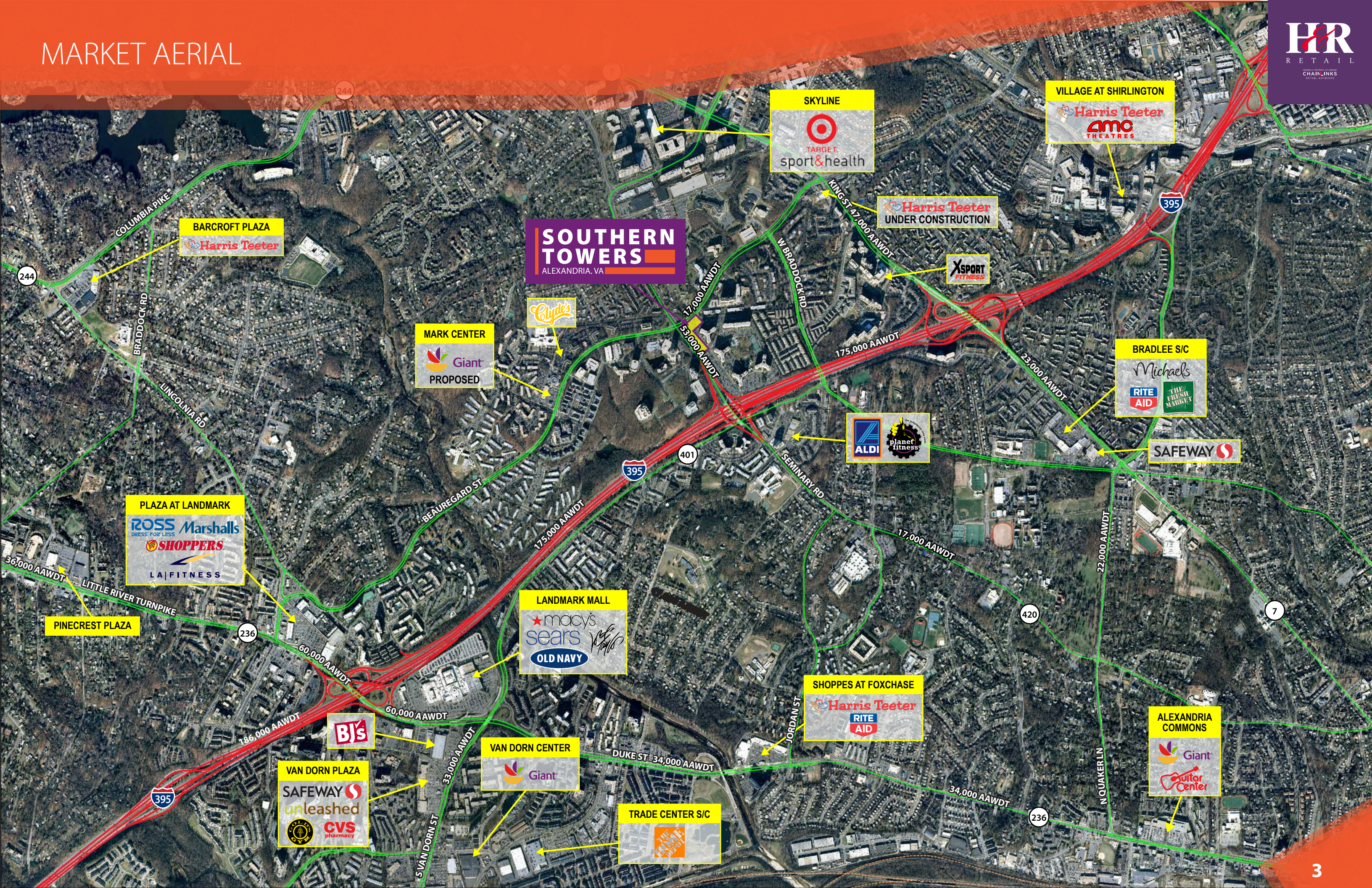
- Existing Apartments 2,376 units

Proposed New Development:

- Proposed Retail 55,400 SF
- North Residential 120 Units
- South Residential 164 Units
- Hotel 89,800 SF
- Parking 228 spaces/level
- Anchor Parking 120 designated anchor spaces (4/1,000)

Timing:

- CDP/FDP Approval Q1 2017 CDP, Q1 2018 FDP app.
- Permits/Site Plan Approval Q1-Q3 2018
- Construction Start Q4 2018
- Delivery of Shell for Tenant Build-Out Q3 2020
- Substantial Completion Q4 2020



SKYLINE

TARGET
 sport & health

VILLAGE AT SHIRLINGTON

Harris Teeter

AMC THEATRES

BARCROFT PLAZA

Harris Teeter

SOUTHERN TOWERS
 ALEXANDRIA, VA

Harris Teeter
 UNDER CONSTRUCTION

XSPORT FITNESS

MARK CENTER

Giant
 PROPOSED

Clyde's

BRADLEE S/C

Michaels

RITE AID

THE FRESH MARKET

ALDI

planet fitness

SAFEGWAY

PLAZA AT LANDMARK

ROSS

Marshalls

SHOPPERS

LA FITNESS

LANDMARK MALL

macy's

sears

OLD NAVY

PINECREST PLAZA

SHOPPES AT FOXCHASE

Harris Teeter

RITE AID

BJ's

VAN DORN CENTER

Giant

ALEXANDRIA COMMONS

Giant

Guitar Center

VAN DORN PLAZA

SAFEGWAY

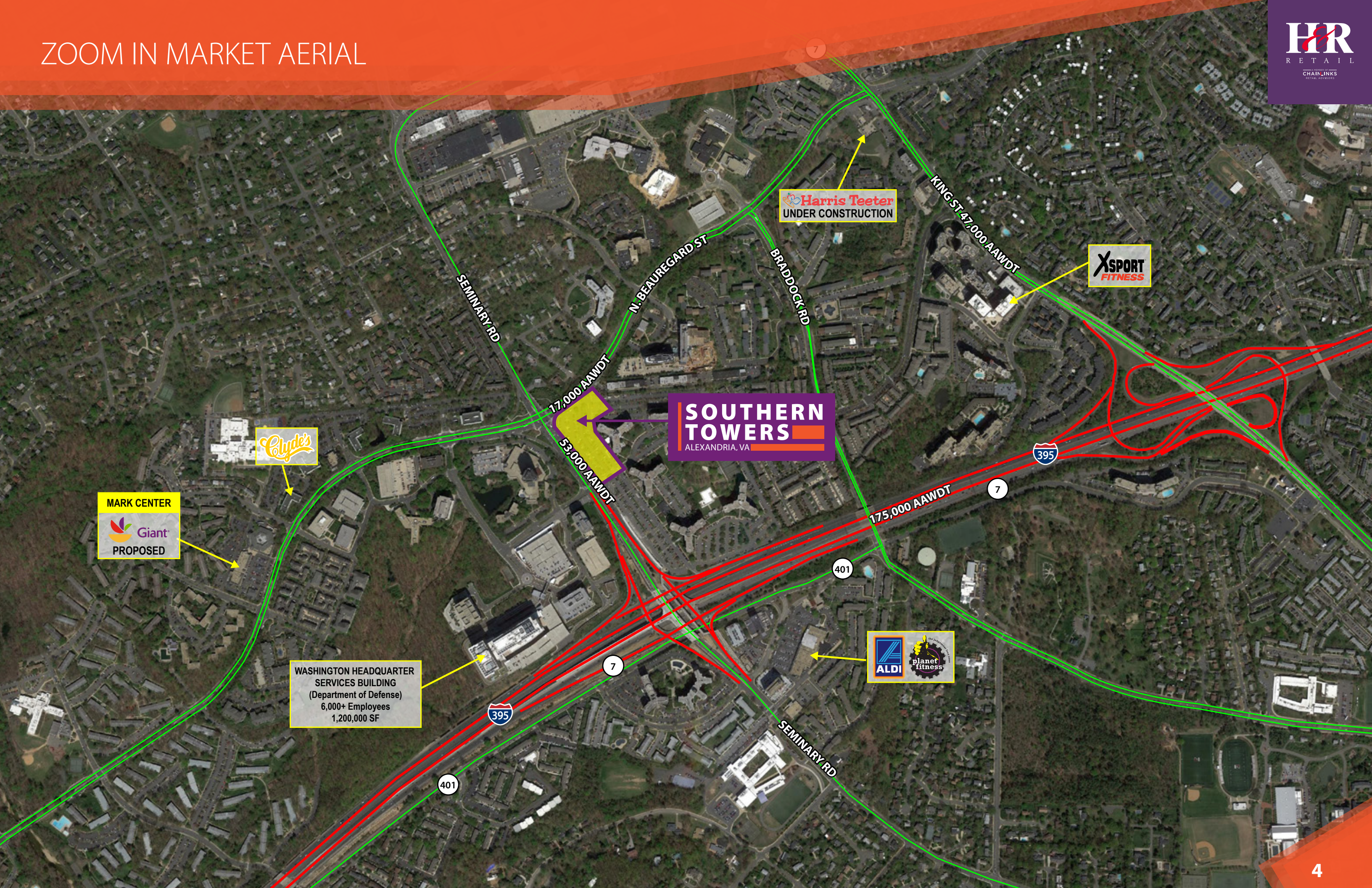
unleashed

CVS pharmacy

TRADE CENTER S/C

HOME DEPOT

ZOOM IN MARKET AERIAL

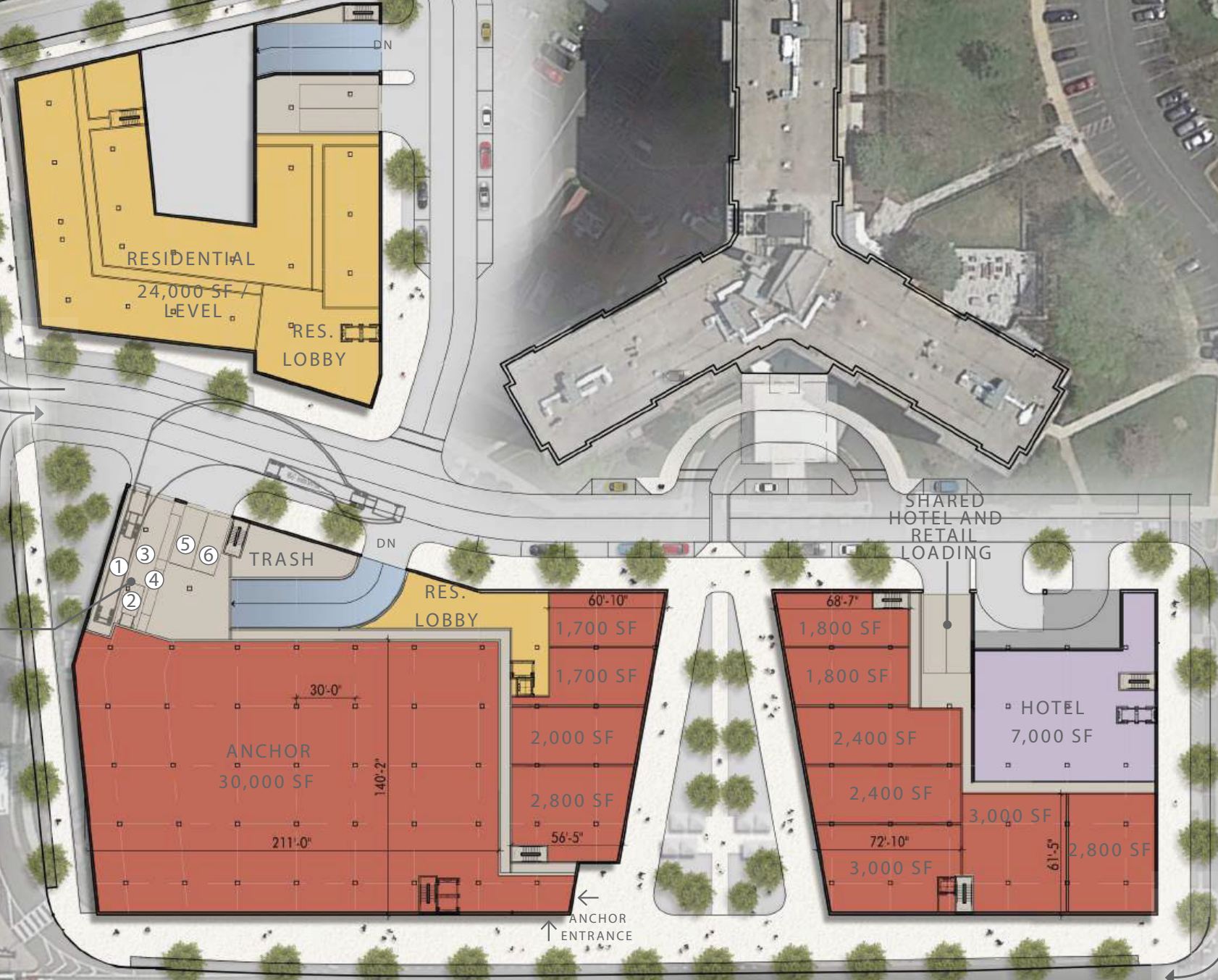




NORTH BEAUREGARD STREET

17,000 AAWDT

- LOADING DOCK KEY**
- ① 75' ANCHOR LOADING BERTH FOR WB-67
 - ② ANCHOR TRASH COMPACTOR
 - ③ VENDOR LOADING 45'
 - ④ SHARED RAMP
 - ⑤ INLINE RETAIL LOADING 30'
 - ⑥ RESIDENTIAL LOADING 30'



FULL ACCESS INTERSECTION

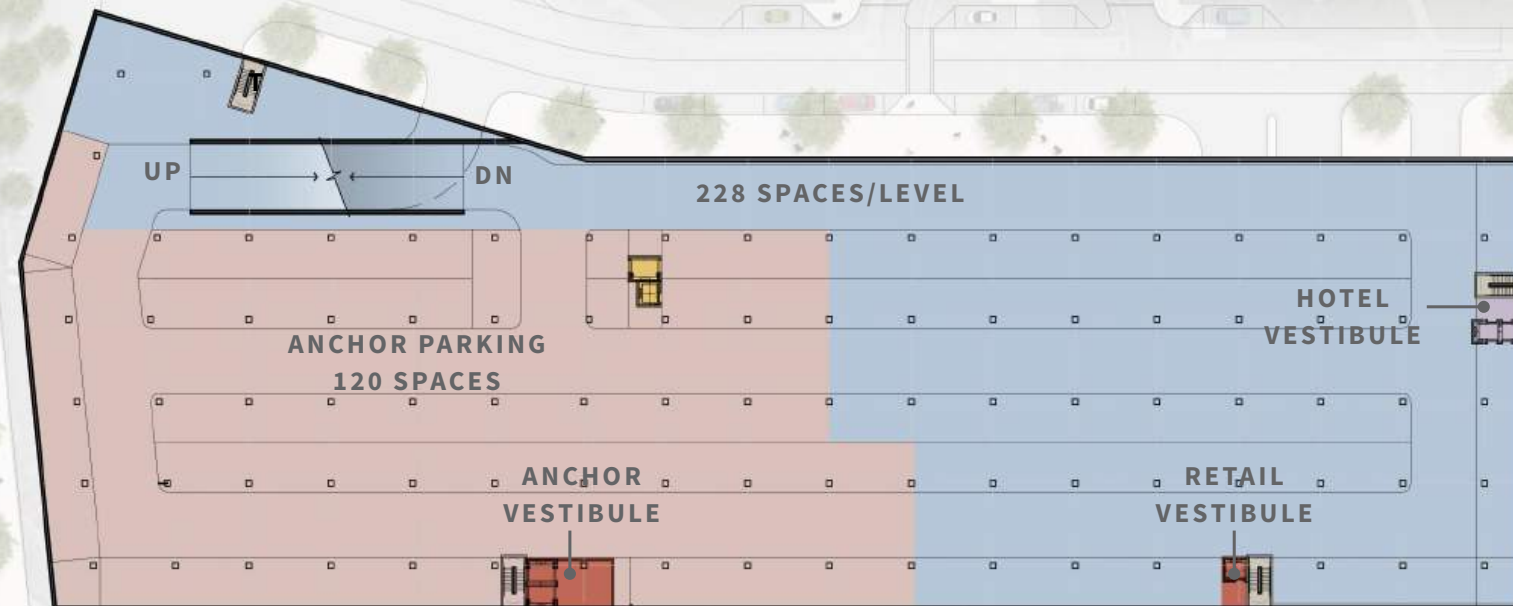
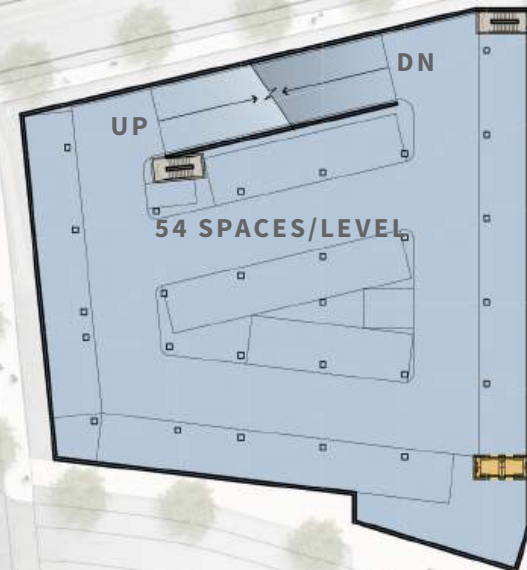
53,000 AAWDT

SEMINARY ROAD

FULL ACCESS INTERSECTION

Development Data	
North Building	
Residential:	24,000 SF/Level 5 Levels 120,000 SF/120 Units
Parking:	54 Spaces/Level
South Buildings	
Retail:	55,400 SF
Residential:	41,000 SF/Level 4 Levels 164,000 SF/164 Units
Hotel:	21,500 SF/Level 4 Levels + Lobby 89,800 SF
Anchor Parking:	120 Designated Anchor Spaces (4/1,000 SF)
Parking:	228 Spaces/Level

NORTH BEAUREGARD STREET



SEMINARY ROAD



RESIDENTIAL
24,000 SF / LEVEL
5 LEVELS
120,000 SF; 120 UNITS

NORTH BEAUREGARD
STREET

RESIDENTIAL
41,000 SF / LEVEL
4 LEVELS
164,000 SF; 164 UNITS

68'-6"

HOTEL
21,500 SF / LEVEL
4 LEVELS
86,000 SF

SEMINARY ROAD



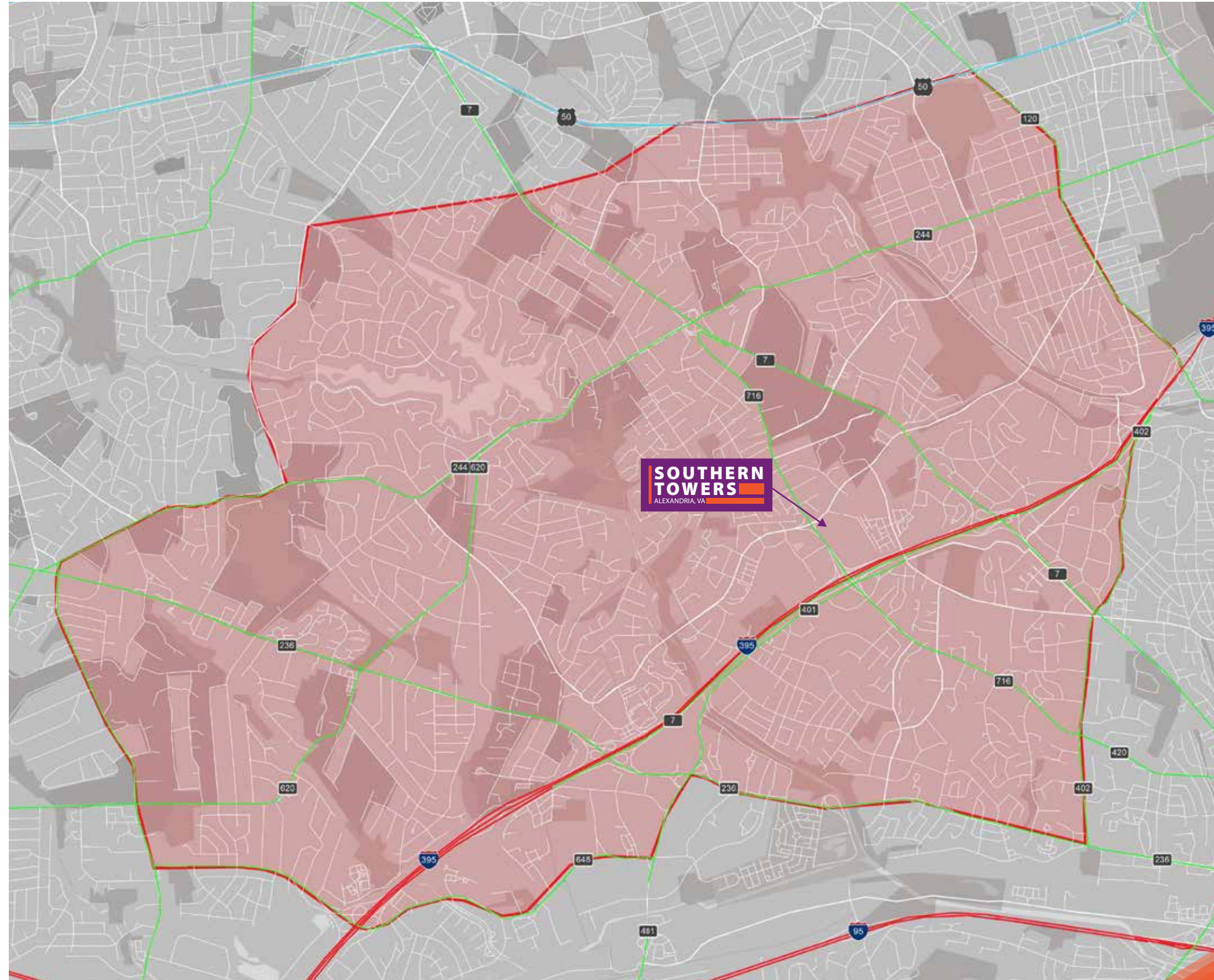
TRADE AREA PROFILE

2000 - 2010 Census, 2015 Estimates with 2020 Projections

Calculated using Weighted Block Centroid from Block Groups

Lat/Lon: 38.8349/-77.1342

Alexandria, VA		Trade Area
Population	2015 Estimated Population	178,775
	2020 Projected Population	191,866
	2010 Census Population	164,196
	2000 Census Population	160,643
	Projected Annual Growth 2015 to 2020	1.5%
	Historical Annual Growth 2000 to 2015	0.8%
	Households	2015 Estimated Households
2020 Projected Households		78,647
2010 Census Households		70,186
2000 Census Households		67,843
Projected Annual Growth 2015 to 2020		1.4%
Historical Annual Growth 2000 to 2015		0.6%
Age	2015 Est. Population Under 10 Years	13.1%
	2015 Est. Population 10 to 19 Years	9.0%
	2015 Est. Population 20 to 29 Years	14.7%
	2015 Est. Population 30 to 44 Years	28.1%
	2015 Est. Population 45 to 59 Years	19.3%
	2015 Est. Population 60 to 74 Years	11.2%
	2015 Est. Population 75 Years or Over	4.7%
	2015 Est. Median Age	36.3
Marital Status & Sex	2015 Est. Male Population	49.4%
	2015 Est. Female Population	50.6%
	2015 Est. Never Married	39.7%
	2015 Est. Now Married	37.4%
	2015 Est. Separated or Divorced	18.2%
	2015 Est. Widowed	4.7%
Income	2015 Est. HH Income \$200,000 or More	10.1%
	2015 Est. HH Income \$150,000 to \$199,999	8.0%
	2015 Est. HH Income \$100,000 to \$149,999	17.5%
	2015 Est. HH Income \$75,000 to \$99,999	14.2%
	2015 Est. HH Income \$50,000 to \$74,999	17.3%
	2015 Est. HH Income \$35,000 to \$49,999	10.5%
	2015 Est. HH Income \$25,000 to \$34,999	7.4%
	2015 Est. HH Income \$15,000 to \$24,999	6.3%
	2015 Est. HH Income Under \$15,000	8.6%
	2015 Est. Average Household Income	\$98,611
	2015 Est. Median Household Income	\$80,989
	2015 Est. Per Capita Income	\$40,575
	2015 Est. Total Businesses	5,211
2015 Est. Total Employees	54,198	



FULL DEMOGRAPHIC PROFILE

2000 - 2010 Census, 2015 Estimates with 2020 Projections

Calculated using Weighted Block Centroid from Block Groups

Lat/Lon: 38.9033/-77.0051



Southern Towers		1 mile radius	3 mile radius	5 mile radius
Population	2015 Estimated Population	44,526	261,793	592,768
	2020 Projected Population	48,662	282,971	635,426
	2010 Census Population	40,515	238,677	534,551
	2000 Census Population	38,337	231,367	490,712
	Projected Annual Growth 2015 to 2020	1.9%	1.6%	1.4%
	Historical Annual Growth 2000 to 2015	2.6%	2.2%	3.1%
Households	2015 Estimated Households	20,545	110,169	252,770
	2020 Projected Households	22,080	118,235	270,577
	2010 Census Households	19,494	104,301	235,597
	2000 Census Households	18,345	98,720	213,954
	Projected Annual Growth 2015 to 2020	1.5%	1.5%	1.4%
Historical Annual Growth 2000 to 2015	0.8%	0.8%	1.2%	
Age	2015 Est. Population Under 10 Years	12.8%	13.3%	12.4%
	2015 Est. Population 10 to 19 Years	6.9%	8.6%	8.5%
	2015 Est. Population 20 to 29 Years	16.3%	14.8%	15.7%
	2015 Est. Population 30 to 44 Years	31.1%	29.0%	28.3%
	2015 Est. Population 45 to 59 Years	18.0%	18.9%	19.2%
	2015 Est. Population 60 to 74 Years	9.8%	11.1%	11.7%
	2015 Est. Population 75 Years or Over	5.1%	4.2%	4.4%
	2015 Est. Median Age	35.8	35.8	36.2
Marital Status & Sex	2015 Est. Male Population	49.2%	49.5%	49.8%
	2015 Est. Female Population	50.8%	50.5%	50.2%
	2015 Est. Never Married	42.6%	40.7%	40.2%
	2015 Est. Now Married	33.7%	37.4%	39.4%
	2015 Est. Separated or Divorced	81.8%	80.1%	79.0%
	2015 Est. Widowed	18.2%	19.9%	21.0%
Income	2015 Est. HH Income \$200,000 or More	6.4%	11.7%	16.4%
	2015 Est. HH Income \$150,000 to \$199,999	8.1%	8.5%	10.3%
	2015 Est. HH Income \$100,000 to \$149,999	18.3%	17.7%	19.8%
	2015 Est. HH Income \$75,000 to \$99,999	15.7%	14.0%	13.3%
	2015 Est. HH Income \$50,000 to \$74,999	17.6%	16.6%	14.8%
	2015 Est. HH Income \$35,000 to \$49,999	11.6%	9.9%	8.3%
	2015 Est. HH Income \$25,000 to \$34,999	8.6%	6.8%	5.3%
	2015 Est. HH Income \$15,000 to \$24,999	5.2%	5.7%	4.7%
	2015 Est. HH Income Under \$15,000	8.5%	9.0%	7.1%
	2015 Est. Average Household Income	\$92,592	\$104,988	\$123,660
	2015 Est. Median Household Income	\$75,854	\$86,172	\$100,576
	2015 Est. Per Capita Income	\$42,752	\$44,225	\$52,822
	2015 Est. Total Businesses	1,232	7,255	24,880
2015 Est. Total Employees	18,033	78,240	320,967	

Southern Towers		1 mile radius	3 mile radius	5 mile radius
Race	2015 Est. White	50.5%	54.5%	61.3%
	2015 Est. Black	25.9%	18.9%	14.1%
	2015 Est. Asian or Pacific Islander	10.9%	10.8%	11.9%
	2015 Est. American Indian or Alaska Native	0.3%	0.6%	0.5%
	2015 Est. Other Races	8.4%	10.8%	8.2%
	Hispanic	2015 Est. Hispanic Population	8,640	64,598
2015 Est. Hispanic Population		19.4%	24.7%	20.0%
2020 Proj. Hispanic Population		21.6%	26.7%	21.9%
2010 Hispanic Population		19.0%	24.4%	19.6%
Education (Adults 25 or Older)	2015 Est. Adult Population (25 Years or Over)	33,312	190,704	435,886
	2015 Est. Elementary (Grade Level 0 to 8)	5.6%	8.3%	6.5%
	2015 Est. Some High School (Grade Level 9 to 11)	3.9%	4.7%	3.8%
	2015 Est. High School Graduate	15.9%	13.5%	12.1%
	2015 Est. Some College	14.4%	12.3%	11.1%
	2015 Est. Associate Degree Only	5.1%	5.1%	4.4%
	2015 Est. Bachelor Degree Only	30.4%	29.0%	30.1%
	2015 Est. Graduate Degree	24.8%	27.2%	32.1%
Housing	2015 Est. Total Housing Units	21,244	113,352	262,132
	2015 Est. Owner-Occupied	31.6%	43.7%	46.8%
	2015 Est. Renter-Occupied	68.4%	56.3%	53.2%
	2015 Est. Vacant Housing	3.4%	2.9%	3.7%
	Homes Built By Year	2010 Homes Built 2005 or later	4.5%	4.5%
2010 Homes Built 2000 to 2004		5.7%	5.4%	6.3%
2010 Homes Built 1990 to 1999		12.8%	10.6%	11.8%
2010 Homes Built 1980 to 1989		17.8%	14.8%	14.8%
2010 Homes Built 1970 to 1979		21.0%	18.4%	15.8%
2010 Homes Built 1960 to 1969		19.0%	16.0%	13.9%
2010 Homes Built 1950 to 1959		9.6%	13.8%	14.2%
2010 Homes Built Before 1949		9.7%	16.6%	16.9%
Home Values		2010 Home Value \$1,000,000 or More	1.7%	3.2%
	2010 Home Value \$500,000 to \$999,999	16.6%	27.3%	33.7%
	2010 Home Value \$400,000 to \$499,999	14.3%	14.8%	14.9%
	2010 Home Value \$300,000 to \$399,999	26.4%	19.4%	18.0%
	2010 Home Value \$200,000 to \$299,999	29.2%	20.9%	16.6%
	2010 Home Value \$150,000 to \$199,999	5.2%	6.6%	5.8%
	2010 Home Value \$100,000 to \$149,999	3.8%	3.9%	3.4%
	2010 Home Value \$50,000 to \$99,999	1.2%	2.1%	2.3%
	2010 Home Value \$25,000 to \$49,999	0.8%	0.9%	0.9%
	2010 Home Value Under \$25,000	0.7%	1.2%	1.1%
	2010 Median Home Value	\$358,071	\$419,226	\$457,394
	2010 Median Rent	\$1,282	\$1,239	\$1,375

Southern Towers		1 mile radius	3 mile radius	5 mile radius
Labor Force	2015 Est. Labor Population Age 16 Years or Over	36,981	213,520	488,682
	2015 Est. Civilian Employed	26,238	154,228	354,198
	2015 Est. Civilian Unemployed	1,018	6,090	12,477
	2015 Est. in Armed Forces	338	2,130	6,032
	2015 Est. not in Labor Force	9,387	51,071	115,974
	2015 Labor Force Males	48.6%	49.0%	49.4%
2015 Labor Force Females	51.4%	51.0%	50.6%	
Occupation	2010 Occupation: Population Age 16 Years or Over	23,766	137,217	311,912
	2010 Mgmt, Business, & Financial Operations	23.3%	21.8%	24.2%
	2010 Professional, Related	28.5%	28.7%	31.5%
	2010 Service	16.5%	17.8%	15.2%
	2010 Sales, Office	18.8%	18.6%	17.6%
	2010 Farming, Fishing, Forestry	0.2%	0.2%	0.2%
	2010 Construction, Extraction, Maintenance	5.3%	7.0%	6.1%
	2010 Production, Transport, Material Moving	7.3%	5.9%	5.2%
	2010 White Collar Workers	70.7%	69.1%	73.3%
	2010 Blue Collar Workers	29.3%	30.9%	26.7%
Transportation To Work	2010 Drive to Work Alone	67.4%	63.9%	61.4%
	2010 Drive to Work in Carpool	8.6%	9.5%	8.9%
	2010 Travel to Work by Public Transportation	17.7%	18.5%	19.8%
	2010 Drive to Work on Motorcycle	0.2%	0.2%	0.1%
	2010 Walk or Bicycle to Work	0.1%	0.5%	0.7%
	2010 Other Means	0.6%	0.8%	0.8%
2010 Work at Home	2.6%	3.6%	4.1%	
Travel Time	2010 Travel to Work in 14 Minutes or Less	14.7%	13.5%	14.1%
	2010 Travel to Work in 15 to 29 Minutes	35.2%	34.1%	34.2%
	2010 Travel to Work in 30 to 59 Minutes	40.3%	40.3%	40.0%
	2010 Travel to Work in 60 Minutes or More	7.2%	8.5%	7.6%
	2010 Average Travel Time to Work	27.7	28.0	27.7
Consumer Expenditure	2015 Est. Total Household Expenditure	\$1.37 B	\$8.00 B	\$20.7 B
	2015 Est. Apparel	\$48.1 M	\$283 M	\$734 M
	2015 Est. Contributions, Gifts	\$97.6 M	\$607 M	\$1.6 B
	2015 Est. Education, Reading	\$57.89 M	\$355 M	\$961 M
	2015 Est. Entertainment	\$77.1 M	\$453 M	\$1.18 B
	2015 Est. Food, Beverages, Tobacco	\$207 M	\$1.18 B	\$3.0 B
	2015 Est. Furnishings, Equipment	\$48.2 M	\$284 M	\$745 M
	2015 Est. Health Care, Insurance	\$117 M	\$672 M	\$1.7 B
	2015 Est. Household Operations, Shelter, Utilities	\$423 M	\$2.47 B	\$6.39 B
	2015 Est. Miscellaneous Expenses	\$20.2 M	\$115 M	\$294 M
	2015 Est. Personal Care	\$17.9 M	\$104 M	\$267 M
	2015 Est. Transportation	\$256 M	\$1.47 B	\$3.74 B

SOUTHERN TOWERS

ALEXANDRIA, VA



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