CROSSING

CAPITOL RIVERFRONT • WASHINGTON, DC

H&R RETAIL

A MEMBER OF CHAINLINKS RETAIL ADVISORS

TISHMAN SPEYER

PROJECT LOCATION

UNITED STATES CAPITOL

CROSSING

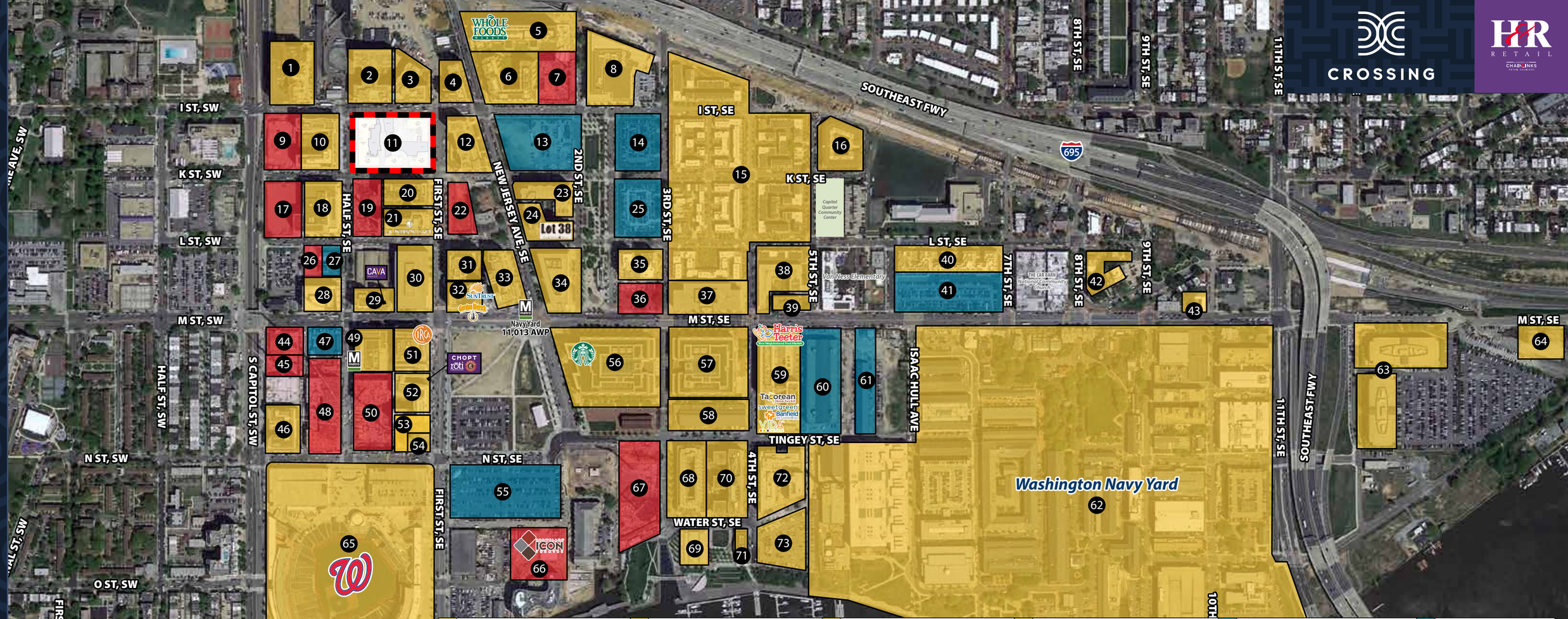
WHOLE FOODS MARKET

WASHINGTON NATIONALS

CAPITAL RIVERFRONT DEVELOPMENT MAP

CROSSING

HR RETAIL



1	**2EYE** Crescent Communities/RCP Residential: 355 units | Retail: 3,000 SF	16	**Capper Senior Building** DCHA Residential: 162 units	31	**Onyx On First** Faison Residential: 264 units	46	**1221 Van** JBG Smith Residential: 291 units | Retail: 23,693 SF	61	**The Estate** Forest City Residential: 264 units | Retail: 18,000 SF	76	**S CAPITOL STREET PROPERTIES** Stewart Investment Co Land: 1,500,000 SF | 550 Units
2	**70 Capitol Yards** JP Morgan Asset Management Residential: 448 apt. units	17	**1000 South Capitol** Lerner Residential: 300 apt. units | Office: 320,000 SF	32	**100 M Street** Lionstone Office: 229,000 SF | Retail: 12,050 SF	47	**25 M Street** Brandywine/Akridge Office: 250,000 SF | Retail: 20,000 SF	62	**Washington Navy Yard** Department of the Navy Employees: 16,000 | Office: 2.2 million SF	77	**2 S STREET, SW** Florida Rock Properties Land: 91,789 SF
3	**100 Capitol Yards** JP Morgan Asset Management Residential: 246 apt. units	18	**1015 Half Street, SE** Prudential Real Estate Investors Office: 374,000 SF | Retail: 17,334 SF	33	**Insignia on M** Donohoe/MetLife Residential: 324 units | Retail: 10,780 SF	48	**West Half Street II/III** JBG Smith Residential: 465 units | Retail: 42,937 SF	63	**Maritime Plaza I & II** COPT Office: 260,600 SF	78	**1800-1824 HALF STREET, SW** MRP Realty 750,000 SF | 290 Units
4	**82 I Street, SE - Ore 82** Greystar/RCP Development Residential: 227 apt. units | Retail: 5,774 SF	19	**Parc Riverside Phase II** Toll Brothers Residential: 308 units	34	**Federal Gateway I** WC Smith Office: 279,000 SF | Retail: 21,570 SF	49	**55 M Street** Hines Office: 254,500 SF | Retail: 13,086 SF	64	**1333 M Street** Crescent Heights Residential: 673 units	79	**1900 Half Street** Douglas Development Corp Residential: 453 units | Retail: 15,000 SF
5	**800 New Jersey, SE** WC Smith Residential: 334 apt. units | Retail: 35,000 SF - Phase III- 20,000 SF	20	**Parc Riverside** Toll Brothers Residential: 287 units	35	**Harlow** Urban Atlantic/DCHA/Forest City Washington Residential: 179 units | Retail: 4,000 SF	50	**1250** Jair Lynch Residential: 300 units | Retail: 55,342 SF	65	**Nationals Park** DC Sports and Entertainment Commission Office: 30,000 SF | Retail: 40,000 SF	80	**1930 1ST STREET, SW** Pepco Residential: 480 units | Retail: 399,125 SF | Museum: 99,000 SF
6	**Park Chelsea** WC Smith | Residential: 429 apt. units	21	**Velocity Condominiums** Cohen Companies Residential: 200 units | Retail: 3,100 SF	36	**250 M at Canal Park** WC Smith Office: 174,586 SF | Retail: 12,200 SF	51	**99 M Street** Skanska Office: 220,000 SF | Retail: 10,688 SF	66	**Showplace Icon Theater** Forest City 16-screen movie theater 70,000 SF	81	**DC UNITED SOCCER STADIUM** 20,000 seat capacity 390 units | Retail: 72,000 SF
7	**The Garrett** WC Smith Residential: 375 units | Retail: 14,000 SF	22	**Meridian on First (Delivery 2020)** Paradigm Residential: 275 units	37	**300 M Street** Potomac Investments Office: 276,300 SF | Retail: 5,234 SF	52	**FIRST Residences** Grosvenor Americas, McCaffery Interests, and CEI Residential: 325 units | Retail: 21,456 SF	67	**DC Water Headquarters** DC Water Office: 151,000 SF	82	**45 Q STREET, SW** Residential: 150 units
8	**200 I Street, SE** DC Gov't/Stonebridge Carras Office: 350,000 SF	23	**Capitol Hill Tower Co-op** JP Morgan Asset Management Residential: 246 apt. units	38	**400 M Street** DCHA Residential: 138 units	53	**Residence Inn by Marriott** Stonebridge Companies Hotel: 170 rooms	68	**Foundry Lofts** Forest City Residential: 170 units | Retail: 9,428 SF	83	**AKRIDGE/ NEBF PHASE 1&2** 2020- 2027 Delivery Residential: 1,750 units Retail: 244,000 SF Parking: 2,400 spaces
9	**One Hill South - Phase II - 950 S Capitol St** Ruben Companies Residential: 300 units	24	**Courtyard by Marriott** Chesapeake Lodging Trust Hotel: 204 rooms | Retail: 4,000 SF	39	**Carroll Apartments** DCHA Residential: 60 apt. units	54	**Hampton Inn & Suites** The Buccini/Pollin Group Hotel: 168 rooms | Retail: 5,000 SF	69	**The Lumber Shed** Forest City Office: 17,350 SF | Retail: 14,236 SF		
10	**One Hill South - 909 Half Street, SE** Ruben Companies Residential: 383 units | Retail: 25,000 SF	25	**Arthur Capper Carrollsburg** Urban Atlantic/Forest City Residential: 295 units	40	**The Bixby** DCHA/Urban Atlantic/FCW Residential: 195 units	55	**Parcel I** Forest City Residential: 348 units | Retail: 13,600 SF	70	**Arris** Forest City Residential: 327 units | Retail: 20,000 SF		
11	**CROSSING** **Tishman Speyer** **Residential: 818 apt. units | Retail: 29,702 SF**	26	**37 L Street SE** DBT Development Residential: 74 units	41	**600 M Street, SE** DCHA/Forest City Office: 484,780 SF | Retail: 15,000 SF	56	**U.S. Department of Transportation** JBG Smith Office: 1.3 million SF | Retail: 1,200 SF	71	**District Winery** Forest City Retail: 16,000 SF		
12	**909 Capitol Yards** JP Morgan Asset Management Residential: 237 apt. units | Retail: 5,994 SF | Scarlet Oak | Harry's Reserve	27	**41 L Street** MRP Realty/CAS Riegler Residential: 162 units | Retail: 5,640 SF	42	**810-1120 Potomac Ave** CSC Office: 28,500 SF	57	**Building 170** JBG Smith Retail: 7,000 SF - 11,000 SF	72	**The Bower** PN Hoffman Residential: 137 units | Retail: 13,000 SF		
13	**Multi Family Buildings** DCHA/Urban Atlantic/Forest City Residential: 322 units	28	**20 M Street** Lerner Office: 179,700 SF | Retail: 10,140 SF	43	**900 M Street** Paramount Investments Retail: 7,480 SF	58	**Boilermaker Shops** Forest City Office: 10,600 SF | Retail: 30,398 SF	73	**Guild** Forest City Residential: 191 units | Retail: 6,300 SF		
14	**Arthur Capper Carrollsburg Future Phase** Urban Atlantic/Forest City	29	**Homewood Suites** KCG SO M LLC Hotel: 195 rooms | Retail: 4,900 SF	44	**One M Street** Monument Realty Office: 118,000 SF | Retail: 4,492 SF	59	**Twelve12** Forest City Residential: 218 units | Retail: 88,000 SF	74	**Dock 79** MRP Realty Residential: 265 units | Retail: 20,000 SF		
15	**Capitol Quarter I&II** DCHA/EYA Residential: 322 townhomes	30	**80 M Street** Wells REIT Office: 285,300 SF	45	**Avidian** Monument Realty Residential: 171 units	60	**The Yards - Future Phases** Forest City Mixed-use: 3.2 million SF	75	**Maren, Future Phases** FRP Development/MRP Realty Residential: 270 units | Retail: 30,000 SF Office: 325,000 SF | Hotel: 325 rooms		

PLANNED

UNDER CONSTRUCTION

COMPLETED

ESTABLISHED RETAIL

CROSSING

HR RETAIL CHAIN LINKS

158,500 AADV

91,300 AADV

129,500 AADV

13,700 AADV

14,400 AADV

62,000 AADV

51,500 AADV

45,500 AADV

4,500 AADV

CROSSING

1 ST, SE

K ST, SE

NEW JERSEY AVE, SE

M ST, SE

S CAPITOL ST, SE

FIRST ST, SE

SQUARE 737

WHOLE FOODS MARKET

orangetheory FITNESS

SLIPSTREAM

SCARLET OAK

CVS

COURTYARD Marriott Lot 38

FIVE GUYS BURGERS and FRIES

CVS

WISEGUY PIZZA

Harris Teeter

VIDA FITNESS

sweetgreen

Banfield PET HOSPITAL

Takorean

WAG-A-ME

CAPITOL HILL

yes! Organic Market

pure barre

PINEAPPLE & PEARLS

ROSE'S LUXURY

BULLETIN

Kooshi

matchbox

BELGA café

Gordon Biersch

Smith

SunTrust

CHASE

Peet's Coffee

CAPITOL RIVERFRONT

Nando's PERi-PERi CHICKEN

GNC

Willie's

PACERS RUNNING

lululemon

athletica

Mansions MAKE

POTBELLY SANDWICH SHOP

KRUBA DC

CHLOE

SPIN

CONTE'S BIKE SHOP

DISTRICT WINERY

AGUA301

ice cream jubilee

MORINI

WHALEY'S DUE SOUTH

SHOWPLACE ICON

Washington Navy Yard

16,000 Employees

2.2 Million SF of Office

DISTRICT WHARF

SHAKE SHACK

BEN & JERRY'S

WHISKEY CHARLIE

VELO CAFE

RED HOOK LOBSTER POUND

milk

LUPO MARINO

HANK'S OYSTER BAR

KIRWAN'S

Del Mar DE FABIO TRABOCCHI

Requin

KITH

KIN

HYATT house

DOLCEZZA GELATO & COFFEE est. 2004

DISTRICT HARDWARE AND BIKE

CANTINA bambina SNACKS + BAR

POLITICS & PROSE BOOKSTORE COFFEEHOUSE

canopy BY HILTON

MI VIDA RESTAURANTS

ligne roset

THE BRIGHTON SW1

INTERCONTINENTAL

BUZZARD POINT/ SOUTHWEST/ WATERFRONT

COMING SOON

COMPASS COFFEE

UNION KITCHEN

SHAKE SHACK

CAVA

BIG STICK

99 M

CIRCA

BLUESTONE LANE

El Bebé

COMING SOON

ATLAS BREW WORKS DISTRICT OF COLUMBIA

MISSION

PBS

FIRST RESIDENCES

RASA

RÖTI

CHOPT [solidcore]

DECLARATION

THE SALT LINE OYSTER + ALE

DACHA

ALL-PURPOSE

BARDO BEER

D.C. UNITED

AUDI FIELD

20,000

seat capacity

WASHINGTON NATIONALS

POTOMAC RIVER

ANACOSTIA RIVER

SHERIDAN

HISTORIC ANACOSTIA

PENN BR

0 0.15 0.3 Miles

PHASE I – RETAIL PLAN

CROSSING

I ST, SE

PHASE II
14,572 SF

PHASE I
15,130 SF

RETAIL F-2
3,985 SF

RETAIL F-1
2,067 SF

RETAIL E-3
3,400 SF

RETAIL E-2
1,110 SF

RETAIL E-1
4,010 SF

PASSAGEWAY

RES LOBBY

RES LOBBY

RETAIL A-1
1,560 SF

RETAIL A-2
3,700 SF

LOADING

RETAIL B
1,800 SF

RES LOBBY

RETAIL D-2
685 SF

RETAIL D-1
3,585 SF

RETAIL C
3,800 SF

HALF ST, SE

FIRST ST, SE

K ST, SE

PHASE I: DELIVERY **Q2 2020**

PHASE II: DELIVERY **Q2 2021**

RETAIL
RESIDENTIAL
BACK OF HOUSE

DEMOGRAPHICS

Summary Demographic Profile

2018 and 2023 Esri Forecasts. Converted Census 2000 data into 2010 geography

Lat/Lon: 38.87883/-77.00673

CROSSING

HR RETAIL CHAIN LINKS

	.5 MILE	1 MILE	1.5 MILE
POPULATION			
2000 Total Population	7,286	24,768	48,410
2010 Total Population	8,298	26,907	52,197
2018 Total Population	**13,551**	**35,757**	**66,354**
2023 Total Population	16,888	42,424	75,815
2018-2023 Annual Rate	4.50%	3.48%	2.70%
Median Age	**34.8**	**36.6**	**36.3**
HOUSEHOLDS			
2000 Households	3,681	13,633	24,426
2010 Households	4,627	14,697	26,496
2018 Households	**7,984**	**20,062**	**34,285**
2023 Households	10,159	24,184	39,667
2018 Average Household Size	**1.69**	**1.73**	**1.88**
INCOME			
2018 Average Household Income	$106,780	$128,904	$144,137
2018 Median Household Income	$77,276	$95,738	$105,822
2018 Per Capita Income	$63,108	$72,967	$75,080
2018 POPULATION BY RACE/ETHNICITY			
White Alone	52.9%	59.5%	59.5%
Black Alone	36.8%	29.7%	30.5%
American Indian/Alaskan Native Alone	0.3%	0.4%	0.4%
Asian Alone	5.2%	5.1%	4.7%
Pacific Islander Alone	0.0%	0.1%	0.1%
Other Race	1.3%	1.7%	1.5%
Two or More Races	3.4%	3.6%	3.3%
Hispanic Origin (Any Race)	6.3%	6.6%	6.0%
2018 POPULATION 25+ BY EDUCATIONAL ATTAINMENT			
Total	10,703	28,233	51,281
Less than 9th Grade	2.0%	1.4%	1.7%
9th - 12th Grade, No Diploma	5.8%	3.3%	3.5%
High School Graduate	10.1%	7.3%	8.0%
GED/Alternative Credential	0.6%	0.5%	0.9%
Some College, No Degree	8.4%	8.2%	8.7%
Associate Degree	2.9%	2.2%	2.2%
Bachelor's Degree	32.2%	32.7%	31.9%
Graduate/Professional Degree	38.0%	44.3%	43.2%
BUSINESS			
Total Business	576	2,675	5,883
Total Employees	19,047	80,344	163,281
Employee/Residential Population Ratio	1.410:1	2.250:1	2.460:1

POPULATION (1.5 MILES)

66,354
2017 Total Population

2.70
2017-2022 Annual Growth

0.76
2000-2010 Annual Growth

2.95
2010-2017 Annual Growth

INCOME (1.5 MILES)

$144,137
2017 Average HH Income

$105,822
2017 Median HH Income

$75,080
2017 Per Capita Income

BUSINESS (1.5 MILES)

5,883
Total Businesses

163,281
Total Employees

EMPLOYMENT (1.5 MILES)

88%
White Collar

4%
Blue Collar

8%
Services

3.6%
Unemployment Rate

EDUCATION (1.5 MILES)

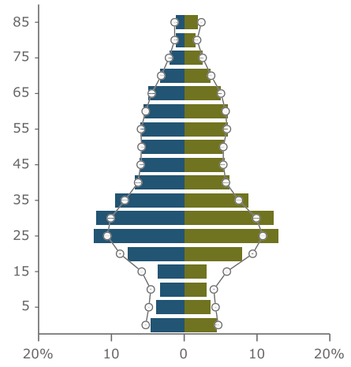
5%
No High School Diploma

9%
High School Graduate

11%
Some College

75%
Bachelor's/Grad/Prof Degree

Age Pyramid (1.5 MILES)



The largest group:
2017 Female Population
Age 25-29 (Esri)

The smallest group:
2017 Male Population
Age 85+ (Esri)

Dots show comparison to District of Columbia

Tapestry Segments (1.5 MILES)

3A **Laptops and Lattes**
16,270 households
48% of Households

3B **Metro Renters**
6,488 households
19% of Households

3C **Trendsetters**
2,979 households
9% of Households

Laptops and Lattes

Laptops and Lattes residents are predominantly single, well-educated professionals in business, fi nance, legal, computer, and entertainment occupations. They are affluent and partial to city living—and its amenities. Neighborhoods are densely populated, primarily located in the cities of large metropolitan areas. Many residents walk, bike, or use public transportation to get to work; a number work from home. Although single householders technically outnumber couples, this market includes a higher proportion of partner households, including the highest proportion of same-sex couples. Residents are more interested in the stock market than the housing market. Laptops and Lattes residents are cosmopolitan and connected— technologically savvy consumers. They are active and health conscious, and care about the environment.

Metro Renters

Residents in this highly mobile and educated market live alone or with a roommate in older apartment buildings and condos located in the urban core of the city. This is one of the fastest growing segments; the popularity of urban life continues to increase for consumers in their late twenties and thirties. Metro Renters residents income is close to the US average, but they spend a large portion of their wages on rent, clothes, and the latest technology. Computers and cell phones are an integral part of everyday life and are used interchangeably for news, entertainment, shopping, and social media. Metro Renters residents live close to their jobs and usually walk or take a taxi to get around the city.

Trendsetters

Armed with the motto "you're only young once," Trendsetters residents live life to its full potential. These educated young singles aren't ready to settle down; they do not own homes or vehicles and choose to spend their disposable income on upscale city living and entertainment. Dressed head to toe in the most current fashions, their weeknights and weekends are fi lled discovering local art and culture, dining out, or exploring new hobbies. Their vacations are often spontaneous, packed with new experiences and chronicled on their Facebook pages.

PHASE I
DELIVERY
Q2 **2020**

407 APARTMENTS

15,130 SF OF RETAIL

OVERALL PROJECT:

TWO ACRE SITE AT THE
NORTHWEST QUADRANT
OF FIRST ST, SE AND K ST, SE

818 APARTMENTS

29,702 SF OF RETAIL

PHASE II
DELIVERY
Q2 **2021**

411 APARTMENTS

14,572 SF OF RETAIL

CROSSING

H&R RETAIL
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