



THE MARK

100 S REYNOLDS STREET, ALEXANDRIA, VA



227-UNIT VALUE-ADD ACQUISITION OPPORTUNITY STRATEGICALLY LOCATED 1.4 MILES FROM THE VAN DORN METRO AND IN CLOSE PROXIMITY TO LANDMARK MALL REDEVELOPMENT, AMAZON HQ2 AND VIRGINIA TECH'S INNOVATION CAMPUS





JLL is pleased to present The Mark (the “Property”), a 227-unit multifamily asset located in Virginia’s vibrant Alexandria submarket. The Property was built in 1965 and boasts an impressive amenity package with the opportunity to add value through in-unit renovations.

Situated between I-495 and Duke Street, the Mark offers residents a variety of transit options in and around the DC region via both public transportation and vehicular access. Only a twelve-minute drive from Downtown Washington, DC, the Property is 1.4 miles from the Van Dorn Metro Station and just 4 metro stops or a 14-minute drive to Ronald Reagan Washington National Airport. The Property is just 6.5 miles or a 12-minute drive from Virginia Tech’s new Innovation Campus and 4 metro stops or a 12-minute drive from Amazon HQ2. The Mark is a 0.5 mile walk to Landmark Mall Redevelopment which, when completed, will consist of a 4.2MM SF mixed-use project anchored by Inova Health System hospital. Plans put forth detail between 2,220-2,500 residential units, 285,000-300,000 SF of retail, 200,000-400,000 SF of office and an additional 125,000 SF potentially allocated for hotel.

The Property features an impressive amenity package including, a swimming pool with outdoor sundeck, an outdoor lounge and terrace, a grilling patio and fire pit, lobby with coffee bar and commuter transit screen, state-of-the-art fitness center with a private fitness studio, 24-hour dry cleaning and laundry service, business center with flexible work-from-home stations, club room complete with dining area, expansive bar, and a game room furnished with a pool table, shuffleboard, and a mini arcade.

The Mark contains units in three different stages of renovation: Classic (34 units) — unrenovated, Upgraded (90 units) — partially renovated, Renovated (103 units) — fully renovated. Classic units hold granite countertops, white appliances, and classic cabinetry. Spacious apartments are highlighted by gourmet, chef inspired kitchens with modern units containing granite countertops, and stainless steel appliances. Updated units also feature hardwood flooring in the living room and kitchens, plush carpeted bedroom, ceramic tile in the bathroom. These units additionally offer tiled kitchen and bathroom with carpeting in the living room and bedroom. Select units have private dining areas, private patios or balconies.

The Mark presents the opportunity to acquire a transit-oriented, value-add multifamily asset in Alexandria, VA, in close proximity location proximate to the ambitious Landmark Redevelopment creating outsized prospects for growth.



UNIT MIX

Units	%	Unit Description	SF	Total SF
80	35%	Studio	530	42,429
110	48%	1BR	789	86,770
32	14%	2BR	1,107	35,427
5	2%	3BR	1,320	6,602
227	100%		754	171,228



Transit Oriented Development
- Quick Access to Both I-395 and I-495 and only 1.4 miles from Van Dorn Metro Station



Landmark Mall Redevelopment - 0.5 Miles from Landmark Mall Redevelopment - 4.2 MM SF Mixed-Use Project



Value-add Opportunity - Achievable Rental Premiums Through In-Unit Renovations

HQ2

Close Proximity to Amazon HQ2 and VA Tech's Innovation Campus - 6 Miles from VA Tech's Innovation Campus and 7.5 Miles (4 metro stops) from Amazon HQ2



Significant Demand Drivers - 12.7MM SF of Office, 9.1MM SF of Retail within a 3 Mile Radius



Positioned for Ideal Outsized Rent Growth Due to Submarket Demographics and Fundamentals



Exceptional Alexandria Demographics - \$114,000 Median Household Income, 60% of Residents Have a Bachelor's Degree or Higher



Close Proximity to Dynamic, Growing Tech Employment Center





QUICK ACCESS TO MAJOR EMPLOYMENT CENTERS



BEST-IN CLASS AMENITIES

State-of-the-Art Fitness Center with a private fitness studio



Swimming Pool with Outdoor Terrace and Sun Deck



Outdoor Lounge with Grilling Patio and Fire Pit

Lobby Complete with Coffee Bar and a Commuter Transit Screen

Club Room Furnished with Dining Area, Expansive Bar and 90" TV Screen

Game Room Complete with a Pool Table, Shuffleboard, and Mini-Arcade



Elite Business Center Offering Work-From-Home Stations, TV Lounge and Computers

Bike Storage and Repair Station

Pet Wash Station

Available Storage Units

Pressbox 24-Hour Dry Cleaning Services



Laundry Lounge with High-Efficiency Washers and Dryers, Comfortable Seating Area with Large Flat Screen TV



CLASSIC

UNIT FINISHES OFFER VALUE-ADD OPPORTUNITY

Modern Units:

Granite Countertops

Stainless Steel Appliances

Modern Cabinetry

Hardwood Flooring in Kitchens
and Living Rooms

Plush Carpeting in Bedrooms
and Tile Flooring in Bathrooms

Wall-to-wall Windows

Large Closets

Separate Dining Rooms*

Private Patios or Balconies*

Classic Units:

Laminate Countertops

White Appliances

Classic Cabinetry

Plush Carpeting in Living Rooms
and Bedrooms

Tile Flooring in Kitchens and
Bathrooms

Wall-to-wall Windows

Large Closets

Separate Dining Rooms*

Private Patios or Balconies*



UPGRADED



RENOVATED



RENOVATED

*in select units

LANDMARK MALL REDEVELOPMENT

- The Mark is positioned just 0.5 miles from the site of the Landmark Mall Redevelopment
- The 52-acre Landmark Mall Redevelopment is scheduled to begin construction in 2022
- Plans consist of: 4.2 MM SF mixed-use project anchored by Inova Health System hospital
- Plans put forth detail between 2,220-2,500 residential units, 285,000-300,000 SF of retail, and 200,000-400,000 SF of office.
- Additional 125,000 SF potentially allocated for hotel space
- Redevelopment to include residential, retail, commercial and entertainment options formed into a connected neighborhood with parks and public spaces, as well as a fire station
- Inova plans to invest \$1BB into the new facility which will feature:

- Two seven story in-patient towers with 230 patient rooms
- Cancer center
- Medical office building for 50 specialists



SUBMARKET HIGHLIGHTS

AMAZON HQ2

Approximately 5MM SF

Planned Campus

38,000

Direct Jobs by 2034 (25,000 to start)

\$150,000

Average Annual Salary

\$2 BN(+)

State, County, & Local Incentives

NEW INFRASTRUCTURE

New Potomac Yard Metro Station

Airport Pedestrian Bridge

Multi-modal Transit Hub

Expanded VRE Platform

2nd Crystal City Metro Station

Route 1 Expansion



MORE THAN 10,000 NEW MASTER'S DEGREES IN COMPUTER SCIENCE AND RELATED FIELDS OVER THE NEXT 20 YEARS

Project Overview & Highlights

At completion, will accommodate 750 graduate students annually

- Data Analytics and Machine Learning
- Computer Security
- Artificial Intelligence

\$1.5 Billion dollar, 2.5MM SF multi-phase mixed use development.

PHASE I: 300,000 SF education building with classrooms and R&D facilities, 25,000 SF of innovation space, and 450,000 SF of retail and additional uses

PHASE II: Additional 1MM SF with completion between 2025-2030 set to amplify the broader community feel of the campus

A new Metro station (Blue/Yellow) will be developed adjacent to the campus on the southern portion of the site in order to provide mass transit service



Virginia Tech has chosen a 15-acre site just south of the Four Mile Run stream in Potomac Yard for its Innovation Campus. The future campus, strategically positioned in close proximity to Amazon HQ2, is poised to benefit directly from Northern Virginia's transformation into the nation's next technology hub while it develops the new tech talent pipeline for the region.



ENVIRONMENT

2018 Platinum Status

Alexandria (10th consecutive year),
Go Green Government Challenge 2018

2018 Platinum: Excellence in Management

Alexandria Renew Enterprises,
National Association of Clean Water Agencies 2018

Greenest City in Virginia

#1: Alexandria, *Insurify* 2018

Greenest Cities in America

#3: Alexandria, Arlington, Washington D.C.,
Architectural Digest 2017



EDUCATION

Top States for Higher Education

#2: Virginia, *SmartAsset* 2020

Most Educated Cities in America

#2: Alexandria, Arlington, Washington D.C.,
Forbes 2020



COMMUNITY

Best City in America for Young Professionals

#9: Alexandria, *Niche* 2019

Safest Cities in America

#1: Alexandria, *Smart Asset* 2019

Most Diverse Cities in America

#23: Alexandria, *WalletHub* 2019

Best Cities to Live in America

#25: Alexandria, *Niche* 2019

Friendliest Cities in the U.S.

#2: Alexandria, (*Readers' Choice*)
Conde Nast Traveler 2019

Best Cities for Working Women

#2: Washington-Arlington-Alexandria,
DC-VA-MD-WV Metro Area, *Business.org* 2019

Best for Vets: Places to Live

#1: Alexandria (Medium City), *Military Times* 2019

"All-Star" in Virginia for LGBTQ Equality

#2: Alexandria, *Human Rights Campaign* 2017



ARTS & TOURISM

The South's Best Cities 2020
#7: Alexandria, *Southern Living* 2020

The Best Cities in the U.S.:
2019 Readers' Choice Awards
#3: Alexandria (Best Small City),
Condé Nast Traveler 2019

"Editors' Favorite Cities of the Year:
2020 Legend Awards"
Alexandria, VA, *Departures* 2020

Best Travel U.S. Destinations
#1: Alexandria, *MONEY* 2018

The South's Prettiest Cities
#1: Alexandria, *Southern Living* 2018



TRANSPORTATION & WALKABILITY

Most Walkable Cities in Virginia
#3: Alexandria, *WalkScore* 2020

10 Best Cities for Accessible Living
#1: Alexandria, Arlington, Washington D.C.,
Redfin 2018

Bicycle Friendly Community Award
Silver: Alexandria, *The League of American Bicyclists* 2018



ECONOMY, TECHNOLOGY & INNOVATION

Best States for Business
#1: Virginia, *CNBC* 2019

Best States
#7: Virginia, *US News and World Reports* 2019

Top Digital Cities
#4: Alexandria ("Medium" City),
Center for Digital Government (CDG) 2019

Community Economic Development Award (CEDA)
Alexandria & Arlington, *Virginia Economic Developers Association* 2019

Best City for Entrepreneurs
#1: Alexandria, *Entrepreneur Magazine* 2017



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**The outbreak of the COVID-19 virus (novel coronavirus) since the end of January 2020 has resulted in market uncertainty and volatility. While the economic impact of a contagion disease generally arises from the uncertainty and loss of consumer confidence, its impact on real estate values is unknown at this stage. Given the prevailing domestic and global uncertainty arising from the Coronavirus, we recommend that the intended recipients of this information regularly seek our guidance.

