



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



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



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



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



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

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



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



Close Proximity to Dynamic, Growing Tech Employment Center







Amazon HQ2



QUICK ACCESS TO MAJOR EMPLOYMENT CENTERS

Old Town – 1 Metro Stop

Hoffman Town Center - 2 Metro Stops



Crystal City - 6 Metro Stops



R-B Corridor – 8 Metro Stops





Amazon HQ2 – 5 Metro Stops

Pentagon City- 7 Metro Stops



Downtown - 8 Metro Stops







R-B Corridor

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



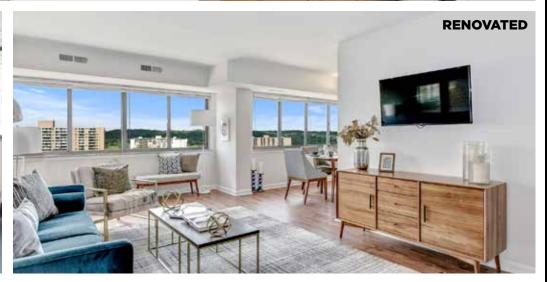
















UNIT FINISHES OFFER VALUE-ADD OPPORTUNITY

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*

*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



- Interconnected, walkable, urban street framework, with network of parks and public spaces
- Vibrant and activated retail, restaurant, and groundfloor commercial uses (programming for diverse uses)
- Prominent Central Plaza (primary outdoor community gathering area)
- Improved integration with adjacent uses

KEY: RETAL MULTIFAMILY RESIDENTIA TOWNHOUSE OFFICE FIRE STATION INOVA HOSPITAL GARAGE

OWNER STATES





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.



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

> <u>Greenest City in Virginia</u> **#1: Alexandria**, Insurify 2018

Greenest Cities in America #3: Alexandria, Arlington, Washington D.C., Architectural Digest 2017



Top States for Higher Education #2: Virginia, SmartAsset 2020

Most Educated Cities in America #2: Alexandria, Arlington, Washington D.C., Forbes 2020







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

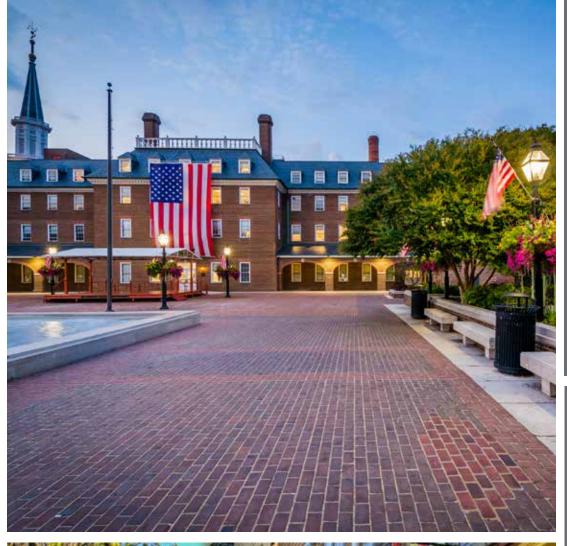
Best Cities to Live in America #25: Alexandria, Niche 2019

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

<u>"All-Star" in Virginia for LGBTQ Equality</u> #2: Alexandria, Human Rights Campaign 2017







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

<u>"Editors' Favorite Cities of the Year:</u> 2020 Legend Awards" Alexandria, VA, Departures 2020

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

<u>The South's Prettiest Cities</u> #1: Alexandria, Southern Living 2018



TRANSPORTATION & WALKABILTY

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

<u>10 Best Cities for Accessible Living</u> #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

<u>Top Digital Cities</u> #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.

