



**VIEW OF THE DEVELOPMENT**

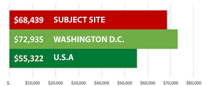
**PROJECTED GROWTH: Washington D.C. (2015-2045)**

**Households: 19.4% ↑ Employment: 8,000 per year ↑**  
**Wage: 66.5% higher than U.S. average Average Age: 33.8**

**HOUSING TENURE**



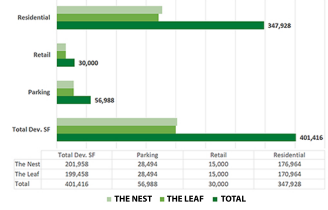
**MEDIAN HOUSEHOLD INCOME**



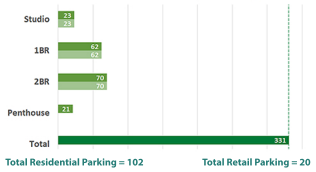
**VIEW OF THE DEVELOPMENT PLAN FROM EMERY PARK**



**DEVELOPMENT BREAKDOWN:**



**UNIT MIX - THE LEAF & THE NEST:**



**Total Residential Parking = 102 Total Retail Parking = 20**

**TYPICAL FLOOR PLAN**



**UNIT MIX - THE LEAF:**



**INVESTMENT SUMMARY: THE LEAF**

Holding Period: 9 years  
 Leveraged IRR: 20.9%  
 Unleveraged IRR: 11.34%  
 NOI (Res/ Comm) - Year 4: \$2,180,550  
 NOI (Res/ Comm) - Year 9: \$4,452,546  
 Sales Value: \$96.1 M  
 Total Profit: \$40.3 M  
 Return on Cost: 8.44%

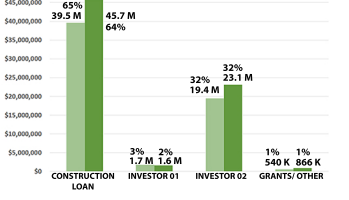
**UNIT MIX - THE NEST:**



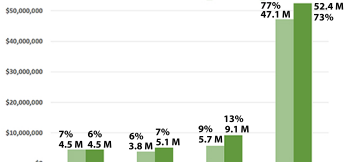
**INVESTMENT SUMMARY: THE NEST**

Leveraged IRR: 33.4%  
 Unleveraged IRR: 22.37%  
 Condo Sale Profit (Year 4): \$73.4 M  
 Condo Sale Profit (Year 5): \$14.5 M  
 Total Sale Value (Before Debt Service): \$98.7 M  
 Total Profit: \$52.9 M  
 Return on Equity: 117.4%  
 Multiple: 2.17 x

**SOURCES - THE LEAF & THE NEST:**



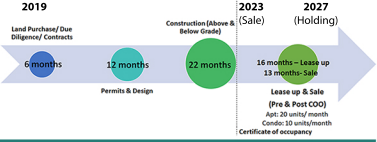
**USES - THE LEAF & THE NEST:**



**RiverSmart Rooftop Program**

Unit Type	No. of people
0 BR	1
1 BR	2
2 BR	3
<b>Total</b>	<b>6.00</b>
No. of total units	162
Number of residents (approx.)	972
Total Water Bill (per month)	\$ 48,600
Op Ex Saved (per month)	\$ 28,674
Op Ex Saved (83 years)	\$ 1,932,264

**DEVELOPMENT TIMELINE**



**MRED FALL 2018**

**THE LEAF AND THE NEST**  
 A Mixed-Use Development in Brightwood, Washington D.C.  
 Mithila Mattoo

The Leaf and The Nest are a mixed-use development in the emerging neighborhood of Brightwood located at Washington D.C. Brightwood has been chosen as an opportunity zone by the D.C. Mayor's office and will see an influx of investment and subsequent development in the coming years. The subject site is also directly located on the rapidly transitioning Georgia Avenue in

D.C. which has seen many emerging developments and will soon be the house of Walter Reed Development. The development embraces sustainability and environmentally conscious design with 331 market rate and affordable residential units and 30,000 SF of ground floor retail. The Leaf is an apartment building and The Nest is a condominium building, both of which are

oriented towards the Emery Park. The design embraces Brightwood's rich history and will enhance the streetscape dedicated for the historical Brightwood trail. With a total development area of 401,416 SF and 133 million in development cost, The Leaf generates an IRR of 20.9% with a property value of 96.1 million at disposition and The Nest generates a profit of \$29 million and a sales value of 96.7 million.



**DESIGN TREE**  
 Monitor: Adriaan Washington  
 Program: Elizabeth Blair-Boyer-Hussell  
 Associate: Bridging UI&A-Taylor Stout  
 Architect: Jack Devlin  
 Landscape Architect: Mithila Mattoo

