

SHIFTING MARKETS

OFFICE DEVELOPMENT IN CLARENDON

In September 2002, the Arlington County Board requested that Arlington Economic Development (AED) provide an examination of the office development potential in Clarendon. As part of the examination, the following issues were addressed: First, why has office development recently been replaced or “crowded out” by residential development? Second, what is the projected mix of office and residential development in Clarendon? Finally, what is the future of office development in Clarendon? This paper, “Shifting Markets: Office Development in Clarendon”, seeks to examine these issues.

Markets have Shifted

Within the past few years, a number of properties have been developed, or have been proposed for development, divergent from projections that central Clarendon would be redeveloped for commercial uses – generally a combination of office with ground floor retail. Only five years ago an office core seemed well-founded based on development proposals then under consideration. Although the General Land Use Plan (GLUP) and Sector Plan specified medium and high density mixed-use development, an office pattern was nonetheless evolving.

Between 1998 and 2001, office development proposals had been prepared for several key blocks of central Clarendon. Blocks 2, 3, 6 and 7 (see map) were discussed as a possible urban campus site for a relocated Patent and Trademark Office. Block 4 had an approved site plan for a 192,000 square foot office building. The Postal Service had filed a site plan for a facility covering a consolidated Block 5 with an office tower above. However, the market has changed. A 257-unit, site-planned, rental residential apartment building is under construction on Block 4. A residential builder has purchased Block 3, and intends to build a by-right apartment project. Most recently, a Postal Service partner has had preliminary discussions with AED staff about a mixed-use Post Office/residential project for Block 5. The redevelopment of Block 2 (2900 Clarendon) is currently in review for residential use with a smaller retail and office component. All of these blocks were envisioned by the plan as mixed-uses – and there was reason to believe that substantial commercial development would actually take place on them as recently as five years ago.

What has changed? Why has the balance between office and residential development shifted, at least in the short run?

One reason may be that residential sales prices have escalated at a rate greater than commercial property for the past three years. Last year alone, residential assessments rose by more than 20 percent compared to

7 percent for office properties. Dr. William Lucy, a planning professor at the University of Virginia, visited Arlington last year seeking confirmation that housing sales prices had eclipsed the value of office space on a per-square-foot basis. A collection of comparable sales indicated that this was indeed the case, especially for condominiums in the R-B Corridor, where sales prices over \$300 per square foot were found. Dr. Lucy indicated that this was a rare phenomenon.

Table 1: Major Residential Projects Delivered Since January 2001

Project	Sub-Market	Housing Units
Vermont Court	Ballston	8
Library Court	Ballston	84
Thomas Street Mews	Ballston	12
Bromptons at Clarendon II	Clarendon	14
Market Common at Clarendon	Clarendon	300
2201 Wilson Boulevard	Court House	201
Warwick House II	Crystal City	212
Avalon at Arlington Square	Glebe Road	842
Arna Valley View	Glebe Road	101
Pentagon Row	Pentagon City	502
The Metropolitan at Pentagon City	Pentagon City	325
Monument Place	Rosslyn	17
Ballston Place	Virginia Square	383
Birchwood	Virginia Square	53
Gallery at Virginia Square	Virginia Square	231
Lexington Square	Virginia Square	367
The Atherton	Virginia Square	123
Total		3,775

Source: Arlington Economic Development

A second factor in the revised development proposals in Clarendon is the recent strength of the residential sector. Since January 2001, some 3,775 new residential units have been delivered in major projects (see Table 1). Approximately one-third of these have been built in the R-B Corridor. Residential development continues unabated, with 2,396 units currently under construction (see Table 2).

At the same time, the office market has been softening due to several factors: a weakening national economy, the decline of the Internet business sector, and some post 9/11 uncertainty. Nevertheless, the commercial market is still performing well, with 1.4 million square feet of space delivered since January 2001 and another 1.4 million square feet under construction (see Tables 2 & 3). Although no new

office buildings have been started so far this year, several are anticipated, including the Arlington Gateway building in Ballston and the Navy League building in Court House. Despite some softening, the office market in Arlington remains alive in the short run and will continue to stay strong in the long run. Over the past 20 years, only downtown Washington, D.C. and Tysons Corner, Virginia have out-performed

Table 2: Major Office, Retail, Housing & Hotel Projects Under Construction

Project	Sub-Market	Office Square Feet	Housing Units	Hotel Rooms
The Sovereign at Ballston	Ballston		411	
Berkeley at Ballston	Ballston	4,476	71	
Ballston Point	Ballston	268,547		
Jefferson at Clarendon Centre	Clarendon	14,089	257	
Hartford	Clarendon	212,703	71	
Clarendon Park	Clarendon		87	
The Hudson	Clarendon	4,100	293	
Meridian at Courthouse - Phase III	Courthouse		255	
Courthouse Metro Plaza	Courthouse	53,207		
Hampton Inn/Suites	Crystal City			151
Virginia Hospital Center Expansion	George Mason Dr.	390,047		
Metropolitan at Arlington	Glebe Road		190	
Courthouse Square	Lee Highway		22	
Pentagon Row Highrise	Pentagon City		326	
Gallery at Rosslyn	Rosslyn	4,200	314	
Bromptons at Monument Place	Rosslyn		15	
The Dakota	Rosslyn		14	
Bromptons at Rosslyn	Rosslyn		19	
Memorial Overlook	Rosslyn		35	
1801 N. Lynn Street	Rosslyn	353,860		
Lincoln Court	Virginia Square		16	
Ballston Gateway	Virginia Square	136,688		
Total		1,441,917	2,396	151

Source: Arlington Economic Development

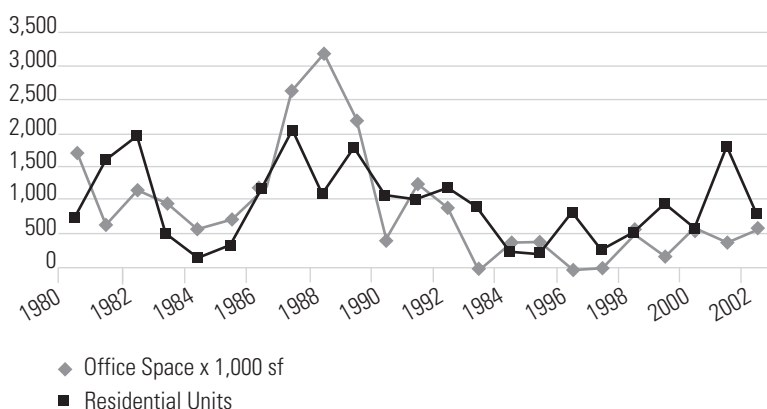
Table 3: Major Office & Retail Projects Delivered Since January 2001

Project	Sub-Market	Office Square Feet	Retail Square Feet
Ballston Tower	Ballston	230,361	
4100 Fairfax Drive	Ballston	249,430	11,414
4501 Fairfax Drive	Ballston	194,599	7,250
Market Common at Clarendon	Clarendon		234,571
Courthouse Tower	Court House	244,279	12,831
Harris Teeter	Lee Highway		51,444
Pentagon Row	Pentagon City		300,000
Quincy Tower	Shirlington	234,250	13,100
Quincy Crossing	Virginia Square	109,000	9,100
3811 N. Fairfax Drive	Virginia Square	159,685	5,005
Total		1,421,604	644,715

Source: Arlington Economic Development

Arlington’s R-B Corridor in new office construction within the metropolitan area. There is every reason to believe, and no reason to doubt, that the office market will continue to support significant new growth for many years to come.

Over a longer period covering several economic cycles, office and residential development have been very balanced in the Metro Corridors of Arlington. For example, if 1,000 square feet of office space is roughly equivalent to one residential unit (at 1,000 square feet), then average annual office and housing development over the 1980-2002 period is nearly exactly balanced at about 900,000 square feet and 900 units per year. Office and residential development run in slightly differing cycles where one segment of the market is stronger than another at any given point in time (see chart).



New Construction Delivered : Metro Corridors, Arlington, Virginia

For instance, in the late 1980s, the office market was experiencing very strong growth, especially in Ballston. This office market growth could have easily “crowded out” or outbid residential uses except for the concurrency provisions included in the Ballston Sector Plan. The requirement that Ballston develop in constant balance ensured the mix of residential and office and retail uses that exists today. Therefore, even when efforts are made to ensure that all types of uses are economically viable, short-term fluctuations in the market will affect development patterns.

During the development of the Rosslyn plan in the early 1960s, many economic studies were undertaken to find the precise densities at which office and housing development became equivalent investments. The zoning ordinance incorporated these findings, but a hot office market literally “crowded out” residential development in the heart of Rosslyn. The opposite is happening in Clarendon today - there has been some recent “crowding out” of the office market in favor of residential uses in specific locations. The continued strength of the residential market and the outstanding performance of housing sales prices, especially for condominiums and townhouses in Metro locations, have temporarily made medium and high density housing a relatively more attractive investment. Increasing office vacancy rates and a weakening

economy have negatively affected the office development market in the short run. Both office and residential development will continue strongly in Arlington in the future, although the balance between the two alternatives, where plans allow for either type of development, will continue to be subject to short term shifts in demand and supply. This necessitates a strong emphasis on mixed-use projects during site plan review and approval.

Table 4: Development Potential in Square Feet
Selected Blocks in Clarendon

Block	Site Size	Zoning	No. of Owners	Scenario 1	Scenario 2	Scenario 3	
				Full Office Development Potential	Full Residential Development Potential	Most Likely Development Scenario	
						Office/Retail	Housing
1	39,978	C-3	2	119,934	199,890	42,100	0
2	102,064	C-3*	2	306,192	510,320	89,655	403,458
3	111,586	C-R*	1	334,758	557,930	0	415,000
4	64,117	C-3	1	0	320,585	0	271,000
5	78,550	C-R & HD	2	235,650	392,750	235,000	0
6	67,766	C-3	2	203,298	338,830	144,779	0
7	49,185	C-3	6	147,555	245,925	147,555	0
8	38,348	C-3	1	115,044	191,740	10,429	0
9	104,435	C-3	6	313,305	522,175	313,305	0
Total				1,775,736	3,280,145	982,823	1,089,458

Source: Arlington Economic Development

Impacts of Market Shifts

Office and residential development have differing impacts on the community, both in terms of tax revenues and community character. To provide some order of magnitude analyses, this study has developed three alternative scenarios: all commercial development of selected potential commercial sites; all residential development of selected potential commercial sites; and a “most-likely” scenario, based on what is currently proposed for various sites based on current proposals and recent approvals. Table 4 indicates the potential buildout under each of these three scenarios. Scenario one, the commercial option, yields approximately 1,775,736 square feet of new office development while scenario two, the residential option, provides a buildout of 3,280,145 square feet¹ through a significantly higher prospective bonus density.

Office development also provides greater revenues than the residential scenario (see Table 5). The difference between office and residential development potential on the selected sites represents a revenue differential to Arlington County of approximately \$2.3 million annually.² A more comprehensive fiscal analysis, as opposed to revenue projections, would increase this

differential somewhat, since residential uses cost more to service than office uses, primarily due to school costs. The “most likely” development scenario reflects continued underdevelopment on several sites and represents a diminution of revenue potential. However, it is recognized by Arlington that revenue is only one variable needed to achieve a dynamic community. Therefore, mixed-use development will always remain a priority.

Although office development puts more people on the street, and in the restaurants and stores, during the day than residential development, this situation is reversed in the evening as office workers leave and residents return to the neighborhood from work. Therefore, a balance between office and residential uses is desirable. The alternative scenarios do have some real differences on this measure. An all-office scenario would add about 7,400 office workers during the day, while a residential pattern would instead add about 4,000 residents. The most likely scenario adds 4,100 workers and about 1,300 residents. Some of the

Table 5: Annualized Revenue Potential
Selected Blocks in Clarendon

Revenue Source	Office Development Potential	Residential Development Potential	Most Likely Development Scenario
	Real Estate Tax /1	\$3,906,619	\$6,888,305
Personal Property Tax /2	\$1,331,802	\$1,236,560	\$1,147,670
Utility Tax /3	\$2,184,155	\$0	\$167,080
BPOL Tax /4	\$3,043,975	\$0	\$1,208,872
Sales Tax /5	\$852,354	\$196,806	\$949,878
Subtotal	\$10,466,551	\$8,124,865	\$7,727,008

- 1/ Office valued @ \$200/SF and housing @ \$210/SF
- 2/ Office valued @ \$.75/SF and housing @ \$377/unit
- 3/ Office valued @ \$.17/SF
- 4/ Office valued @ \$1.23/SF
- 5/ Approximate retail space @ \$6.00/SF

Source: Arlington Economic Development

¹ It is anticipated that an equivalent modest amount of ground floor retail space would be provided under any development scenario and is therefore not broken out here.

² All estimates have been recalibrated for this study using comparables in the R-B Corridor.

best benchmarks used to judge the true impact a neighborhood may be the balance already achieved in submarkets throughout Arlington.

Measures of the current relative balance between office, retail and housing development in selected submarkets is shown in Table 6.³ The office/housing ratio is expressed as 1,000 square feet of office space per residential unit since a “typical” unit is approximately 1,000 square feet in size. Even if this is not a precise mapping of development tradeoffs, it is an easily derived and consistent approximation. For these same reasons, similar measures were developed for retail uses in relation to both housing and office development. These are measures of relative balance, not of density or gross amount. For example, a measure of 1.0 indicates that there is an equal balance between office and residential development but indicates nothing about the size of the market.

The most concentrated office submarkets are Crystal City, Pentagon City and Rosslyn, where the office/housing ratio is significantly greater than 1.0 under current conditions. No other submarkets show an office dominance, including Ballston, which has an office base of nearly 6 million square feet. Clarendon currently has a balance similar to Ballston and a greater office concentration than either Court House or Virginia Square⁴. This makes sense, since Clarendon has been planned more as a business center than its abutting submarkets.

At buildout, based on current plans, these balances are expected to change slightly towards the residential side. The office concentrations in Rosslyn, Crystal City and Pentagon City are expected to become more balanced by new housing development, while the more residential submarkets of Clarendon, Court House and Virginia Square are expected to become even more residential in character. These projections indicate that Clarendon could evolve more than other submarkets,

slipping to an office balance between those of Virginia Square and Court House.

Retail concentrations are equally telling: Clarendon has the greatest amount of retail space per unit of any submarket, including areas with major shopping malls like Ballston, Crystal City and Pentagon City.⁵ Table 6 can be interpreted to mean that there is 300 square feet of retail use for each residential unit in Clarendon and 410 square feet for each 1,000 square feet of office space. While anecdotal information suggests that office workers provide important additional support for retail uses, the office concentrations in Rosslyn and Court House have not generated substantial retail development on their own. Although new office or residential development will marginally change the balance of uses, Clarendon is, and will continue to be, Arlington’s most concentrated (but not largest) retail district, an indicator of its character in the future.

Table 6: Community Character Indices
Selected Submarkets in Arlington, Virginia

Submarket	Office/Housing Ratio /1		Retail/Housing Ratio /2		Retail/Office Ratio /3	
	Current	Buildout	Current	Buildout	Current	Buildout
Rosslyn	1.17	0.92	0.06	0.05	0.05	0.05
Court House	0.61	0.53	0.03	0.02	0.04	0.04
Clarendon	0.80	0.57	0.30	0.23	0.41	0.41
Virginia Square	0.58	0.64	0.16	0.11	0.29	0.18
Ballston	0.86	0.79	0.13	0.11	0.15	0.14
Crystal City/Pentagon City	1.34	1.12	0.24	0.20	0.18	0.18

/1 computed as 1,000 square feet of office space per residential unit

/2 computed as 1,000 square feet of retail space per residential unit

/3 computed as 1,000 square feet of retail space per 1,000 square feet of office space

Source: Arlington Economic Development; DCPHD

³ All measures were derived using the most recent submarket totals from *Development in the Metro Corridors* as maintained by DCPHD as of September 2002.

⁴ If we discount single family detached units, a significant part of the

submarket housing stock, the office/housing ratio for the core of Clarendon would currently be 1.10. At buildout it would be 0.65.

⁵ If Pentagon City were to be disaggregated from the larger JD Corridor total, it might rival or even eclipse Clarendon on this measure.

Economic Development Issues

There are a variety of factors to consider when making judgements about complex planning issues outside of a comprehensive planning process. The above analysis should help provide some additional perspective on all of these.

The GLUP and the zoning ordinance are both flexible in terms of allowable uses. Mixed-use development is specified with office, retail, residential and hotel uses all permitted in the core of Clarendon. The economic balance between uses is highly sensitive to market factors. Currently, even the decision to use the optional site-plan process or develop by-right is under careful consideration by developers.

Cyclical and economic changes in the relative desirability of alternative types of investments have much to do with what is happening in Clarendon. Several years ago, residential development was considered unlikely to “crowd out” economically viable office uses. The market has changed, at least in the short run, with Metro accessible residential for-sale properties at times eclipsing office uses in price. This may be a temporary phenomenon (the condominium market is known to be highly cyclical and variable in price) or it may last through several years of economic recovery and a weakened office market. This does not mean that office uses are not viable uses, but it does mean that housing is “hotter” than the office market at this time. It is important to avoid making substantial changes in the plan or in the uses of individual parcels based on short-term changes in development cycles.

The entire Orange Line corridor was planned with substantial concern for the fiscal implications of development, and the consideration of budget consequences is still prudent in land use decisions. Arlington’s strategy of using its significant economic

base to maintain the lowest property rates in the region has provided long-term dividends to the community.

Community character and the balance of office, residential and retail use is also important. All of the Metro submarkets have a mix of development that helps define their character. Whether Clarendon should support its strong retail position through additional office growth or residential development is only partially an economic decision, and only partially answerable using community character measures. From the public sector perspective, the kind of community Arlington wants should be the driving factor in planning and land use decisions.

One critical factor not described in detail above is locational requirements and the relative scarcity of good sites for non-residential uses. For example, the *Retail Policies* document provides locational direction for retail development, requiring ground-floor retail along specified block faces and indicating the locations of prime retail centers. No similar document exists for office locations, although office buildings have a number of important locational requirements. Office space also should be located on major street frontages and in direct proximity to Metro. This is much more important for office buildings than for apartment buildings.⁶ In spite of a historically strong office market, there is an increasing scarcity of good office sites remaining to be developed or redeveloped.

In Clarendon, Sites 6, 2, and 8 are the most prime locations for future office development. Site 2 is so large, covering 102,064 square feet of site area, that it could appropriately be developed as a high-density mixed-use project per the GLUP. The northernmost portion of the site, fronting on Clarendon Boulevard, is an appropriate location for the office/retail component of a mixed-use project that provides a floor plate of at least 20,000 square feet as required for marketable

⁶ Residential buildings a block or two from a Metro stop lease very well, while an office building’s attractiveness decreases quickly with distance. An example of a good pattern is Ballston, where the North Fairfax Drive

street-face was developed for office use and the “back” side of the blocks with residences. Similarly, apartment buildings south of Courthouse Plaza have been very successful.

office use. Site 7 is also a desirable office redevelopment site, while Site 9 remains a mixed-use possibility if ownership can be consolidated. Based on the potential for office development on these sites in total, the projected buildout of an additional 870,000 square feet of office space in Clarendon is attainable with Site 2 containing approximately 65,000 square feet of office use.

Sites 1, 3, and 4 have already been lost as office redevelopment options. There are only a handful of strong office sites left in Clarendon; this problem may be equally acute in much of the remainder of the R-B Corridor. Thus, mixed-use, with a strong commercial product, should be encouraged on the remaining sites.

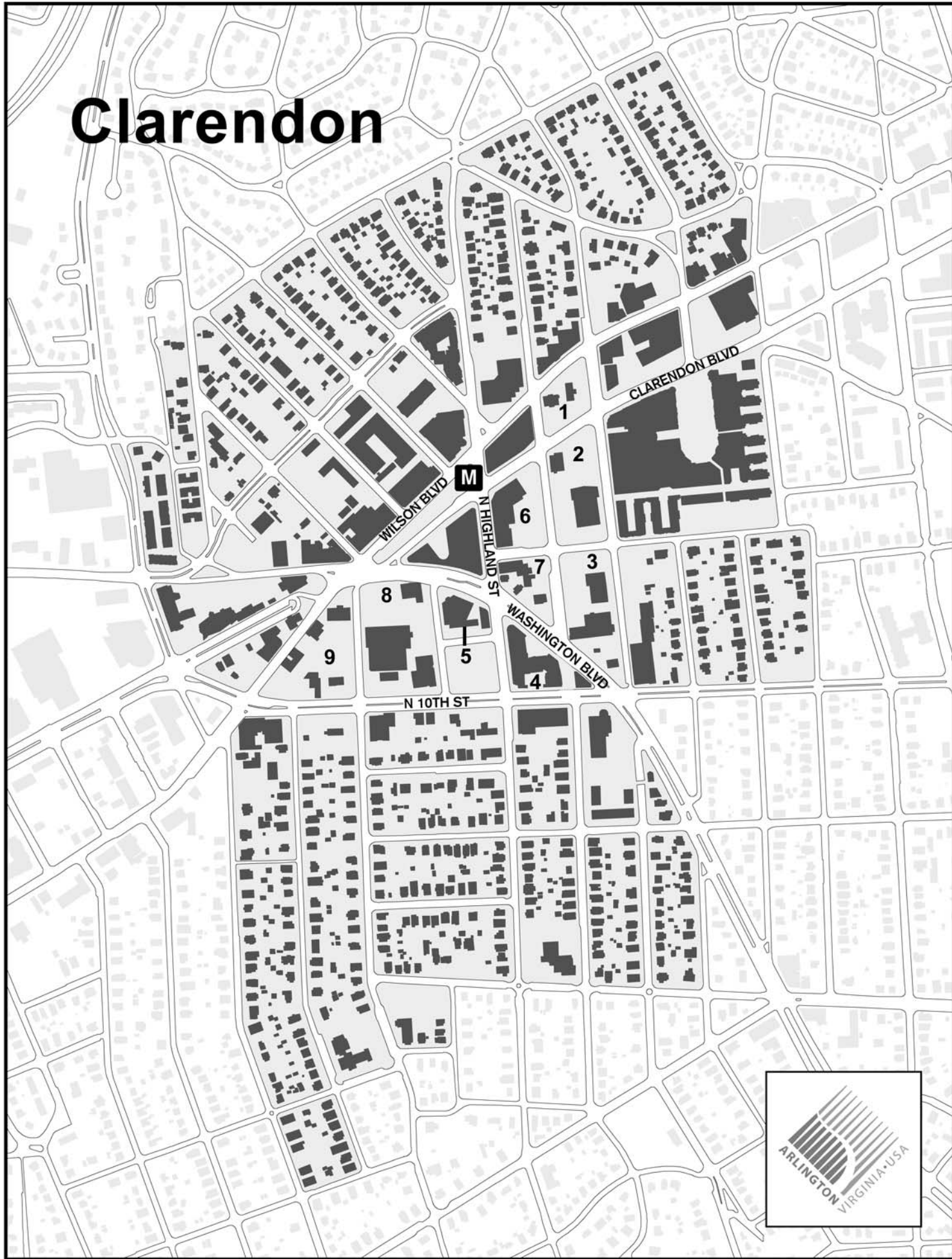
Ballston has three approved but unbuilt office sites and one building under construction. However, other than the 950 Glebe Road redevelopment site (and possibly the Bus Yards), no significant office development opportunities remain in this submarket. Court House is equally limited, with only the Navy League site, the block on either side of EIA, and the block bounded by Wilson, 15th Street, and Courthouse Road offering sound office redevelopment potential. Pentagon City has a number of highly desirable office sites, but no office density remaining under current plans. While this study of Clarendon cannot serve as a comprehensive study of office development potential throughout Arlington County, it does identify the relative scarcity of prime office sites for future development in these submarkets as an increasing concern.

This study makes no specific land use recommendations regarding the continued redevelopment of Clarendon. However, it does suggest a strong need for further study of the office market as well as provide some guiding principles for more immediate consideration of economic development planning factors:

- Provide greater specificity in planning documents for the submarket, more closely indicating the desired mix of uses and possibly develop a concurrency provision to ensure the desired balance such as the one which has worked so well in Ballston.
- Consider the revenue impacts of different development options, not to the exclusion of other factors, but in concert with them.
- Use a longer-range perspective that transcends short-term market cycles in considering the economic needs of the community or submarket. At any point in time, one sector is likely to be stronger than the other.
- Be concerned about the relative scarcity of prime office sites, in Clarendon as well as other submarkets, and understand that the “loss” of office sites could negatively affect future economic development efforts throughout the County.
- Consider maximizing the density of the remaining core sites, providing bonuses for commercial development in the most desirable locations.

This study was prepared by Terry Holzheimer, Hal Glidden, and Tom Newman of Arlington Economic Development. Assistance was also provided by Lisa Fowler of the Arlington Department of Community Planning, Housing and Development.

Clarendon



Appendix A: CLARENDON DEVELOPMENT SITE ANALYSIS

Selected Sites, October 2002

RPC	Site Area		Ownership	Current Uses	GLUP Designation
	Zoning	in S.F.			
Block 1					
18011001	C-3	20,238	McCaffery	Used car sales	Medium Density mixed-use
18011002	C-3	18,087	Virginia Commerce Bank	Bank	Medium Density mixed-use
18011006	C-3	204	McCaffery	Outlot - vacant	Medium Density mixed-use
18011007	C-3	1,449	McCaffery	Outlot - vacant	Medium Density mixed-use
Subtotal		39,978			
Block 2					
18014001	C-3	7,311	Jon Kinney	Paved lot	High - Office, Apt, Hotel
18014002	C-3	7,204	Jon Kinney	Paved lot	High - Office, Apt, Hotel
18014003	C-3	80,277	Jon Kinney	Gold's Gym	High - Office, Apt, Hotel
18014004	C-3	6,606	Michael Zuppas	Aegean Taverna	High - Office, Apt, Hotel
18014005	C-3	333	Michael Zuppas	Vacated alley	High - Office, Apt, Hotel
18014006	C-3	333	Jon Kinney	Vacated alley	High - Office, Apt, Hotel
Subtotal		102,064			
Block 3					
18025001	C-R	10,957	Jon Kinney	Used car sales	Medium Density mixed-use
18025002	C-R	3,757	Jon Kinney	Ollies Trolley	Medium Density mixed-use
18025003	C-R	11,131	Jon Kinney	Retail strip	Medium Density mixed-use
18025004	C-R	17,250	Jon Kinney	Retail strip	Medium Density mixed-use
18025005	C-R	5,750	Jon Kinney	Arlington Truck Rental	Medium Density mixed-use
18025006	C-R	2,875	Jon Kinney	Arlington Truck Rental	Medium Density mixed-use
18025007	C-R	5,750	Jon Kinney	Arlington Truck Rental	Medium Density mixed-use
18025008	C-R	8,625	Jon Kinney	Arlington Truck Rental	Medium Density mixed-use
18025009	C-R	8,498	Jon Kinney	Arlington Truck Rental	Medium Density mixed-use
18025010	C-R	8,625	Jon Kinney	Arlington Truck Rental	Medium Density mixed-use
18025011	C-R	5,750	Jon Kinney	Arlington Truck Rental	Medium Density mixed-use
18025013	C-R	5,750	Jon Kinney	Paved parking area	Medium Density mixed-use
18025014	C-R	5,750	Jon Kinney	Paved parking area	Medium Density mixed-use
18025015	C-R	8,243	Jon Kinney	Arlington Truck Rental	Medium Density mixed-use
18025016	C-R	2,875	Jon Kinney	Arlington Truck Rental	Medium Density mixed-use
Subtotal		111,586			
Block 4					
18027001	C-R	4,761	3000 Washington Blvd Assoc.	Commercial	Medium Density mixed-use
18027002	C-R	8,864	3000 Washington Blvd Assoc.	Commercial	Medium Density mixed-use
18027003	C-R	11,033	3000 Washington Blvd Assoc.	Commercial	Medium Density mixed-use
18027004	C-R	19,022	3000 Washington Blvd Assoc.	Commercial	Medium Density mixed-use
18027007	C-R	5,350	3000 Washington Blvd Assoc.	Commercial	Medium Density mixed-use
18027008	C-R	8,853	3000 Washington Blvd Assoc.	Commercial	Medium Density mixed-use
18027009	C-R	1,597	3000 Washington Blvd Assoc.	Commercial	Medium Density mixed-use
18027010	C-R	4,637	3000 Washington Blvd Assoc.	Commercial	Medium Density mixed-use
Subtotal		64,117			

Block 5

19005001	C-R/HD	4,552	Preziotti Properties LLC	Retail strip	Public
19005002	C-R/HD	33,774	US Government	Main Post Office	Public
19006001	C-R	3,653	US Government	Vacant land	Medium Density mixed-use
19006002	C-R	7,091	US Government	Vacant land	Medium Density mixed-use
19006003	C-R	3,764	US Government	Vacant land	Medium Density mixed-use
19006004	C-R	5,168	US Government	Vacant land	Medium Density mixed-use
19006005	C-R	3,946	US Government	Vacant land	Medium Density mixed-use
19006006	C-R	7,430	US Government	Vacant land	Medium Density mixed-use
19006007	C-R	3,847	US Government	Vacant land	Medium Density mixed-use
19006008	C-R	5,325	US Government	Vacant land	Medium Density mixed-use

Subtotal 78,550**Block 6**

18013001	C-3	6,916	Saul Holdings LP	Paved area	High - Office, Apt, Hotel
18013003	C-3	19,977	Saul Holdings LP	Clarendon Center Office	High - Office, Apt, Hotel
18013004	C-3	6,823	Saul Holdings LP	Paved area	High - Office, Apt, Hotel
18013005	C-3	11,037	Saul Holdings LP	Paved area	High - Office, Apt, Hotel
18013006	C-3	6,160	Saul Holdings LP	Paved area	High - Office, Apt, Hotel
18013007	C-3	483	Leadership Institute	Vacated alley	High - Office, Apt, Hotel
18013008	C-3	2,492	Saul Holdings LP	Outlot - alley	High - Office, Apt, Hotel
18013009	C-3	1,715	Saul Holdings LP	Vacated alley	High - Office, Apt, Hotel
18013010	C-3	12,163	Leadership Institute	Office & Restaurant	High - Office, Apt, Hotel

Subtotal 67,766**Block 7**

18026001	C-3	16,822	First Virginia Bank	Bank	Medium Density mixed-use
18026002	C-3	5,750	Federal Hill LLC	Auto repair	Medium Density mixed-use
18026003	C-3	6,469	Jon Kinney	Vacant land	Medium Density mixed-use
18026004	C-3	9,060	H-Z Highland LC	Retail strip	Medium Density mixed-use
18026008	C-3	450	Federal Hill LLC	Vacated alley	Medium Density mixed-use
18026009	C-3	5,083	Juan & Martha Giniunans	Car rental	Medium Density mixed-use
18026010	C-3	5,551	Joseph & Shirley Poldiak	Mixed commercial	Medium Density mixed-use

Subtotal 49,185**Block 8**

19004008	C-3	38,348	First American Bank	Bank	Medium Density mixed-use
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Subtotal 38,348**Block 9**

19003001	C-3	9,345	Jones Family LP	Auto repair	Medium Density mixed-use
19003002	C-3	9,347	P&H Investments Inc	Auto service	Medium Density mixed-use
19003003	C-3	7,356	Helene Golden Trust	Used car sales	Medium Density mixed-use
19003004	C-3	2,388	Helene Golden Trust	Used car sales	Medium Density mixed-use
19003005	C-3	10,320	P&H Investments Inc	Doctors office	Medium Density mixed-use
19003006	C-3	5,702	Wilson/Clarendon Partnership	Office & commercial	Medium Density mixed-use
19003007	C-3	13,095	Mary Louise Clementson	Silver Diner	Medium Density mixed-use
19003008	C-3	1,391	Mary Louise Clementson	Parking	Medium Density mixed-use
19003009	C-3	5,500	Helene Golden Trust	Parking	Medium Density mixed-use
19003010	C-3	5,500	Helene Golden Trust	Parking	Medium Density mixed-use
19003011	C-3	5,500	Helene Golden Trust	Parking	Medium Density mixed-use
19003012	C-3	5,500	Helene Golden Trust	Parking	Medium Density mixed-use
19003013	C-3	4,189	Audrie Adele Porter	Vacant land	Medium Density mixed-use
19003014	C-3	6,139	Helene Golden Trust	Parking	Medium Density mixed-use
19003015	C-3	5,336	Helene Golden Trust	Parking	Medium Density mixed-use
19003016	C-3	7,827	P&H Investments Inc	Office	Medium Density mixed-use

Total 104,435

Source: Arlington Economic Development