



THE PARKER  
at HUNTINGTON METRO

THE PARKER AT HUNTINGTON METRO | 2550 HUNTINGTON AVENUE | ALEXANDRIA, VA 22303

## THE PROPERTY

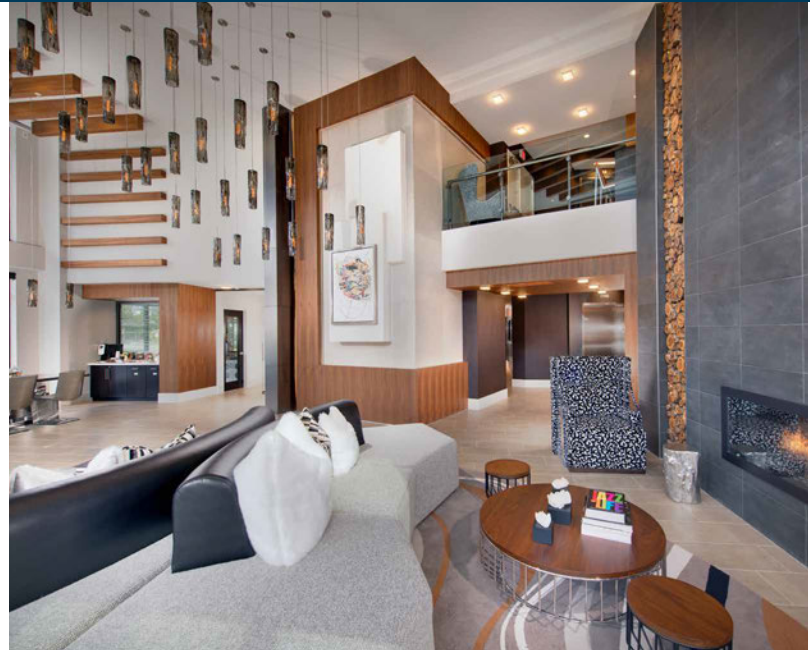
- 360-unit mid/high rise multifamily community built in 2016 and includes two 5-story residential buildings with a diverse mix of studios, 1- and 2-bedroom units.
- The Parker offers an abundance of superior amenities that include landscaped courtyards with grills, outdoor TVs, resort-style swimming pool with sun-deck, walking trail with outdoor fitness stations, virtual golf simulation room, and a 2-story 24-hour gym.
- Unit features include walk-in closets, quartz kitchen countertops, ceramic tile baths, linen closets, expansive windows, washer and dryer, faux hardwood flooring, kitchen islands and keyless entry.

## THE INVESTMENT OPPORTUNITY

- The Parker is ideally situated across from the Huntington Metro (Yellow Line) Train Station, which connects commuters to 91 Metrorail stations within a 118-mile network.
- The growth rate for the areas immediately surrounding the property are projected to grow at rates higher than the Washington DC MSA over the next five years.
- The Parker is a short commute to an abundance of jobs with a diverse mix of employers in both the public and private sectors.
- Alexandria has achieved numerous U.S. accolades including “Best City of Millennials 2017”, ranked #4; “Best Downtown in U.S. 2016/2015”, ranked #1; “Best Place to Live, 2017”; and “Second Most Walkable City in Virginia”.

This material does not constitute an offer and is authorized for use only when accompanied or preceded by a definitive confidential private placement memorandum. Reference is made to the memorandum for a statement of risks and terms of the offering. The information set forth herein is qualified in its entirety by the memorandum. All potential investors must read the memorandum and no person may invest without acknowledging receipt and complete review of the memorandum.

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## BUSINESS STRATEGY

The operational strategy for the Parker will focus on marketing a luxury urban apartment lifestyle at a premier property in a premier submarket location. In an effort to attract and maintain long-term residents, The Parker will develop an aggressive marketing and retention campaign to accentuate the benefits of living in a mid rise apartment with numerous amenities, immediate proximity to transportation, restaurants, shopping and jobs located adjacent to the nation's capital.

### ENHANCE AND ADD LUXURY AMENITIES

The Community offers an abundance of amenities that define first class, luxury apartment living with uniquely designed, high-end finishes throughout. The property offers laminate wood flooring, full sized clothes washers and dryers, private balconies, walk-in closets, high ceilings, programmable thermostats, USB charging station outlets, pre-wired wall mounts for flat screen TVs, valet recycling, quartz counters, designer lighting, and energy efficient stainless-steel appliances. Additionally, the Property offers a resort-style swimming pool and expansive sundeck, a 24-hour fitness and wellness center with yoga and massage spas, private cabanas, and a Wi-Fi lounge coffee bar.

In addition, there are plans to add the following amenities to further enhance the living experience which will help attract prospective residents and/or provide the Property with additional income producing opportunities.

- Upgrade and potentially relocating dog park which will be attractive to dog owners and result in additional income opportunities with increased pet rent fees.
- Implement a package parcel system which will provide 24-hour automated package notification and delivery which will result in a monthly per unit fee as well as reduce the workload for onsite staff.

## MARKETING

The marketing campaign will be created to appeal to and attract a high-end socioeconomic demographic including millennials, young professionals, graduate students, empty nesters and baby boomers. The marketing campaign for The Parker will include the following:

- Create new collateral and website.
- Maximize occupancy through implementation of a multi-platform marketing program including a focus on website and internet advertising, as well as utilization of print media if applicable.
- Implement aggressive marketing campaigns to reach out to local corporations, businesses and vendors to obtain referrals, activity sponsorships and reciprocal business opportunities.

## MAXIMIZE PERFORMANCE

- Install a state-of-the-art computerized revenue management program that collates market and submarket data and establishes daily pricing for all units based on a number of primary factors including inventory, days on market, move-in date and location. This type of computerized revenue enhancement system is gaining wide acceptance in the multi-family management industry as being a cost effective software program that will manage pricing in an effort to increase the financial performance of the Property.
- Introduce and monitor more aggressive increases in other income items and fees to maximize recovery of utility costs, trash removal fees, pest control fees, administrative fees, application fees, transfer fees, valet trash fees and pet rent.

# THE PARKER AT HUNTINGTON METRO



## IMPROVE NEW LEASE CLOSING RATIOS AND RESIDENT RETENTION

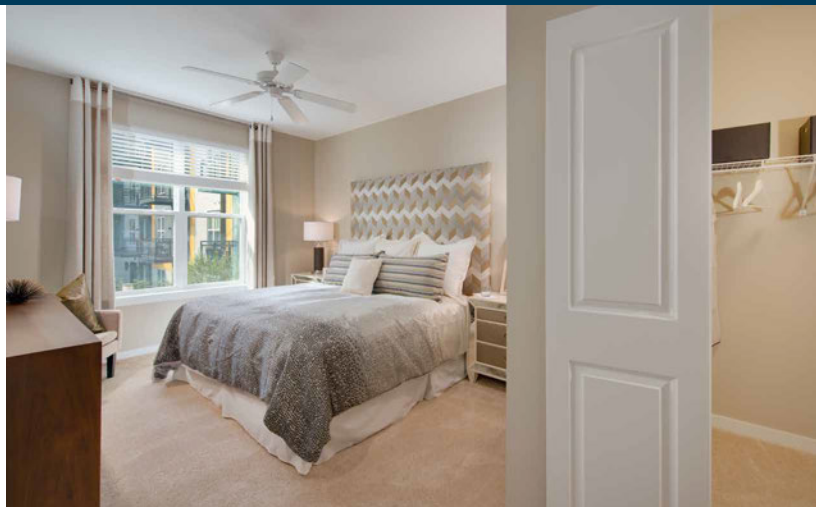
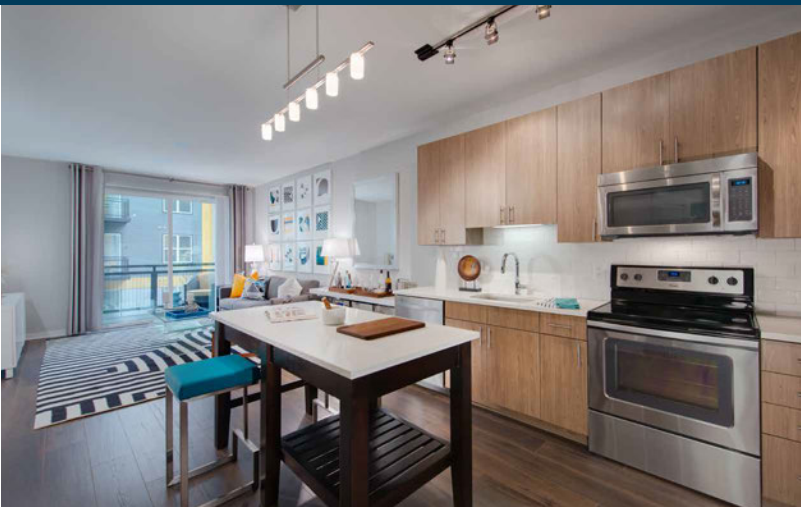
- Hire a nationally recognized third-party property management company to oversee an on-site management team of experienced and enthusiastic professionals.
- Install a lease management system that targets the number of monthly lease expirations to approximately 10% of the units.
- Install a reputation management system that enhances The Parker's on-line rating scores on industry rating sites as well as multiple search engine rating sites. In today's technology driven market, a property's online rating scores are critical search components for prospective residents.
- Conduct regular meetings between the Master Tenant's asset manager(s) and the regional third-party staff, reviewing performance reports including, but not limited to, new leasing activity, retention activity, pricing matrix, marketing programs and capital projects.
- Hold regular resident functions to foster a sense of community, thereby increasing tenant retention.

## IMPLEMENT ASSET MANAGEMENT PROGRAMS

- Leverage "economy of scale" cost effective pricing structure on contractor and vendor services, insurance and maintenance supply inventory.
- Perform annual competitive bidding of contracts and services.
- Implement an annual property tax review and appeal program utilizing recognized national and/or local area tax consultants.
- Implement an annual property insurance review utilizing recognized national insurance agencies.

## RISKS

All real estate investments have risks. There is no assurance that some or all of these objectives will be met. There are substantial risks in any Investment Program. See "Risk Factors" in the accompanying Private Placement Memorandum for a discussion of the risk relevant to this offering.



## NORTH VIRGINIA

Fairfax County, Virginia, is part of the greater Washington-Arlington-Alexandria DC-VA-MD-WV Metropolitan Statistical Area (Washington MSA) and has an estimated population of 6,203,724 for 2017. Virginia continues to be ranked among America’s leading states for business, with its business-first values, easy access to markets, stable and competitive operating costs, and a talented workforce. This unique combination of assets has encouraged businesses to prosper in Virginia for more than 400 years. Northern Virginia is home to companies like Freddie Mac, General Dynamics, Northrop Grumman, CSC and Capital One Financial. According to Forbes.com, for 2017 Fairfax County ranked as the third richest county in the United States. Fairfax County is home to the headquarters of 9 Fortune 500 companies and employs more than 595,000 people with a median household income of \$113,208.

### LOCAL SUB-MARKET

The Parker is located in unincorporated Fairfax County, adjacent to the City of Alexandria, approximately 10 miles south of Washington D.C. and 5 miles southwest of the Ronald Reagan Washington National Airport. Like the rest of northern Virginia, as well as central Maryland, modern Alexandria has been shaped by its proximity to the nation’s capital. The historic center of Alexandria is known as Old Town. With its concentration of boutiques, restaurants, antique shops and theaters, Old Town is a major draw for tourists. Old Town is located approximately 2.8 miles from The Parker and is a beautifully preserved historic district on the Potomac River, home to many thriving businesses and organizations. There is a large representation of technology companies, engineering and architecture firms, marketing, public relations and web design firms. Alexandria has the fourth largest concentration of professional and trade associations in the country.

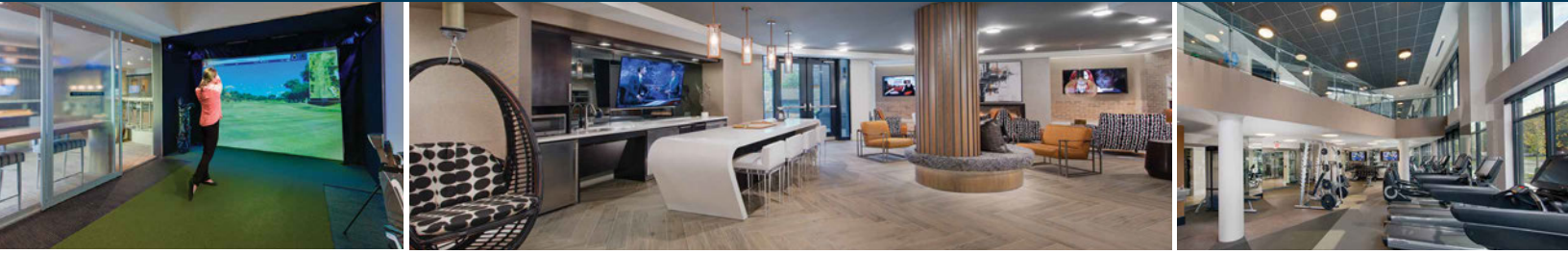
The areas immediately surrounding The Parker have grown at rates above the Washington DC MSA in terms of population and household formations over the last 7 years. The growth

in the areas immediately surrounding the property is projected to grow further over the next 5 years at rates that continue to be higher than the Washington DC MSA. Average household income levels in the 1- and 3-mile radii surrounding The Parker are above the Washington DC MSA norms. The median household income levels in the 1- and 3-mile radii are approximately 10 to 12% above the Washington DC MSA norms.

The connectivity of the Alexandria apartment market to major employment centers in Alexandria, Arlington, and Downtown Washington, D.C., has been a key component in attracting renters to the area. Coupled with a relatively low cost of living in comparison to Downtown Washington, D.C., these demand drivers have kept submarket vacancies low.

The Huntington Metro Station, 0.2 miles from the property, provides access to major employment hubs including Old Town Alexandria, the Eisenhower Avenue Corridor, MGM Casino at National Harbor, National Science Foundation, Fort Belvoir, Crystal City, the Pentagon and the Department of Defense. The employment base is highly diversified with federal and local government, technology and engineering, health-care, public services and defense sectors all playing important roles in the economy.

<u>Location</u>	<u>Miles from The Parker</u>
Huntington Metrorail Station (Yellow Line)	.2
National Science Foundation	.9
U.S. Patent and Trademark Office	1.4
The George Washington Masonic Nat’l Memorial	1.7
Old Town Alexandria	2.8
National Industries for the Blind	2.8
Inova Alexandria Hospital	3.7
Potomac Yard	4.1
Ronald Reagan National Airport	5.3
The Pentagon	7.5
Joint Base Anacostia Bolling	8.0
Downtown Washington	10.5
U.S. Capitol	13.1
Joint Base Andrews (Maryland)	13.9



## DEMOGRAPHICS

	Washington MSA	1-Mile	3-Mile	5-Mile
2010 – 2017 Population Growth	10.07%	20.61%	11.96%	10.84%
2017 – 2022 Population Growth	5.50%	8.06%	6.52%	6.21%
2017 Estimated Population	6,203,724	25,204	167,793	482,940
Average Age	37.8	39.8	39.1	37.7
% of Age 25+ w/ College Deg.	54.29%	70.10%	68.10%	59.53%
Prime Rental Age 18-34	23.76%	28.60%	23.38%	25.26%
Average Household Income	\$127,165	\$130,407	\$141,918	\$120,309
% of Households > \$100K Income	46.62%	51.68%	51.97%	44.36%
Median Home Value (Own-Occ)	\$416,917	\$438,914	\$543,225	\$465,367

Source: Pop-Facts Demographics Snapshot 2017 by Claritas, SPOTLIGHT

## UNIT MIX

UNIT TYPE	%	UNITS	TOTAL SF	SF PER UNIT
Studio	9%	33	17,820	540
1 BR / 1 BA	48%	172	125,388	729
1 BR / 1 BA - Den	11%	38	32,718	861
1 BR / 1 BA - Loft	2%	6	5,466	911
2 BR / 2 BA	28%	106	118,508	1118
2 BR / 2 BA - Den	1%	3	3,735	1245
2 BR / 2 BA - Loft	1%	2	2,642	1321
Total / Average	100%	360	305,990	850

## AMENITIES

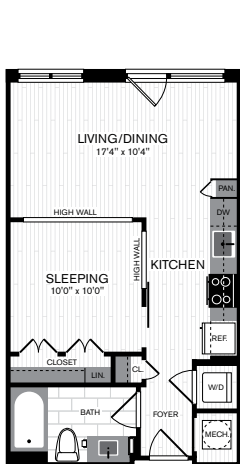
### COMMUNITY AMENITIES INCLUDE:

- 2-story 24-hour gym
- Walking trail with outdoor fitness stations
- Dog run and pet spa
- Landscaped courtyards with grills and outdoor TVs
- Resort style swimming pool with sundeck
- Virtual golf simulation room
- Club room with pool table and shuffle board
- Media room with flat screen TVs
- LEED® Certified

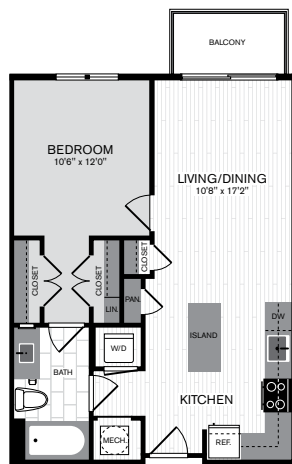
### UNIT AMENITIES:

- EnergyStar® appliances
- Walk-in closet
- Quartz kitchen countertop
- Ceiling fans in bedrooms
- Ceramic tile baths
- Linen closets
- Full height cabinetry and kitchen pantry
- Washer and dryer
- Hardwood flooring
- Kitchen island
- Keyless entry

## FLOOR PLAN SAMPLES



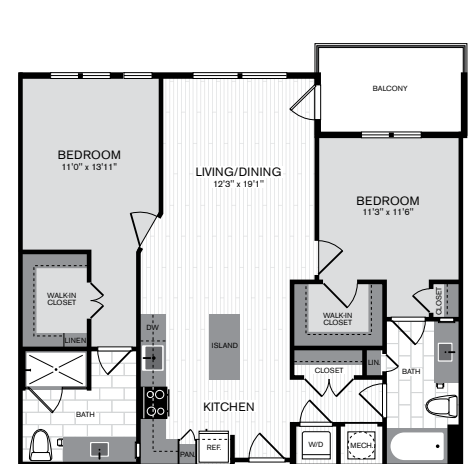
Studio | One Bath



One Bedroom | One Bath



One Bedroom | One Bath



Two Bedroom | Two Bath

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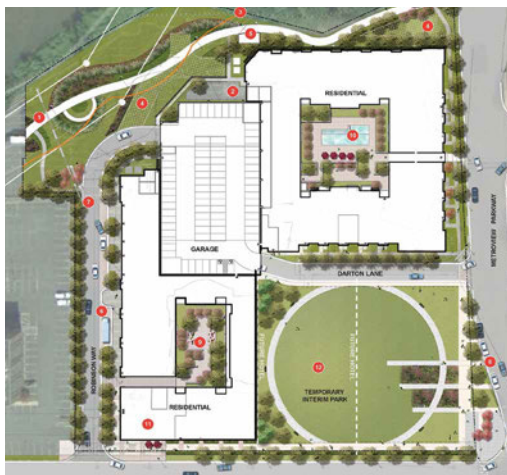
## WASHINGTON-ARLINGTON-ALEXANDRIA TOP 15 EMPLOYERS

Rank	Employer	Employees
1	Naval Support Activity Washington	23,511
2	Inova Health System	16,000
3	SAIC Inc.	15,441
4	Northrop Grumman Corp.	15,053
5	MedStar Health	14,158
6	Booz Allen Hamilton	14,000
7	Marriott International Inc.	13,727
8	University of Maryland at College Park	13,451
9	Verizon Communications	13,100
10	Giant Food Stores	12,110
11	Lockheed Martin Global Telecommunications	12,000
12	Washington Metropolitan Area Transit Authority	11,319
13	Joint Base Myer-Henderson	11,045
14	Joint Base Andrews-Naval Air Facility	10,953
15	McDonald's Corp.	10,853

Source: Moody's Analytics Précis U.S. Metro Report – Nov. 2016

The Memorandum contains more complete information regarding the investment including the following risk factors:

- There will be no public market for the Interests.
- There is no specified time that the investment will be liquidated.
- Delaware Statutory Trusts are a relatively new vehicle for real estate investment and are inflexible vehicles to own real property.
- Investors will have no voting rights and will have no control over management of the Trust or the Project.
- There is no guarantee that investors will receive any return.
- Distributions may be derived from sources other than earnings.
- The Project will be subject to a Master Lease with an Affiliate of the Sponsor.
- The Project will be subject to the risks generally associated with the acquisition, ownership and operation of real estate including, without limitation, environmental concerns, competition, occupancy, easements and restrictions and other real estate related risks.
- The Project will be leveraged.
- The Manager, the Master Tenant and their Affiliates will receive substantial compensation in connection with the Offering and in connection with the ongoing management and operation of the Project.
- The Manager, the Trust, the Master Tenant and their Affiliates will be subject to certain conflicts of interest.
- An investment in the Interests involves certain tax risks.



### KEY

1. 10' Wide trail
2. 71' X 21' dog park with fence
3. Existing RPA line
4. Grass paver fire lane
5. Fitness station
6. Street loading area
7. Parallel street parking
8. 20 Min. street parking (5)
9. Courtyard
10. Pool deck
11. Amenity space
12. Corner park and future development (NAP)

## MARKETING CONTACTS:

**BELDEN BROWN**  
(949) 263-7905  
*Senior Vice President & National Sales Manager*

**THOMAS JAHNCKE**  
(949) 263-7904  
*Senior Vice President*

**ADRIANA OLSEN**  
(949) 263-7933  
*Vice President*

**ANDY WANG**  
(949) 263-7934  
*Vice President*

**BRAD MCCORD**  
(949) 263-7935  
*Registered Marketing Representative*

**MARCO VITULLI**  
(949) 263-7936  
*Registered Marketing Representative*