

Marcus & Millichap  
THE ZUPANCIC GROUP

2024

# 5100 B STREET SE WASHINGTON, DC

OFFERING MEMORANDUM

# CONFIDENTIALITY AGREEMENT

The information contained in the following Marketing Brochure is proprietary and strictly confidential. It is intended to be reviewed only by the party receiving it from Marcus & Millichap and should not be made available to any other person or entity without the written consent of Marcus & Millichap. This Marketing Brochure has been prepared to provide summary, unverified information to prospective purchasers, and to establish only a preliminary level of interest in the subject property. The information contained herein is not a substitute for a thorough due diligence investigation. Marcus & Millichap has not made any investigation, and makes no warranty or representation, with respect to the income or expenses for the subject property, the future projected financial performance of the property, the size and square footage of the property and improvements, the presence or absence of contaminating substances, PCB's or asbestos, the compliance with State and Federal regulations, the physical condition of the improvements thereon, or the financial condition or business prospects of any tenant, or any tenant's plans or intentions to continue its occupancy of the subject property. The information contained in this Marketing Brochure has been obtained from sources we believe to be reliable; however, Marcus & Millichap has not verified, and will not verify, any of the information contained herein, nor has Marcus & Millichap conducted any investigation regarding these matters and makes no warranty or representation whatsoever regarding the accuracy or completeness of the information provided. All potential buyers must take appropriate measures to verify all of the information set forth herein.

## NON-ENDORSEMENT NOTICE

Marcus & Millichap is not affiliated with, sponsored by, or endorsed by any commercial tenant or lessee identified in this marketing package. The presence of any corporation's logo or name is not intended to indicate or imply affiliation with, or sponsorship or endorsement by, said corporation of Marcus & Millichap, its affiliates or subsidiaries, or any agent, product, service, or commercial listing of Marcus & Millichap, and is solely included for the purpose of providing tenant lessee information about this listing to prospective customers. All property showings are by appointment only. Please consult your Marcus & Millichap agent for more details.

This information has been secured from sources we believe to be reliable, but we make no representations or warranties, express or implied, as to the accuracy of the information. References to square footage or age are approximate. Buyer must verify the information and bears all risk for any inaccuracies. Marcus & Millichap is a service mark of Marcus & Millichap Real Estate Investment Services, Inc. © 2024 Marcus & Millichap. All rights reserved.

# MULTIFAMILY CONTACTS

## JOHN SLOWINSKI

Associate  
O (202) 536-3780 | M (301) 792-6760  
John.Slowinski@MarcusMillichap.com

## ANDREW PACIOUS

Associate  
O (202) 536-3725 | M (703) 310-8504  
Andrew.Pacious@MarcusMillichap.com

## MARTY ZUPANCIC

Senior Vice President Investments  
O (202) 536-3788 | M (202) 379-8383  
Marty.Zupancic@MarcusMillichap.com

## NICK MURRAY

Senior Associate  
O (202) 536-3784 | M (301) 586-7010  
Nick.Murray@MarcusMillichap.com

## RYAN MURRAY

Associate  
O (202) 536-3777 | M (301) 404-7965  
Ryan.Murray@MarcusMillichap.com

## CARTER KANE

Associate  
O (202) 536-3741 | M (301) 500-8003  
Carter.Kane@MarcusMillichap.com

## OPERATIONS

### SUSIE ASHLEY

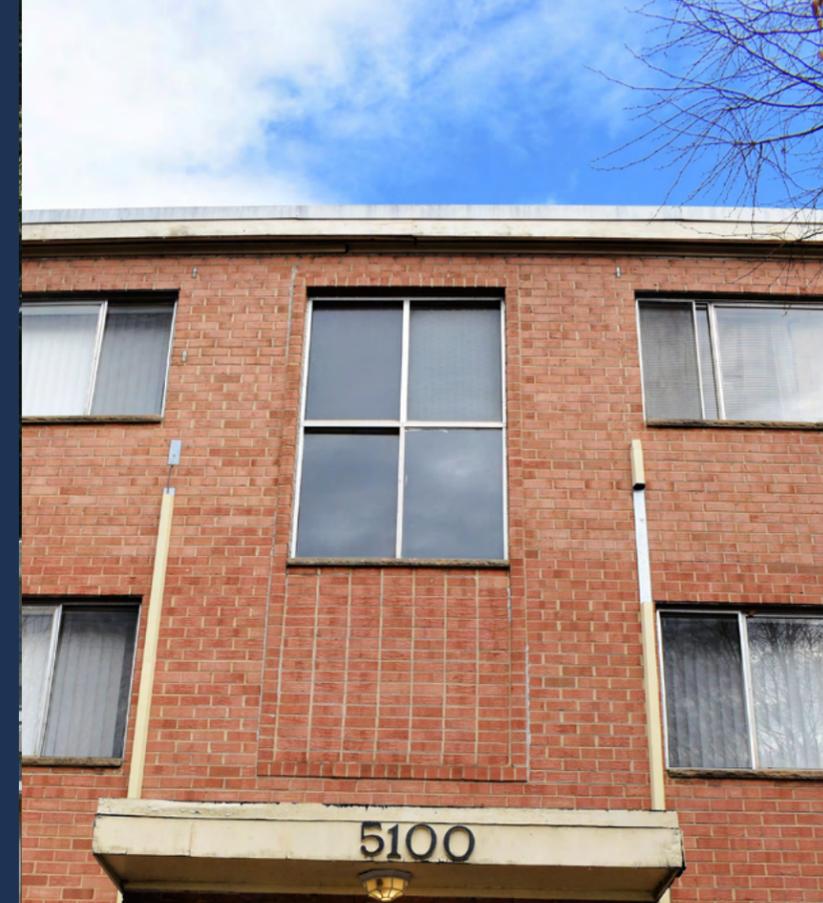
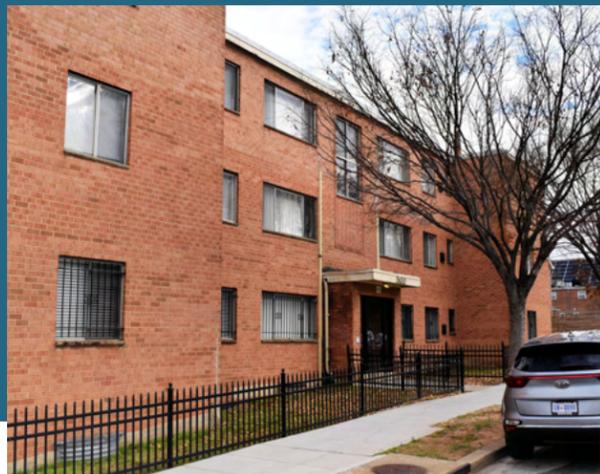
Marketing & Operations Manager  
O (202) 536-3785  
Susan.Ashley@MarcusMillichap.com

### AUSTIN PARKER

Analyst  
O (202) 536-3787  
Austin.Parker@MarcusMillichap.com

Marcus & Millichap  
THE ZUPANCIC GROUP

# TABLE OF CONTENTS



1	Executive Summary	28	Market Comparables
2	Offering Overview	29	Rent Comparables
4	Investment Highlights	36	Sales Comparables
5	Summary of Terms		
6	Property Overview	38	Financial Overview
7	Property Details	39	Rent Roll
8	Unit Mix	40	Income Statement
10	Property Photos		
12	Zoning		
14	Neighborhood Overview		
15	Regional Map		
16	Marshall Heights Overview		
18	Transportation Overview		
20	Employers & Universities		
22	Area Demographics		
24	Fletcher-Johnson Redevelopment		
26	Strand Development		

## EXECUTIVE SUMMARY

SECTION 01

Marcus & Millichap  
THE ZUPANCIC GROUP

## THE OFFERING

### OFFERING OVERVIEW

The Zupancic Group of Marcus & Millichap, as the exclusive listing agent, is pleased to offer a unique investment opportunity: the acquisition of 5100 B Street SE. This 18-unit multifamily property is situated in the Marshall Heights neighborhood of Southeast DC. Boasting a strategic location near the DC-Maryland border, Marshall Heights is a burgeoning residential area. The property stands to benefit from its proximity to various large-scale developments in Southeast and Northeast DC, promising positive transformations in the years ahead.

### THE ASSET

5100 B Street SE presents an attractive investment opportunity, boasting a 15,350 gross square foot structure on a generous 16,000 square foot lot with R-3 zoning. Constructed in 1965, this three-story building, accompanied by a spacious basement, is strategically located at the corner of 51st Street and B Street SE. A standout feature is the property's 10 off-street parking spaces—a sought-after amenity for current tenants and a potential revenue driver in response to the growing demand for parking in Washington, DC. The unit mix is well-designed, comprising 12 one-bedroom units and six two-bedroom units. Some units showcase premium features like hardwood floors, updated appliances, and renovated bathrooms and common areas, minimizing immediate repair needs for investors. With four vacant units, the property offers an opportunity for immediate lease-up, enhancing cash flow and streamlining management efficiencies. Currently, the average in-place rent is \$1,020, representing a 33% gap compared to the market average of \$1,530. Investors stand to capitalize on this discrepancy by maximizing rental income and optimizing overall property management.

### THE OPPORTUNITY

5100 B Street SE is well positioned on a corner lot, boasting a robust unit mix, and located in a neighborhood with promising potential. The expansive 16,000 square foot lot, coupled with 10 parking spaces, opens doors to future possibilities such as common area resident spaces or innovative amenities. The property's desirable unit mix, comprising 12 one-bedroom units and six two-bedroom units, sets it apart by ensuring strong gross rental revenue compared to neighboring properties predominantly offering studio and one-bedroom units. Some units have undergone cosmetic renovations, reducing expenses associated with leasing vacant units and future turnovers. This strategic combination of features positions 5100 B Street SE as a promising investment with both current and future value.



# INVESTMENT HIGHLIGHTS

## INVESTMENT OVERVIEW

5100 B STREET SE PRESENTS AN ATTRACTIVE VALUE-ADD INVESTMENT OPPORTUNITY IN THE GROWING MARSHALL HEIGHTS NEIGHBORHOOD OF SOUTHEAST DC.



### STRONG UNIT MIX AND BELOW MARKET RENTS

The property features a desirable unit mix, with 12 one-bedroom units and six (6) two-bedroom units. The average in-place rent is \$1,020, which is 33.3% lower than the market average rents of \$1,530.



### OFF-STREET PARKING SPACES

The property features 10 off-street parking spaces, providing a desirable amenity for tenants today, and future potential revenue growth as demand for parking in Washington, DC will only continue to grow.



### UPDATED UNITS

Select units feature hardwood floors, updated appliances, and updated bathrooms and common areas which limits the necessary repairs for an investor on day one.



### FOUR VACANT UNITS

There are currently four vacant units, allowing for an investor to immediately increase rental revenue and perform any desired renovations.



### LOCATED ON CORNER LOT

The property is situated on a large 16,000 square foot corner lot, providing the potential for additional amenity space or creative resident common areas.



### RAPIDLY GROWING NEIGHBORHOOD

Marshall Heights is one of the fastest growing neighborhoods in Washington, DC, and is located nearby significant development across Southeast and Northeast DC. The property is situated nearby the DC and Maryland border and the neighborhood is currently predominantly residential, but with nearby restaurants, retail, and public transportation.

# SUMMARY OF TERMS

5100 B STREET SE

## INTEREST OFFERED

One hundred percent fee-simple interest in the 18-unit property located at 5100 B Street SE, Washington, DC 20019.

## TERMS OF SALE

The property is being offered on a market-bid basis.

## PROPERTY TOURS

All property tours will be conducted by appointment only and must be scheduled directly with the listing agents. Prospective purchasers, their vendors, or their affiliates may not visit the property or gain property access without being accompanied by the listing agents. At no time shall the tenants or property management be contacted by a prospective purchaser without prior written approval from Marcus & Millichap.

## DUE DILIGENCE AND CLOSING

The buyer's due diligence and closing timeline will be a consideration in the buyer selection process. All appropriate information will be made available at that time. It is the buyer's responsibility to confirm all of the information contained herein independently. Any projections, opinions, assumptions, or estimates used herein are for example purposes only and do not represent the current or future performance of the property. All costs and expenses incurred by the buyer will be the sole responsibility of the buyer.

## OFFER PROTOCOL

A formal offer deadline will be set at a later date.

# PROPERTY OVERVIEW

SECTION 02

Marcus & Millichap  
THE ZUPANCIC GROUP



## PROPERTY DETAILS

5100 B STREET SE

5100 B Street SE, Washington, DC 20019

### PROPERTY INFORMATION

Neighborhood	Marshall Heights
Units	18
Building Class	C
Gross Square Feet	15,350
Lot Square Feet	16,000
Zoning	R-3
Year Built	1965
Parcel Number (APN)	5309-0000-0042
Parking	10 Off-Street Parking Spaces

UTILITIES	TYPE	PAID BY
Heating	Gas	Landlord
Cooking	Gas	Landlord
Cooling	Electric	Tenant
Unit Power	Electric	Tenant
Hot Water	Gas	Landlord
Water & Sewer	Standard	Landlord

# 5100 B STREET SE UNIT MIX

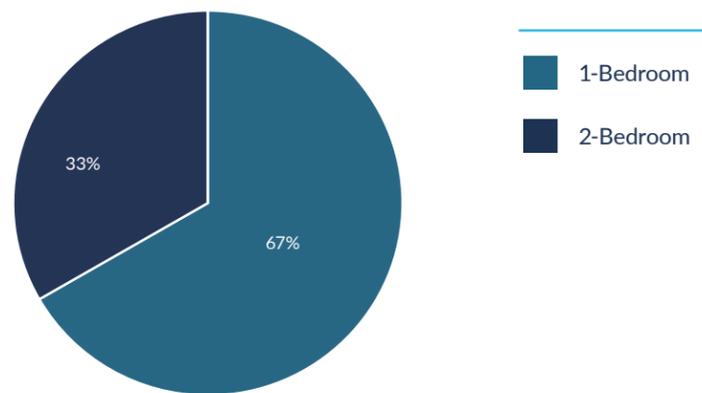
**18**  
Number of Units

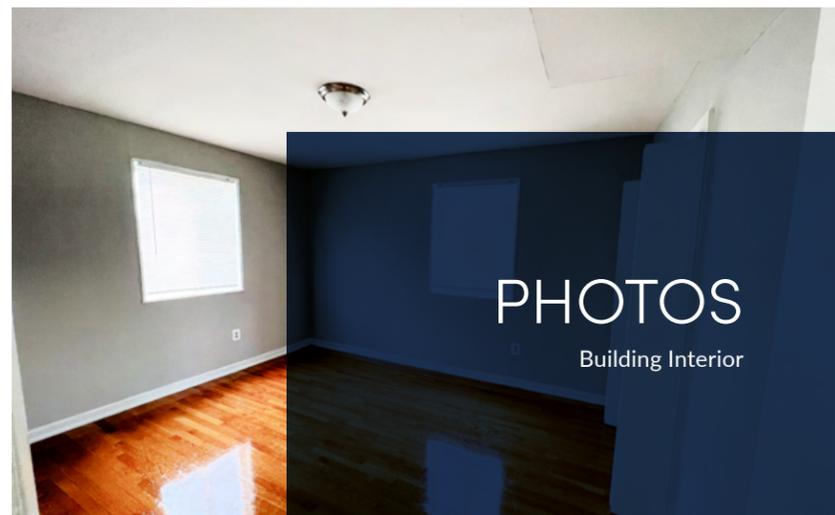
**650**  
Average Unit Size (SF)

UNIT TYPE	TOTAL UNITS	OCCUPIED UNITS	VACANT UNITS	AVERAGE SIZE (SF)	IN-PLACE RENT PER UNIT	IN-PLACE RENT PER SF
One-Bedroom	12	8	4	600	\$1,004	\$1.67
Two-Bedroom	6	6	0	750	\$1,053	\$1.40
<b>Total / Average</b>	<b>18</b>	<b>14</b>	<b>4</b>	<b>650</b>	<b>\$1,020</b>	<b>\$1.57</b>

\*Unit square feet are estimated and Buyers should conduct their own due diligence

## UNIT TYPES







# ZONING ANALYSIS

		DEVELOPMENT STANDARDS						
	Building Category	Height (Ft.)	Stories	Minimum Lot Width (ft)	Minimum Lot Area (sq ft)	Lot Occupancy	Previous Surface (%)	Zoning Regulation Reference
R-3	All Other Buildings & Structures	40	3	40	4000	40%	20%	Subtitle D, Chapter 3
	Institutional	90	N/A					
	Attached	40	3	20	2000	60%		
	IZ Attached			16	1600	40%		
	Detached			40	4000			
Semi-Detached	30			3000				



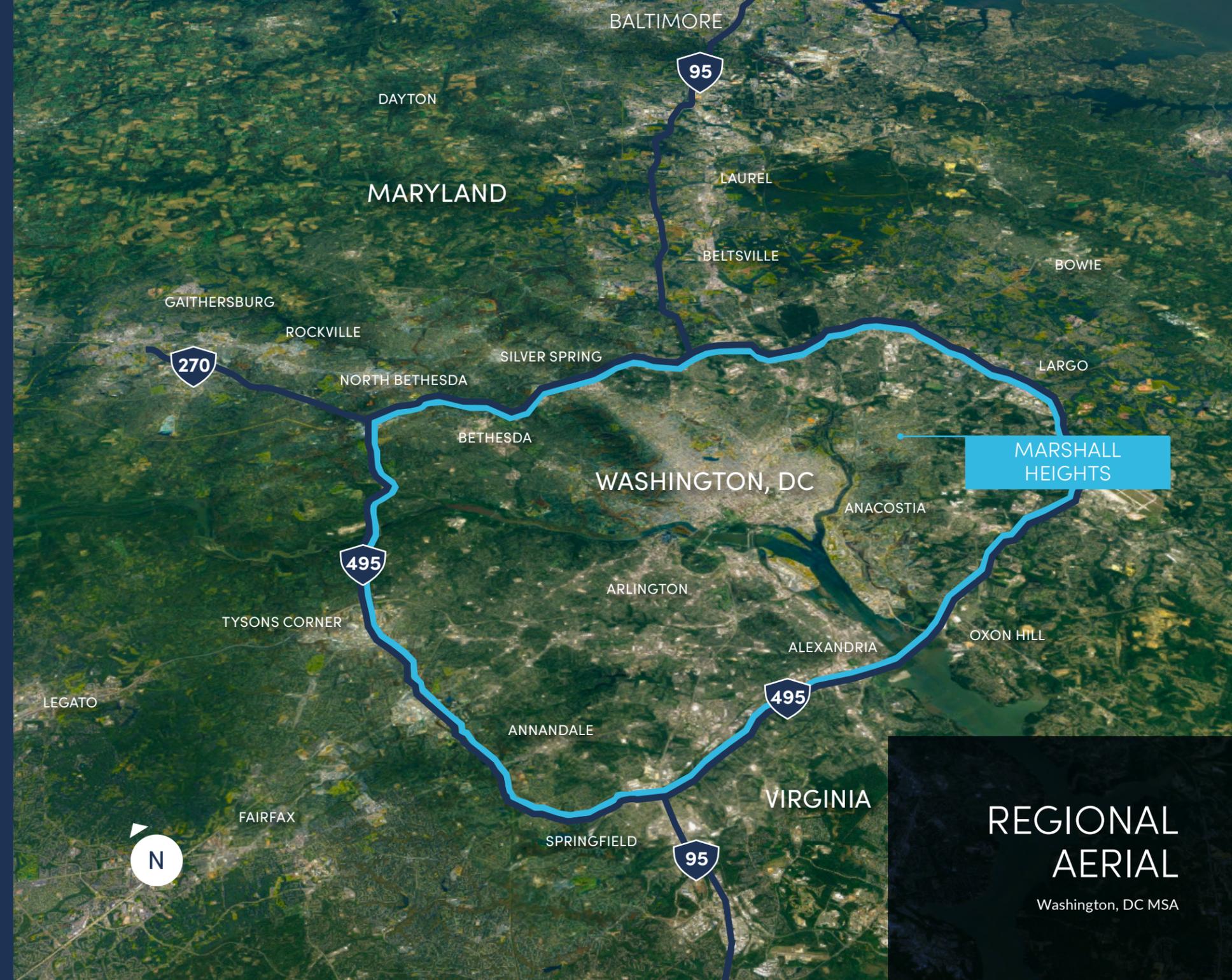
**BIRD'S EYE VIEW**  
5100 B Street SE

# THE NEIGHBORHOOD



SECTION 03

Marcus & Millichap  
THE ZUPANCIC GROUP



REGIONAL AERIAL  
Washington, DC MSA



# MARSHALL HEIGHTS

## MARSHALL HEIGHTS OVERVIEW

Marshall Heights is a residential neighborhood next to Fort Dupont at the eastern-most point of Washington DC. Housing demand has exploded in recent years given that it is one of the few areas where residents can find three and four-bedroom homes available for under \$450,000. With inventory so low for similar houses in the DC area at this price, Marshall Heights has become very popular in recent years and has had an influx of new residents looking for cheaper options than in core DC. The influx has resulted in an increase in housing prices and driven demand for more affordable rental units. Marshall Heights also benefits from its proximity to Deanwood and other east-of-the-river neighborhoods garnering large amounts of attention from developers. Buildings lining the historic streets of Marshall Heights generally range from 575 to 2,700 square feet. The relatively small size of houses in the submarket paired with rising values has increased rental units' demand over the past few years.

## MARSHALL HEIGHTS HISTORY

Named after the Marshall family, who owned a large amount of land where Marshall Heights is located, the neighborhood began as a small community in Washington DC, which has grown substantially over recent years. In 1935 Eleanor Roosevelt visited and, seeing that residents did not have basic life accommodations, urged Congress to approve funding to make needed improvements. Since the second half of the twentieth century, government funding has been utilized to transform Marshall Heights into today's calm suburban feel. Though the neighborhood has existed for some time, the area has only recently begun developing. One of the major catalysts of this growth was the construction of the Benning Road and Capitol Heights Metro stations, which serve the blue and silver lines because access to public transportation in the neighborhood is a major draw for investors and tenants.

## FEATURED MARSHALL HEIGHTS POINTS OF INTEREST

- Benco Shopping Center
- Benning Road Metro Station
- Capitol Heights Metro Station
- Fletcher-Johnson Recreation Center
- KIPP DC Benning Campus
- KIPP DC Quest Academy
- Benning Park Community Center
- East Capitol Community Center
- Harris Recreation Center
- DC Scholars Public Charter School
- CW Harris Elementary School
- Nalle Elementary School
- Capitol View Neighborhood Library



LOCAL  
AERIAL  
Marshall Heights



**TRANSPORTATION OVERVIEW**

Marshall Heights, located in Southeast Washington, DC, offers convenient public transportation options for residents. The neighborhood's design prioritizes pedestrian and bike-friendly features, including well-maintained sidewalks and bike lanes, offering residents convenient alternative commuting options. Major roads like Benning Road SE enhance connectivity within the neighborhood. With quick access to Downtown DC and nearby areas, Marshall Heights stands as a convenient and attractive residential community with well-integrated transportation options.

**TRANSPORTATION INFRASTRUCTURE**

The Marshall Heights neighborhood features good public transportation infrastructure, and many of the area's attractions are within walking distance. For those who utilize public transportation, the neighborhood offers multiple convenient options. Marshall Heights is located within walking distance of the Benning Road and Capitol Heights Metro Stations on the Blue and Silver Lines. Additionally, the area is extensively covered by bus routes, featuring access to the 25, 96, 97, E32, U5, U6, U8, and W4 Metrobus lines. These numerous routes allow for easy navigation throughout the area. For those who prefer to drive, Marshall Heights provides easy access to major arteries into and around Washington DC, such as the Whitney Young Memorial Bridge, the eastern transport artery crossing the Anacostia River, Anacostia Freeway (I-295), I-695, I-495, and I-395.

**TRANSPORTATION HIGHLIGHTS**

- 30-Minute commute to Downtown DC
- Access to the Blue and Silver Lines at the Benning Road and Capitol Heights Metro stations
- Metrobus connectivity with service from the Marshall Heights Line (Routes U5 and U6)
- The Marshall Heights Line provides access to the Metro's Orange Line at the Minnesota Avenue Metro station
- Well maintained sidewalks make the neighborhood easily accessible on foot or on bike
- Major roads such as Benning Road and N Capitol Street provide easy transit throughout Marshall Heights and into the surrounding areas



**TRANSIT AERIAL**  
Marshall Heights



### UNIVERSITIES & MAJOR EMPLOYERS

While Marshall Heights is a predominantly residential neighborhood, nearby Anacostia has featured major employer activity. Multiple public and private initiatives are in the pipeline that will help drive job growth throughout the area over the next decade. For example, on the public side, with a mayoral order, Muriel Bowser is requiring DC government agencies looking to lease new office space over the next five years to prioritize options in Wards 7 and 8 east of the Anacostia River. In the order, Bowser says, "the mere presence of even a fraction of the city's 37,000 employees can help turn under-served areas around." Furthermore, "The District government's decisions of where to lease space for its offices and other facilities can therefore be a powerful tool for investing in the economic vitality of communities and can be a particularly powerful tool to build, catalyze, and sustain neighborhood and economic development in communities that currently experience underinvestment by the private sector." This initiative, along with many others, will position Southeast DC to capitalize on significant employment growth over the next decades.

### HIGHLIGHTED MAJOR EMPLOYERS

- World Bank
- U.S. Congress
- Amazon (Arlington)
- Marriott International (Bethesda)
- Lockheed Martin (Bethesda)
- Georgetown University & Hospital
- George Washington University & Hospital
- Howard University & Hospital
- Fannie Mae
- Capital One (McLean)
- Danaher
- CACI Inc. Federal
- Children's National Hospital
- U.S. Department of Defense
- Discovery Inc.
- University of Maryland College Park
- National Archives at College Park

Employment Rate (3 Mile Radius)

**88.3%**

Unemployment Rate (3 Mile Radius)

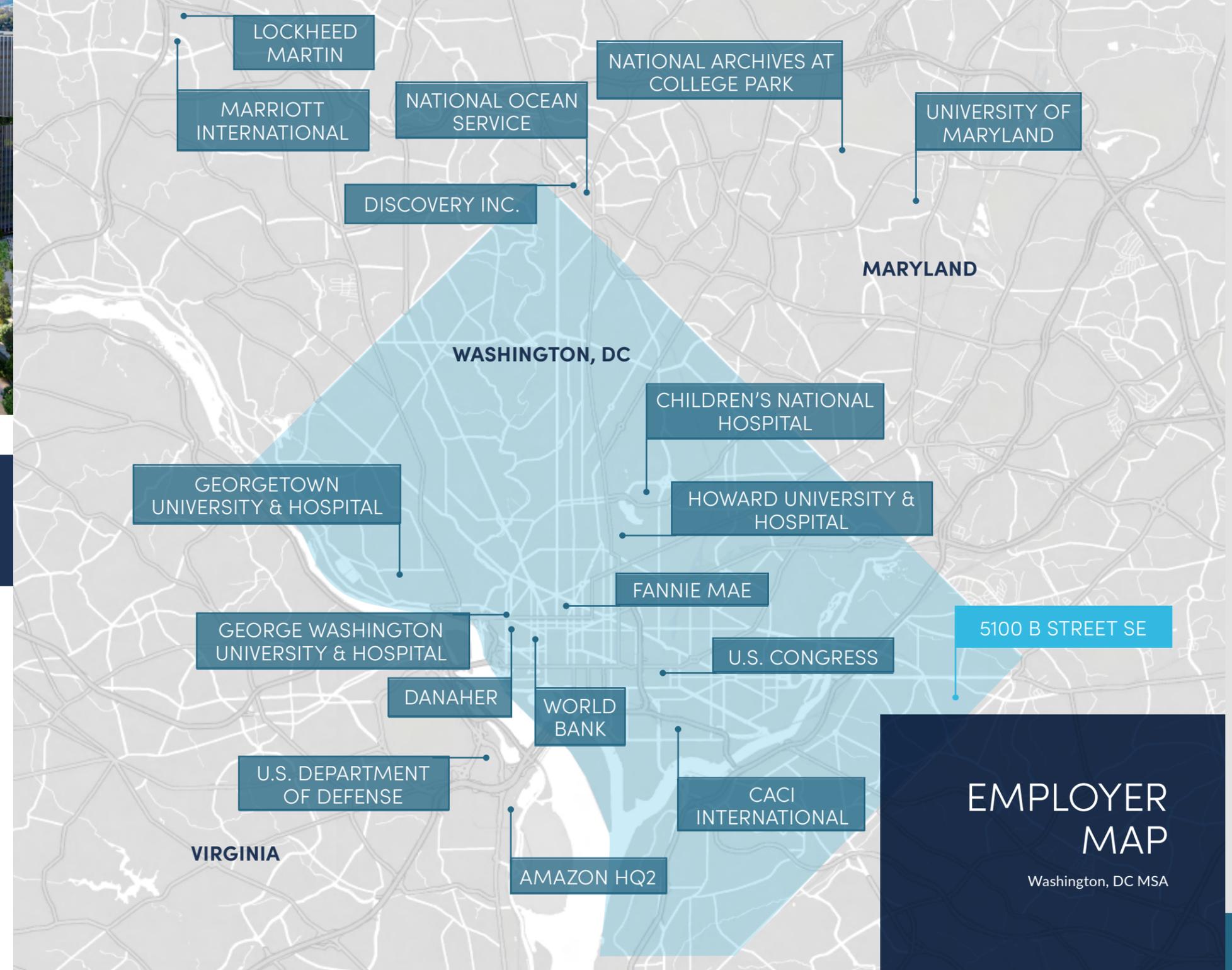
**11.5%**

Participating (3 Mile Radius)

**65.9%**

Not Participating (3 Mile Radius)

**34.1%**



## EMPLOYER MAP

Washington, DC MSA

# AREA DEMOGRAPHICS

5100 B STREET SE IS LOCATED IN THE RAPIDLY GROWING MARSHALL HEIGHTS NEIGHBORHOOD OF SOUTHEAST WASHINGTON, DC.

VIRGINIA

MARYLAND

DC

	ONE-MILE RADIUS	THREE-MILE RADIUS	FIVE-MILE RADIUS
Total Population (2022)	39,783	209,227	571,946
Projected Population (2027)	42,039	219,523	591,530
Population Density	14,834	7,043	7,334
Population Median Age	34	37	36
Median Household Income	\$48,713	\$62,827	\$74,626
Bachelor's Degree (Minimum)	21.3%	31.9%	39.7%
Age (Under 15)	23.2%	19.1%	18.3%
Age (15-24)	13.5%	10.6%	11.6%
Age (25-44)	29.4%	31.7%	35.0%
Age (45-64)	21.0%	24.4%	23.2%
Age (Over 65)	12.9%	14.2%	11.9%
Means of Transportation (Car)	47.8%	49.4%	46.3%
Means of Transportation (Other)	52.2%	50.6%	53.7%

 **3.7%**  
National Unemployment Rate

 **2.7%**  
DC Metro Area Unemployment Rate

 **31.3% LOWER**  
DC Metro Area Unemployment Rate vs. National Unemployment Rate

Sources: U.S. Census Bureau American Communities Survey 2023 and Bureau of Labor Statistics, November, 2023



5100 B STREET SE

ONE-MILE RADIUS

THREE-MILE RADIUS

FIVE-MILE RADIUS

# FLETCHER-JOHNSON REDEVELOPMENT

20,000 SQUARE FOOT MIXED-USE REDEVELOPMENT AND RECREATION CENTER IN WARD 7



**THE FLETCHER-JOHNSON REDEVELOPMENT SITE IS JUST 0.5 MILES OR AN 11 MINUTE WALK FROM THE PROPERTY**



**THE DEVELOPMENT IS PROJECTED TO COST \$300 MILLION TO DEVELOP THE 15-ACRE MIXED-USE SITE**

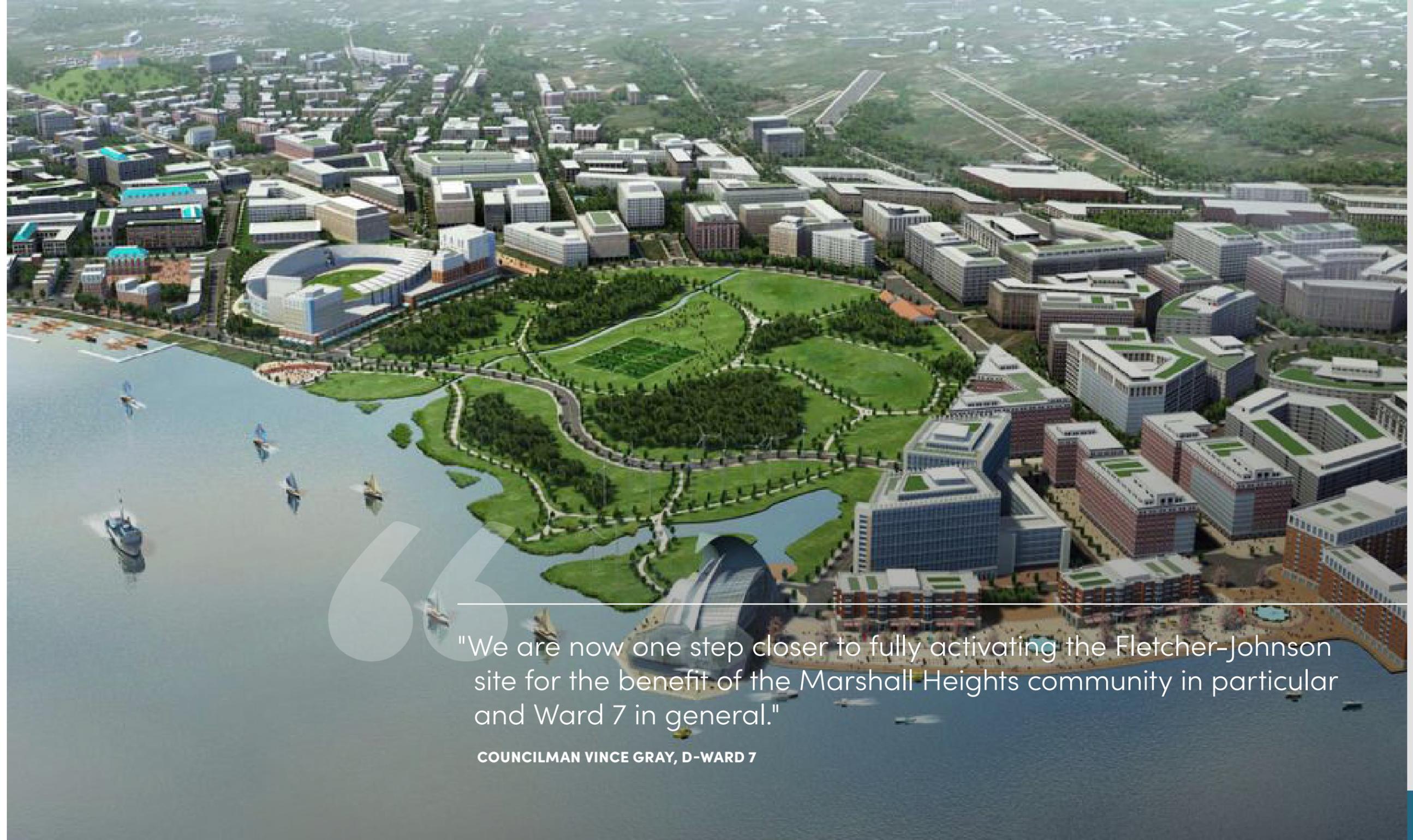


**MIXED-USE DEVELOPMENT WITH SPACE FOR RETAIL, HOUSING AND COMMUNITY ACTIVITIES**

## REDEVELOPMENT OVERVIEW

The redevelopment of the 15-acre vacant site at Fletcher Johnson Middle School in Marshall Heights is set to transform the area into a vibrant mixed-use community. Comprising 817 units ranging from studios to three-bedroom apartments, the community will offer a diverse range of housing options, including multifamily rentals, for-sale condominiums, and affordable senior living units. This project, which has been available for development since 2008, gained traction when Developer Gragg Cardona Souadi was awarded the initiative by Mayor Bowser in January 2021. The community is designed to encompass not only

housing but also a commercial aspect, with 20,000 square feet of retail space planned. Additionally, green space will provide a backdrop for community events. Due to its substantial campus size and strategic proximity to the Benning Road Metro Station, this development is positioned to become a prominent destination in Ward 7, rejuvenating the area after years of vacancy. The development is projected to be completed by 2025.



"We are now one step closer to fully activating the Fletcher-Johnson site for the benefit of the Marshall Heights community in particular and Ward 7 in general."

**COUNCILMAN VINCE GRAY, D-WARD 7**

# STRAND THEATRE DEVELOPMENT

MIXED-USE DEVELOPMENT IN WARD 7 FEATURING 86 AFFORDABLE UNITS, 1,223 SF OF COMMUNITY SPACE, AND A 6,000 SF RESTAURANT IN THE CONVERTED HISTORIC STRAND THEATER



**THE STRAND RESIDENCES FEATURES 71 ONE-BEDROOM AND 15 TWO-BEDROOM UNITS AVAILABLE FOR RESIDENTS MAKING UNDER 60% AMI**



**THE HISTORIC STRAND THEATER WILL BE CONVERTED INTO THE STRAND SMOKEHOUSE, FEATURING A 1,174 SF SPEAKEASY**



**OVER \$45 MILLION IN EQUITY WAS RAISED FOR THE DEVELOPMENT OF THE STRAND RESIDENCES BY MULTIPLE SOURCES**

## DEVELOPMENT OVERVIEW

The historic Strand Theater and its surrounding area in Washington DC have undergone significant redevelopment. Adjacent to the Strand Theater, a new complex comprising 86 affordable housing units have been completed, providing much-needed housing options. The DC Government has focused on enhancing the Nannie Helen Burroughs corridor, investing \$10 million in modernization efforts, including improved sidewalks, bike lanes, traffic signals, and traffic patterns. Notably, the Strand Theater itself is set to undergo a transformation, becoming the Strand Smokehouse under the ownership of Greg Casten, renowned

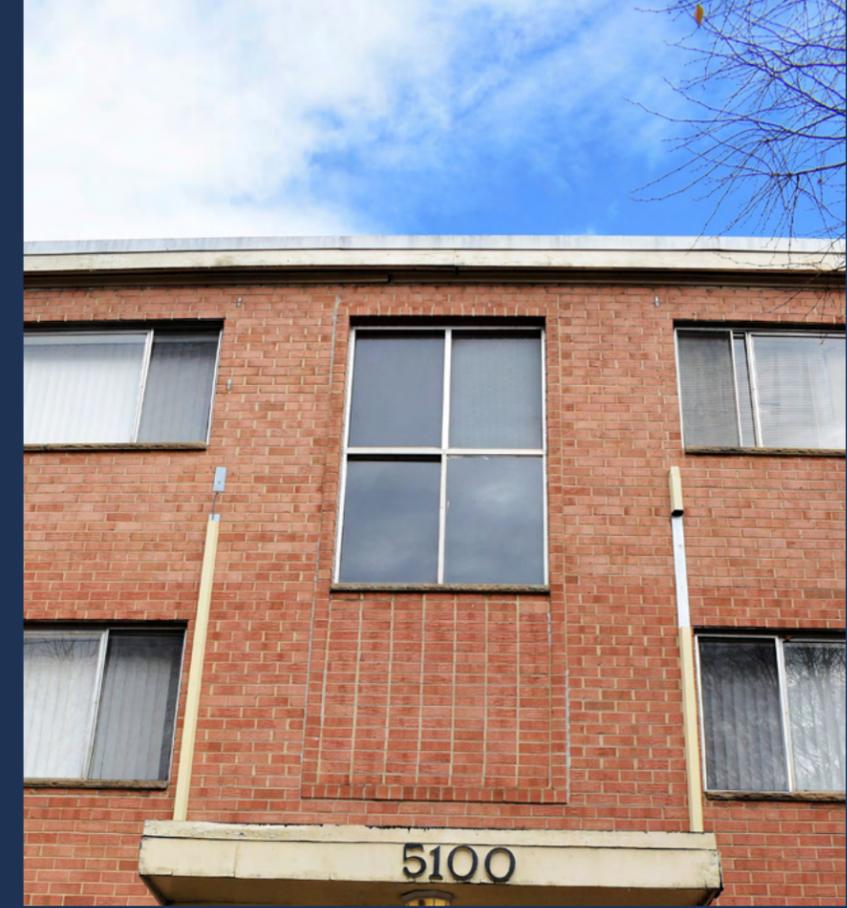
for his successful Ivy City Smokehouse and Tony & Joe's Seafood establishments. Casten's vision for the Strand Smokehouse aims to fill a gap in the neighborhood by offering a sit-down restaurant experience, catering to a community that currently lacks such options. In addition to its culinary offerings, the Strand Smokehouse will serve as a platform for local artists to showcase their work and will feature event space, fostering community engagement through various events and gatherings.



"I'm doing it because I do believe that Deanwood is a neighborhood that's deserving... and I think, eventually, the value of that real estate will translate into economic dollars."

**GREG CASTEN, HEAD OF THE FISH & FIRE RESTAURANT GROUP**

# MARKET COMPARABLES



SECTION 04

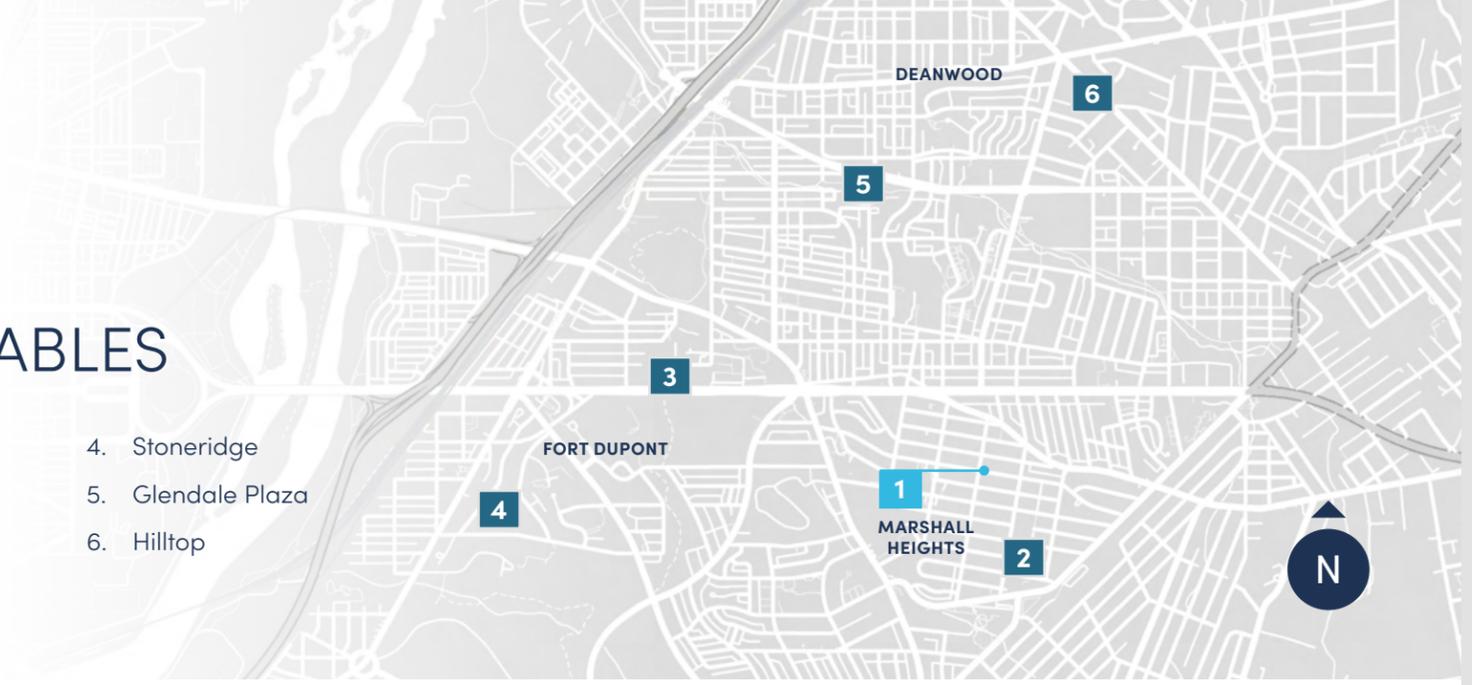
Marcus & Millichap  
THE ZUPANCIC GROUP



## RENT COMPARABLES

- 1. 5100 B Street SE
- 2. Elsinore Courtyard
- 3. Benning Woods

- 4. Stoneridge
- 5. Glendale Plaza
- 6. Hilltop



	1	2	3	4	5	6
	5100 B STREET SE	ELSINORE COURTYARD	BENNING WOODS	STONE RIDGE	GLENDALE PLAZA	HILLTOP
STREET ADDRESS	5100 B Street SE	5312 E Street SE	4040 East Capitol Street NE	324 Anacostia Road SE	4651 Nannie Helen Burroughs Avenue	908 Eastern Avenue NE
NEIGHBORHOOD	Marshall Heights	Marshall Heights	Deanwood	Fort Dupont	Deanwood	Deanwood
YEAR BUILT/RENOVATED	1965	1967	1967	1970	1970	1966/2018
NUMBER OF UNITS	18	152	107	110	80	106
BUILDING CLASS	C	C+	C	C+	C	C+
AVERAGE RENT/UNIT	\$1,020	\$1,463	\$1,385	\$1,563	\$1,599	\$1,770
AVERAGE RENT/SF	\$1.57	\$1.84	\$1.91	\$1.97	\$2.29	\$2.05
AVERAGE UNIT SIZE (SF)	650	796	726	793	699	864



## 5100 B STREET SE

5100 B STREET SE, WASHINGTON, DC 20019

UNIT TYPE	UNITS	AVERAGE SIZE (SF)	AVERAGE RENT/UNIT	AVERAGE RENT/SF
One Bedroom	12	600	\$1,004	\$1.67
Two Bedroom	6	750	\$1,053	\$1.40
Total / Average	18	650	\$1,020	\$1.57

### AMENITIES & FEATURES

<b>BUILDING CLASS</b> C	<b>UTILITIES</b> Heating: Gas (Paid By: Landlord) Cooking: Gas (Paid By: Landlord) Cooling: Electric (Paid By: Tenant) Hot Water: Gas (Paid By: Landlord) Water & Sewer: (Paid By: Landlord)	<b>UNIT FEATURES</b> Hardwood Floors, Spacious Floor Plans, Updated Appliances in Select Units  <b>COMMUNITY AMENITIES</b> Off-Street Parking Spaces, On-Site Laundry Facilities
<b>YEAR BUILT/RENOVATED</b> 1965		
<b>NEIGHBORHOOD</b> Marshall Heights		

**\$1,020**

5100 B Street SE Rent / Unit (All Units)

**\$1,530**

Market Rent / Unit (All Units)

**33% BELOW MARKET**

5100 B Street SE Rent / Unit (All Units) vs. Market Rent / Unit (All Units)

## RENT COMPARABLES

5100 B STREET SE IS LOCATED IN THE MARSHALL HEIGHTS NEIGHBORHOOD OF SOUTHEAST WASHINGTON, DC. ITS ACCESS TO RETAIL, NEARBY DEVELOPMENTS, AND PUBLIC TRANSPORTATION WILL DRIVE RENT GROWTH WELL INTO THE FUTURE.

5100 B STREET SE  
5100 B Street SE, Washington, DC 20019



UNIT TYPE	UNITS	SIZE (SF)	RENT/UNIT	AVERAGE RENT/SF
One Bedroom	12	600	\$1,066	\$1.63
Two Bedroom	6	750	\$1,327	\$1.47
Total / Average	18	650	\$1,153	\$1.57

### AMENITIES & FEATURES

<b>BUILDING CLASS</b> C	<b>UTILITIES</b> Heating: Gas (Paid By: Landlord) Cooking: Gas (Paid By: Landlord) Cooling: Electric (Paid By: Tenant) Hot Water: Gas (Paid By: Landlord) Water & Sewer: (Paid By: Landlord)
<b>YEAR BUILT/RENOVATED</b> 1965	
<b>NEIGHBORHOOD</b> Marshall Heights	
<b>UNIT FEATURES</b> Hardwood Floors, Spacious Floor Plans, Updated Appliances in Select Units	
<b>COMMUNITY AMENITIES</b> Off-Street Parking Spaces, On-Site Laundry Facilities	

<b>BUILDING CLASS</b> C+	<b>UTILITIES</b> Heating: Gas (Paid By: Tenant) Cooking: Gas (Paid By: Tenant) Cooling: Electric (Paid by Tenant) Hot Water: Gas (Paid By: Landlord) Water & Sewer (Paid By: Landlord)
<b>YEAR BUILT/RENOVATED</b> 1967	
<b>NEIGHBORHOOD</b> Marshall Heights	
<b>UNIT FEATURES</b> High Speed Internet Access, Hardwood Floors	
<b>COMMUNITY AMENITIES</b> Controlled Access, Playground, Laundry Facilities, 60 Parking Spaces	

**1,951**TOTAL

Units in the Marshall Heights submarket

**3**TOTAL

Units under construction

**0.15%**TOTAL

Units in development relative to the existing number of units

ELSINORE COURTYARD  
5312 E Street SE, Washington, DC 20019



UNIT TYPE	UNITS	SIZE (SF)	RENT/UNIT	AVERAGE RENT/SF
One Bedroom	51	670	\$1,347	\$2.01
Two Bedroom	91	850	\$1,460	\$1.72
Three Bedroom	10	910	\$1,885	\$2.07
Total / Average	152	794	\$1,450	\$1.83

### AMENITIES & FEATURES

### BENNING WOODS

4040 East Capitol Street NE, Washington, DC 20019



UNIT TYPE	UNITS	SIZE (SF)	RENT/UNIT	AVERAGE RENT/SF
One Bedroom	43	638	\$1,240	\$1.94
Two Bedroom	64	785	\$1,463	\$1.86
Total / Average	107	726	\$1,373	\$1.89

#### AMENITIES & FEATURES

- BUILDING CLASS**  
C
- YEAR BUILT/RENOVATED**  
1967
- NEIGHBORHOOD**  
Deanwood
- UNIT FEATURES**  
High Speed Internet Access, Hardwood Floors in Select Units
- COMMUNITY AMENITIES**  
Laundry Facilities, 198 Parking Spaces
- UTILITIES**  
Heating: Gas (Paid By: Landlord)  
Cooking: Gas (Paid By: Landlord)  
Cooling: Electric (Paid by Landlord)  
Hot Water: Gas (Paid By: Landlord)  
Water & Sewer (Paid By: Landlord)

### STONERIDGE

324 Anacostia Road SE, Washington, DC 20019



UNIT TYPE	UNITS	SIZE (SF)	RENT/UNIT	AVERAGE RENT/SF
One Bedroom	18	600	\$1,200	\$2.00
Two Bedroom	51	775	\$1,358	\$1.75
Three Bedroom	41	900	\$1,821	\$2.02
Total / Average	110	793	\$1,505	\$1.90

#### AMENITIES & FEATURES

- BUILDING CLASS**  
C+
- YEAR BUILT/RENOVATED**  
1970
- NEIGHBORHOOD**  
Fort Dupont
- UNIT FEATURES**  
Wall to Wall Carpet, Large Closets, Balconies in Select
- COMMUNITY AMENITIES**  
Private Off Street Parking, On-Site Daycare, Laundry Facilities, Controlled Access
- UTILITIES**  
Heating: Gas (Paid By: Landlord)  
Cooking: Gas (Paid By: Landlord)  
Cooling: Electric (Paid by Landlord)  
Hot Water: Gas (Paid By: Landlord)  
Water & Sewer (Paid By: Landlord)

### GLENDALE PLAZA

4651 Nannie Helen Burroughs Avenue, Washington, DC 20019



UNIT TYPE	UNITS	SIZE (SF)	RENT/UNIT	AVERAGE RENT/SF
One Bedroom	30	590	\$1,300	\$2.20
Two Bedroom	40	642	\$1,749	\$2.72
Three Bedroom	10	792	\$1,899	\$2.40
Total / Average	80	641	\$1,599	\$2.49

#### AMENITIES & FEATURES

- BUILDING CLASS**  
C
- YEAR BUILT/RENOVATED**  
1970
- NEIGHBORHOOD**  
Deanwood
- UNIT FEATURES**  
Floor to Ceiling Windows, Wall to Wall Carpet, Large Closets
- COMMUNITY AMENITIES**  
Free Off Street Parking, Laundry Facilities, Controlled Access
- UTILITIES**  
Heating: Gas (Paid By: Landlord)  
Cooking: Gas (Paid By: Landlord)  
Cooling: Electric (Paid by Landlord)  
Hot Water: Gas (Paid By: Landlord)  
Water & Sewer (Paid By: Landlord)

### HILLTOP

908 Eastern Avenue NE, Washington, DC 20019



UNIT TYPE	UNITS	SIZE (SF)	RENT/UNIT	AVERAGE RENT/SF
One Bedroom	52	670-826	\$1,689-\$1,704	\$2.27
Two Bedroom	54	914-1,039	\$1,809-\$1,939	\$1.92
Total / Average	106	864	\$1,787	\$2.07

#### AMENITIES & FEATURES

- BUILDING CLASS**  
C
- YEAR BUILT/RENOVATED**  
1966/2018
- NEIGHBORHOOD**  
Deanwood
- UNIT FEATURES**  
Balconies in Select Units, Marble Countertops in Bathrooms, Carpet Floors in Select Units, Large Closets
- COMMUNITY AMENITIES**  
Free Off Street Parking,
- UTILITIES**  
Controlled Access, Laundry Facilities  
Heating: Electric (Paid by Tenant)  
Cooking: Gas (Paid By: Landlord)  
Cooling: Electric (Paid by Tenant)  
Hot Water: Gas (Paid By: Landlord)  
Water & Sewer (Paid By: Landlord)



# RENT COMPARABLES

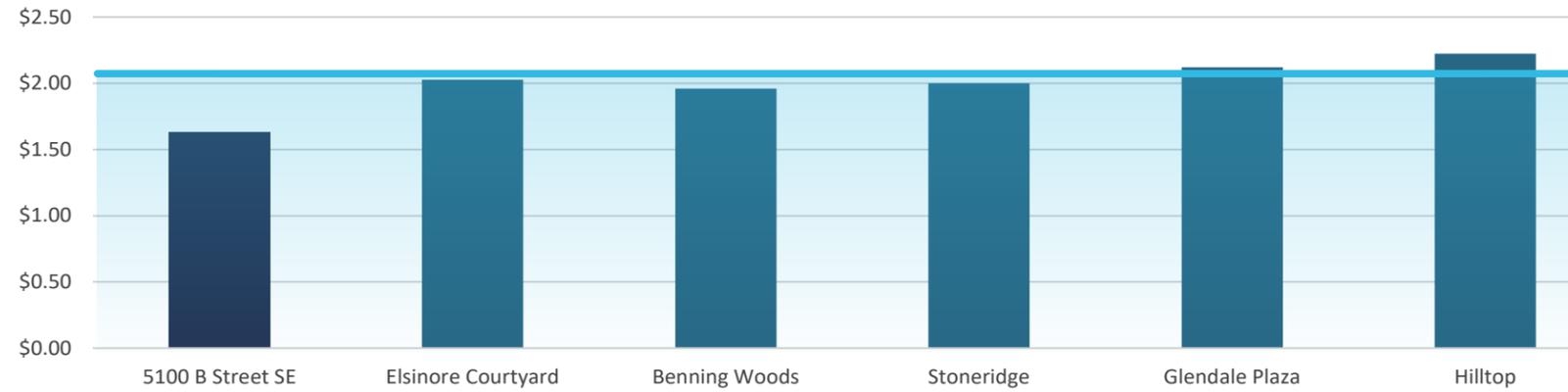
**\$2.06**

Average One-Bedroom Rent/Square Foot

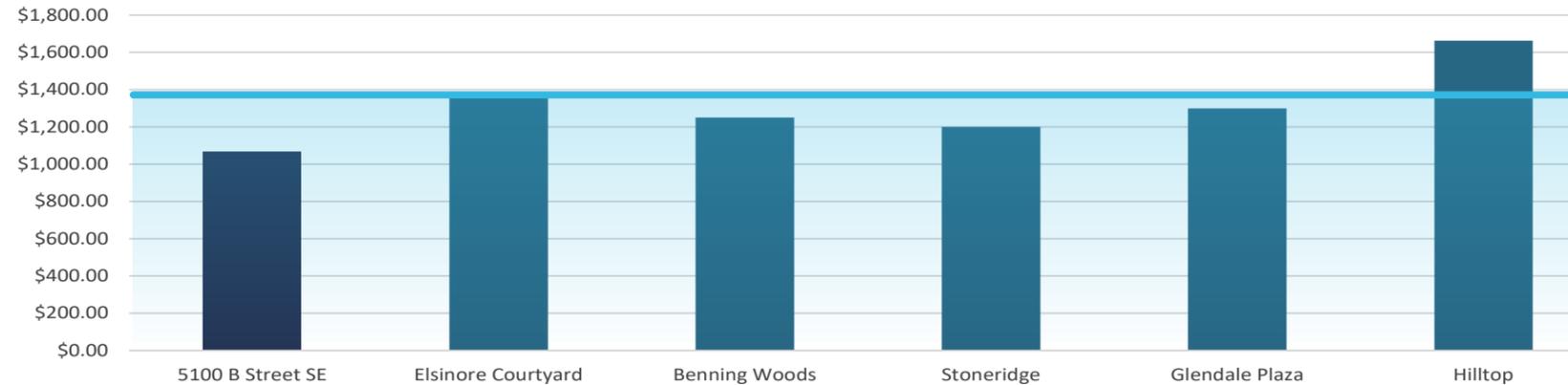
**\$1,370**

Average One-Bedroom Rent/Unit

**AVERAGE ONE-BEDROOM RENT/SQUARE FOOT**



**AVERAGE ONE-BEDROOM RENT/UNIT**



# RENT COMPARABLES

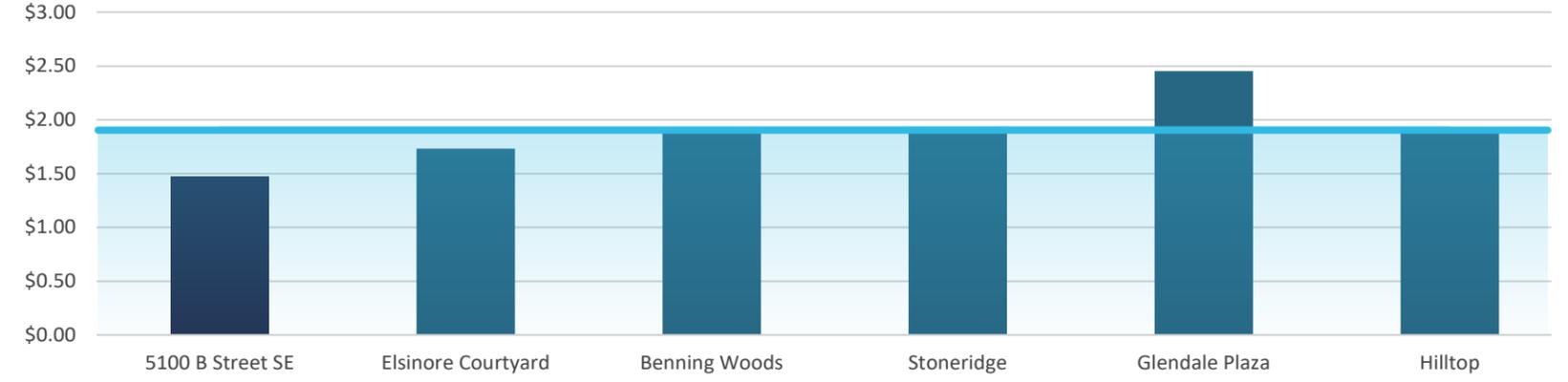
**\$1.91**

Average Two-Bedroom Rent/Square Foot

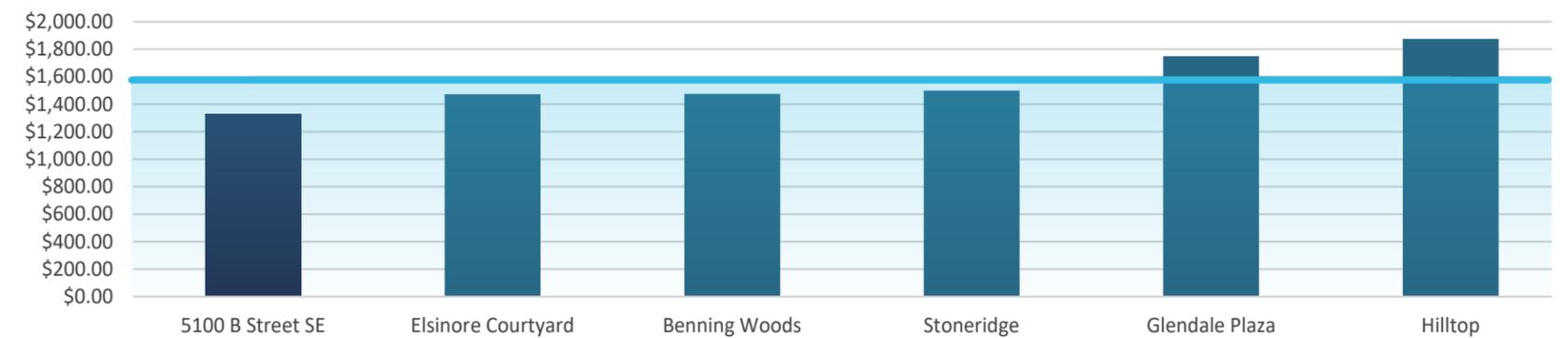
**\$1,576**

Average Two-Bedroom Rent/Unit

**AVERAGE TWO-BEDROOM RENT/SQUARE FOOT**

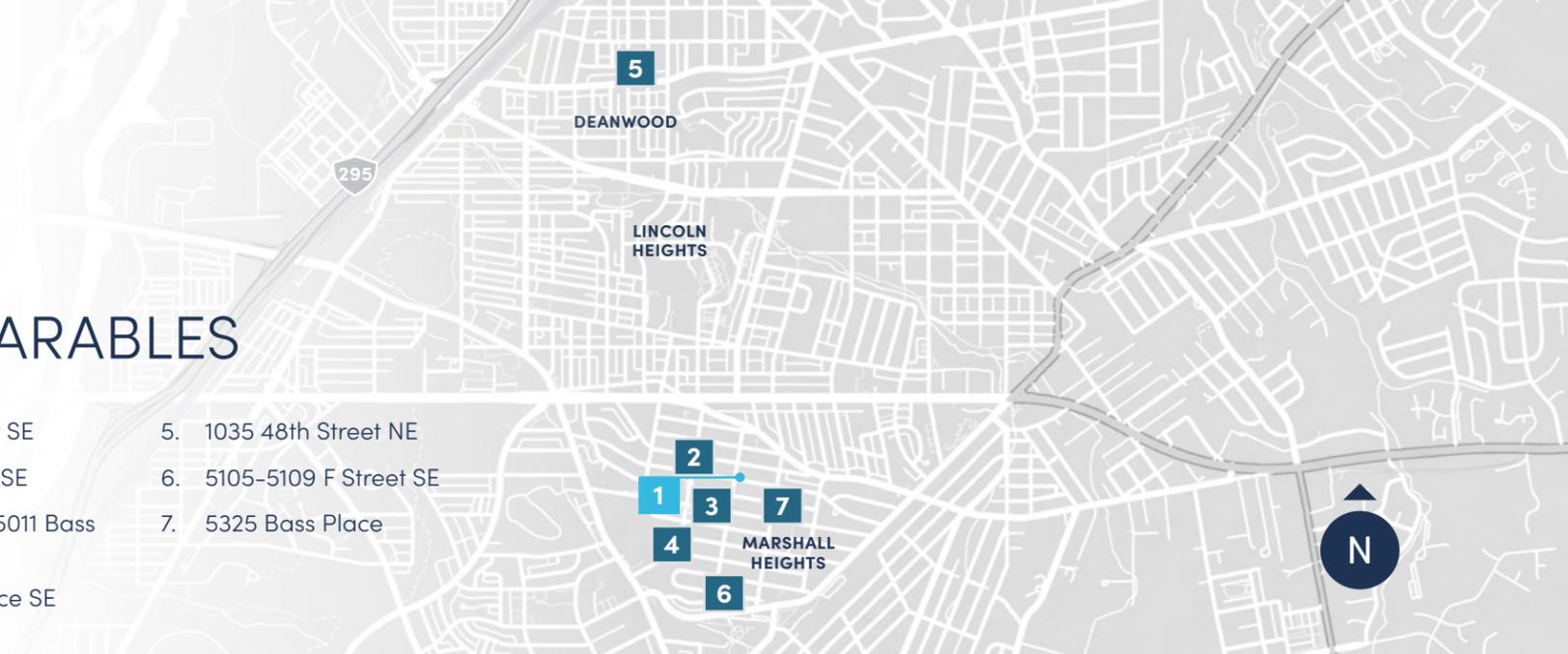


**AVERAGE TWO-BEDROOM RENT/UNIT**



# SALES COMPARABLES

- 1. 5100 B Street SE
- 2. 5011 B Street SE
- 3. 5005, 5009, 5011 Bass Place SE
- 4. 4921 Call Place SE
- 5. 1035 48th Street NE
- 6. 5105-5109 F Street SE
- 7. 5325 Bass Place



	1	2	3	4	5	6	7
	5100 B STREET SE	5011 B STREET SE	5005, 5009, 5011 BASS PLACE SE	4921 CALL PLACE SE	1035 48TH STREET NE	5105-5109 F STREET SE	5325 BASS PLACE SE
STREET ADDRESS	5100 B Street SE	5011 B Street SE	5005, 5009, 5011 Bass Place SE	4921 Call Place SE	1035 48th Street NE	5105-5109 F Street SE	5325 Bass Place SE
NEIGHBORHOOD	Marshall Heights	Marshall Heights	Marshall Heights	Marshall Heights	Deanwood	Marshall Heights	Marshall Heights
SALES PRICE	-	\$1,416,000	\$3,584,000	\$1,188,800	\$1,632,000	\$2,930,000	\$1,880,000
CLOSE OF ESCROW	-	Under Contract	Under Contract	5/11/2023	12/15/2022	8/1/2022	4/14/2022
NUMBER OF UNITS	18	12	32	9	12	24	15
PRICE/UNIT	-	\$118,000	\$112,000	\$132,089	\$136,000	\$122,083	\$125,333
YEAR BUILT/RENOVATED	1965	1964	1966	1966	1951	1971	1969
GROSS SF	15,350	11,070	31,261	7,242	8,640	20,784	12,668
PRICE/GROSS SF	-	\$127.91	\$114.65	\$164.15	\$188.89	\$140.97	\$148.41
ZONING	R-3	R-3	R-3	R-3	R-2	R-3	R-3
LOT SF	16,000	12,000	32,000	8,000	7,266	23,853	11,199

# SALES COMPARABLES

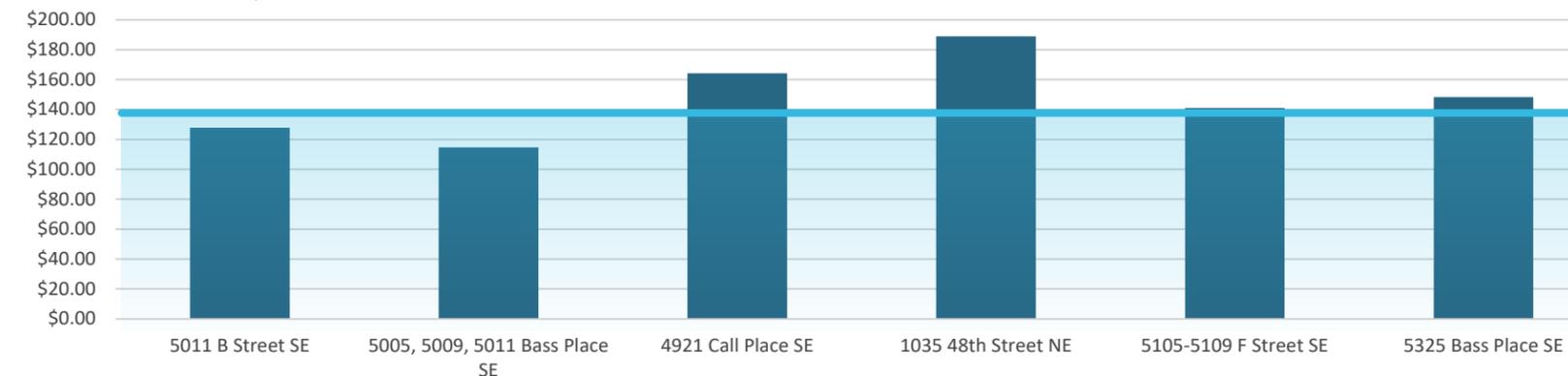
**\$137.79**

Average Sale Price/Square Foot

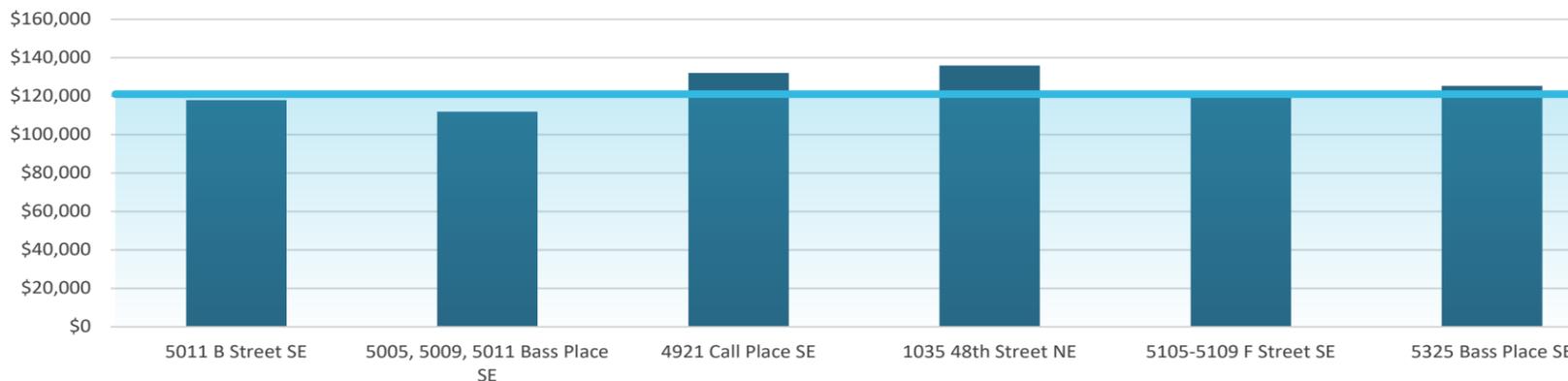
**\$121,450**

Average Sale Price/Unit

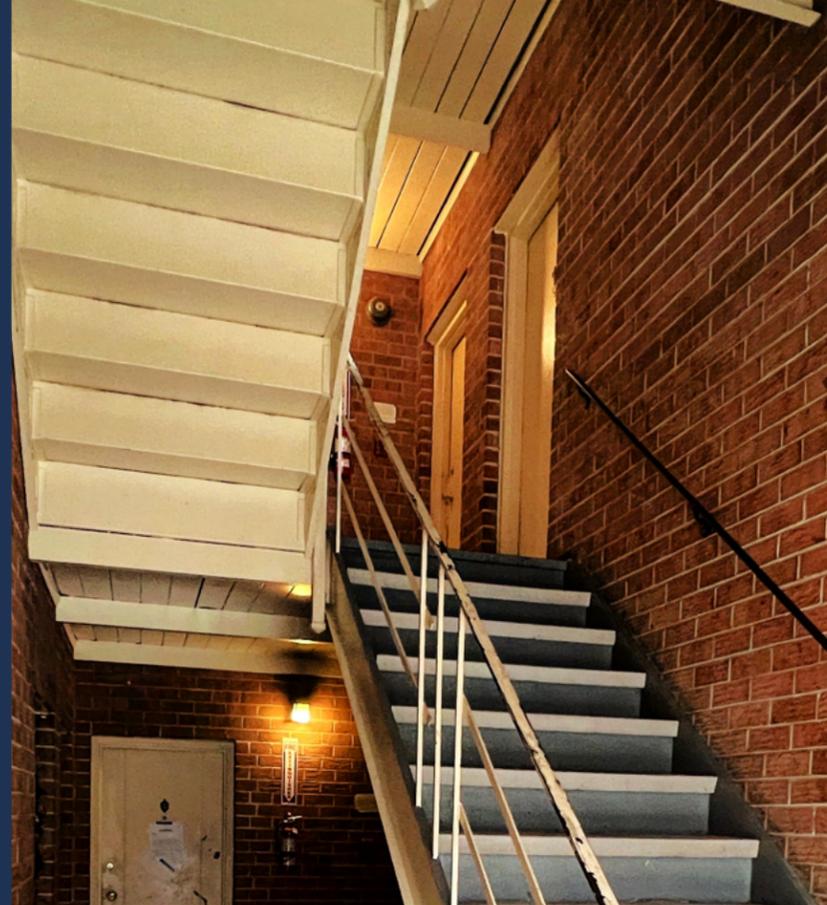
AVERAGE SALE PRICE/SQUARE FOOT



AVERAGE SALE PRICE/UNIT



# FINANCIAL OVERVIEW



SECTION 05

Marcus & Millichap  
THE ZUPANCIC GROUP



## RENT ROLL

UNIT NUMBER	NUMBER OF BEDROOMS	NUMBER OF BATHROOMS	OCCUPANCY STATUS	UNIT TYPE	UNIT SF	CURRENT RENT	CURRENT RENT/SF	PRO FORMA RENT	PRO FORMA RENT/SF
1	1 Bed	1 Bath	Occupied	Flat	600	\$979	\$1.63	\$1,038	\$1.73
2	1 Bed	1 Bath	Occupied	Flat	600	\$975	\$1.63	\$1,034	\$1.72
3	1 Bed	1 Bath	Occupied	Flat	600	\$975	\$1.63	\$1,034	\$1.72
101	2 Bed	1 Bath	Occupied	Flat	750	\$835	\$1.11	\$885	\$1.18
102	1 Bed	1 Bath	Occupied	Flat	600	\$979	\$1.63	\$1,038	\$1.73
103	1 Bed	1 Bath	Vacant	Flat	600	\$1,038	\$1.73	\$1,443	\$2.41
104	1 Bed	1 Bath	Occupied	Flat	600	\$962	\$1.60	\$1,328	\$2.21
105	2 Bed	1 Bath	Occupied	Flat	750	\$1,089	\$1.45	\$1,154	\$1.54
201	2 Bed	1 Bath	Occupied	Flat	750	\$1,120	\$1.49	\$1,187	\$1.58
202	1 Bed	1 Bath	Vacant	Flat	600	\$1,045	\$1.74	\$1,328	\$2.21
203	1 Bed	1 Bath	Occupied	Flat	600	\$1,058	\$1.76	\$1,443	\$2.41
204	1 Bed	1 Bath	Occupied	Flat	600	\$1,040	\$1.73	\$1,102	\$1.84
205	2 Bed	1 Bath	Occupied	Flat	750	\$1,197	\$1.60	\$1,269	\$1.69
301	2 Bed	1 Bath	Occupied	Flat	750	\$1,047	\$1.40	\$1,110	\$1.48
302	1 Bed	1 Bath	Vacant	Flat	600	\$979	\$1.63	\$1,328	\$2.21
303	1 Bed	1 Bath	Occupied	Flat	600	\$870	\$1.45	\$922	\$1.54
304	1 Bed	1 Bath	Vacant	Flat	600	\$1,144	\$1.91	\$1,443	\$2.41
305	2 Bed	1 Bath	Occupied	Flat	750	\$1,031	\$1.37	\$1,093	\$1.46
18						\$18,363	\$1.57	\$21,178	\$1.81

\* Unit 103 is assumed to be converted to a 2 Bedroom Unit and leased at the AffordableHousing.com market rent

\* On Pro Forma there are assumed to be two additional units (Units 104 and 203) turned over, with unit 203 being converted to a 2 Bedroom Unit, and both being leased at the AffordableHousing.com market rent

\* Units 202, 302, and 304 are assumed to be leased up at the AffordableHousing.com market rent

\* In place rents are increased 6% in accordance with DC Rent Control

# INCOME STATEMENT

INCOME	CURRENT	PER UNIT	PRO FORMA	PER UNIT
Gross Potential Rent <sup>1</sup>	\$220,356	\$12,242	\$254,139	\$14,119
Total Other Income	\$2,200	\$122	\$2,200	\$122
Laundry Income <sup>7</sup>	\$1,200	\$67	\$1,200	\$67
Security Deposit Forfeiture <sup>8</sup>	\$1,000	\$56	\$1,000	\$56
Gross Potential Income	\$222,556	\$12,364	\$256,339	\$14,241
Vacancy <sup>2,7</sup>	\$44,251	\$2,458	\$17,790	\$988
Effective Gross Income (EGI)	\$178,305	\$9,906	\$238,549	\$13,253
EXPENSES <sup>3</sup>	CURRENT	PER UNIT	PRO FORMA	PER UNIT
Real Estate Taxes <sup>4,8</sup>	\$6,418	\$357	\$6,462	\$359
Insurance <sup>9</sup>	\$0	\$0	\$8,100	\$450
Utilities Total	\$41,638	\$2,313	\$36,413	\$2,023
Utilities - Electric	\$1,558	\$87	\$1,605	\$89
Utilities - Water & Sewer <sup>10</sup>	\$25,136	\$1,396	\$19,440	\$1,080
Utilities - Gas	\$14,921	\$829	\$15,368	\$854
Utilities - Telephone & Internet	\$22	\$1	\$23	\$1
Contract Services Total	\$14,047	\$780	\$14,469	\$804
Contract Services - Trash	\$8,914	\$495	\$9,182	\$510
Contract Services - Landscape/Snow	\$2,415	\$134	\$2,487	\$138
Contract Services - Pest Control	\$768	\$43	\$791	\$44
Contract Services - Cleaning	\$1,950	\$108	\$2,009	\$112
Repairs & Maintenance & Turnover <sup>5,11</sup>	\$45,868	\$2,548	\$18,000	\$1,000
Management Fee <sup>12</sup>	\$13,598	\$755	\$14,313	\$795
Licensing and Legal <sup>13</sup>	\$5,024	\$279	\$3,600	\$200
Other Operating Expenses <sup>6,14</sup>	\$2,918	\$162	\$0	\$0
Total Expenses <sup>15</sup>	\$129,512	\$7,195	\$101,356	\$5,631
Expenses Per SF	\$8.44		\$6.60	
% of EGI	72.63%		42.49%	
Net Operating Income (NOI)	\$48,794	\$2,711	\$137,192	\$7,622

# NOTES & ASSUMPTIONS

- Current Gross Potential Rent Reflects the fully occupied rent potential derived in the rent roll with vacant units set to market rent
- Current Vacancy represents the difference between Gross Potential Rent and the T-12 Rent Collections
- \$2,919 in appliance replacements has been removed from current operating expenses and reclassified as a capital expenditure
- Current Real Estate Taxes are from the 2023 reported taxes on DC OTR
- Current R&M includes Repairs and Maintenance, Electrical, HVAC, Plumbing, and Materials & Supplies
- Current Other Operating Expenses include Misc. Expense and Professional Service
- Pro Forma Vacancy set to the submarket average of 7%
- Pro Forma Real Estate Taxes are based on the 2024 Assessed Value from DC OTR
- Pro Forma Insurance set to a market average of \$450/Unit
- Pro Forma Water & Sewer assumes a market average of \$90/Unit/Month
- Pro Forma Repairs & Maintenance set to market average of \$1,000/Unit based on comparable properties
- Pro Forma Management Fee is set to 6% of EGI
- Pro Forma Licensing and Legal assumes a market average of \$200/Unit
- Other Operating Expenses are assumed to be removed on Pro Forma
- All other expenses increased 3% to account for inflation



# MULTIFAMILY CONTACTS

## JOHN SLOWINSKI

Associate  
O (202) 536-3780 | M (301) 792-6760  
John.Slowinski@MarcusMillichap.com

## ANDREW PACIOUS

Associate  
O (202) 536-3725 | M (703) 310-8504  
Andrew.Pacious@MarcusMillichap.com

## MARTY ZUPANCIC

Senior Vice President Investments  
O (202) 536-3788 | M (202) 379-8383  
Marty.Zupancic@MarcusMillichap.com

---

## NICK MURRAY

Senior Associate  
O (202) 536-3784 | M (301) 586-7010  
Nick.Murray@MarcusMillichap.com

## RYAN MURRAY

Associate  
O (202) 536-3777 | M (301) 404-7965  
Ryan.Murray@MarcusMillichap.com

## CARTER KANE

Associate  
O (202) 536-3741 | M (301) 500-8003  
Carter.Kane@MarcusMillichap.com

Marcus & Millichap  
THE ZUPANCIC GROUP

## OPERATIONS

### SUSIE ASHLEY

Marketing & Operations Manager  
O (202) 536-3785  
Susan.Ashley@MarcusMillichap.com

### AUSTIN PARKER

Analyst  
O (202) 536-3787  
Austin.Parker@MarcusMillichap.com