

Marcus & Millichap  
THE ZUPANCIC GROUP

2025

# 1415 YOUNG STREET SE WASHINGTON, DC

FORECLOSURE AUCTION: MAY 1<sup>ST</sup> AT 11:00AM  
100% VACANT, NEWLY BUILT 43-UNIT MULTIFAMILY PROPERTY  
WITH LUXURY FINISHES



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# EXECUTIVE SUMMARY

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SECTION 01

Marcus & Millichap  
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# THE OFFERING

## 100%

Vacant

## 43

Units

## 38,130

Gross Square Feet

### OFFERING OVERVIEW

The Zupancic Group of Marcus & Millichap is pleased to present 1415 Young Street SE, a 100% vacant 43-unit multifamily asset situated in Fairlawn, a quiet residential neighborhood in Southeast, DC. This property is being offered through a foreclosure auction, making it exempt from DC's Tenant Opportunity to Purchase Act (TOPA). The auction will be conducted in person by Alex Cooper Auctioneers on Thursday, May 1<sup>st</sup> at 4910 Massachusetts Avenue NW, Suite 100, Washington, DC at 11:00 AM (EST). The property features a majority three (3) and four (4) bedroom units, which is extremely unique and desirable for investors in this neighborhood. The property has immense upside to cash flow with with over \$2,500 average rents per unit, and over \$1,200,000 in annual potential rental revenue. This offering presents a rare opportunity for an investor to acquire a newly-built multifamily apartment building in a rapidly transforming neighborhood, free from TOPA restrictions. The property is ideally positioned along the waterfront of the Anacostia River just southeast of Downtown DC and less than a 5-minute drive to Capitol Hill.

### THE ASSET

1415 Young Street SE is a 43-unit, 38,130-gross-square-foot multifamily asset situated on a 15,061-square-foot lot, zoned RA-2, in the heart of Fairlawn, SE Washington, DC. The building was recently constructed in 2023 and was originally developed as luxury condominiums, offering high-end finishes and modern design elements. The property features an optimal unit mix across four stories, including seven (7) one-bedroom units, 11 two-bedroom units, 11 three-bedroom units, 13 four-bedroom units, and one (1) five-bedroom unit, positioning the property for significant cash-flow and strong tenant demand. Each residence boasts luxury condo finishes, including stainless steel appliances, quartz countertops, in-unit washers and dryers, and large windows that provide an abundance of natural light. The asset is fully electric, with all utilities—electricity, water heating, cooling, and cooking—individually metered, ensuring that tenants are responsible for their own utility costs. The building also features controlled access entry, modern common areas, and an elevator for added convenience.

### THE OPPORTUNITY

1415 Young Street SE is a unique investment opportunity in an evolving neighborhood. The asset's prime location in Fairlawn, nearby public transportation, major commuter routes (Pennsylvania Avenue, I-295), and a variety of retail, dining, and entertainment, positions the property for strong tenant demand, thus reducing lease-up risk. The property is newly built, has luxury condo finishes, is 100% vacant, and is exempt from TOPA due to the foreclosure auction. This combination of factors makes 1415 Young Street SE a compelling investment opportunity. With the ongoing infrastructure improvements of the surrounding neighborhood, and proximity to major development projects across the East of the River submarket, 1415 Young Street SE presents an investment with significant upside potential and long-term appreciation. Additionally, the fully electric utilities, paid entirely by tenants, minimize operating expenses, enhancing overall cash flow. The property's prime location and strong rental demand present a realistic opportunity for the asset to yield over \$1,200,000 in annual rental revenue.



# AUCTIONED BY ALEX COOPER AUCTIONEERS

1415 Young Street SE is being auctioned by Alex Cooper Auctioneers. The property is not subject to TOPA and will be fully marketed by The Zupancic Group of Marcus & Millichap in partnership with Alex Cooper Auctioneers. Alex Cooper Auctioneers has a rich track record going back to 1924 and has facilitated tens of thousands of successful auctions.

**THE AUCTION WILL BE HELD IN-PERSON AT  
11:00 AM (EST) ON MAY 1<sup>ST</sup>, 2025 AT 4910  
MASSACHUSETTS AVENUE NW SUITE 100 IN  
WASHINGTON, DC.**

## **ALEX COOPER AUCTIONEERS CONTACT INFO**

Phone: (202) 364-0306

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100 Washington, DC 20016

DLLR #2503



ALEX COOPER

**Marcus & Millichap**

**THE ZUPANCIC GROUP**





# INVESTMENT HIGHLIGHTS

1415 YOUNG STREET SE PRESENTS A UNIQUE INVESTMENT OPPORTUNITY TO ACQUIRE A NEWLY DEVELOPED MULTIFAMILY PROPERTY WITH LUXURY, CONDO QUALITY FINISHES. THE PROPERTY IS BEING OFFERED THROUGH A TOPA-FREE FORECLOSURE AUCTION PROCESS.



## LOCATED 5-MINUTES FROM CAPITOL HILL

The property is located less than a 5-minute drive from Capitol Hill and is uniquely positioned in a quiet residential neighborhood just over the Anacostia River from downtown DC.



## CONDO QUALITY FINISHES AND AMENITIES

The property offers high-end finishes, including stainless steel appliances, large windows, and in-unit washer/dryers for added convenience. These upscale features enhance the property's appeal to renters seeking a modern and comfortable living space. The quality of the interiors helps ensure strong tenant demand and competitive rental rates.



## SEPARATELY METERED AND SELF-CONTAINED UNITS

Each unit is fully electric, covering heating, hot water, cooking, cooling, and overall power, which simplifies maintenance and eliminates reliance on gas utilities. Tenants are responsible for their own electric expenses, reducing operational costs for ownership and providing predictable utility management.



## 100% VACANT PROPERTY

This multifamily property is fully vacant, providing a rare opportunity for lease-up without tenant disruptions. Investors can implement their vision from day one, maximizing rental potential and property value. With no existing leases in place, there is complete flexibility to execute a tailored repositioning strategy.



## TOPA-FREE FORECLOSURE SALE

The property is being sold through a foreclosure auction, allowing for a faster and more straightforward acquisition process. Since it is exempt from the Tenant Opportunity to Purchase Act (TOPA), investors can avoid potential delays and complications typically associated with tenant purchase rights. This presents a rare opportunity for a streamlined purchase with fewer regulatory hurdles.



## OPTIMAL UNIT MIX

The building features a well-balanced unit mix, including seven (7) one-bedroom, 11 two-bedroom, 11 three-bedroom, 13 four-bedroom, and one (1) five-bedroom apartments. The range of unit sizes enhances leasing flexibility and long-term occupancy stability.



## PRIME LOCATION NEAR MAJOR DEVELOPMENTS

The property is strategically located near Skyland Town Center and St. Elizabeth's East, two major development projects that are driving economic growth and revitalization in the area. As the surrounding area continues to develop, property values and rental demand are expected to rise.

# 1415 YOUNG STREET SE UNIT MIX

## 43

Number of Units

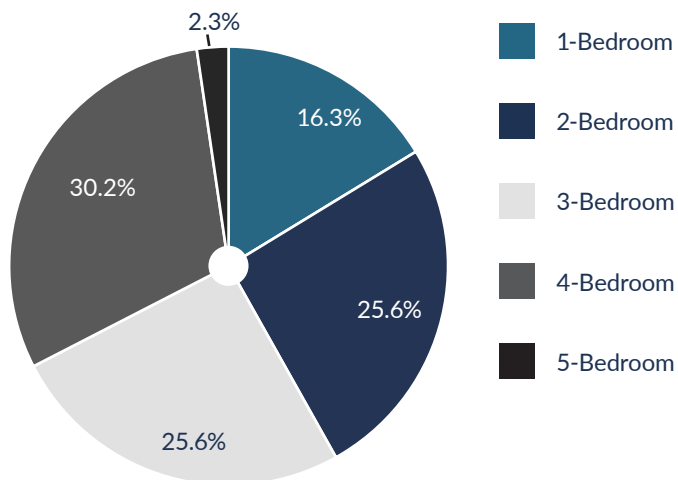
## 826

Average Unit Size (SF)

UNIT TYPE	TOTAL UNITS	AVERAGE SIZE (SF)	PROJECTED RENT PER UNIT	PROJECTED RENT PER SF	HCVP RENT
One-Bedroom	7	564	\$1,699	\$3.01	\$1,322
Two-Bedroom	11	621	\$2,050	\$3.30	\$1,512
Three-Bedroom	11	990	\$2,623	\$2.65	\$2,035
Four-Bedroom	13	986	\$3,115	\$3.16	\$3,117
Five-Bedroom	1	1,056	\$3,400	\$3.22	\$3,721
<b>Total / Average</b>	<b>43</b>	<b>826</b>	<b>\$2,493</b>	<b>\$3.02</b>	

\*HCVP Rents assume the AffordableHousing.com market rents less the applicable utility allowances

## UNIT TYPES



## UNIT MIX BY FLOORPLAN

UNIT TYPE	TOTAL UNITS	AVERAGE SIZE	PROJECTED RENT PER UNIT	PROJECTED RENT PER SF	RENT TYPE
One-Bedroom	6	559	\$1,800	\$3.22	Market
Two-Bedroom	9	616	\$2,150	\$3.49	Market
Three-Bedroom	10	980	\$2,700	\$2.76	Market
Four-Bedroom	12	972	\$3,200	\$3.29	Market
Five-Bedroom	1	1,056	\$3,400	\$3.22	Market
One-Bedroom (IZ)	1	592	\$1,090	\$1.84	IZ (50%)
Two-Bedroom (IZ)	2	642	\$1,599	\$2.49	IZ (60%)
Three-Bedroom (IZ)	1	1,091	\$1,858	\$1.70	IZ (60%)
Four-Bedroom (IZ)	1	1,150	\$2,098	\$1.82	IZ (60%)
<b>Total/Average</b>	<b>43</b>	<b>826</b>	<b>\$2,493</b>	<b>\$3.02</b>	

\*The IZ units are assumed to be leased at the maximum allowable rent less the applicable utility allowances



# PROPERTY OVERVIEW

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SECTION 02



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# PROPERTY DETAILS

1415 YOUNG STREET SE

1415 Young Street SE, Washington, DC 20020

## PROPERTY INFORMATION

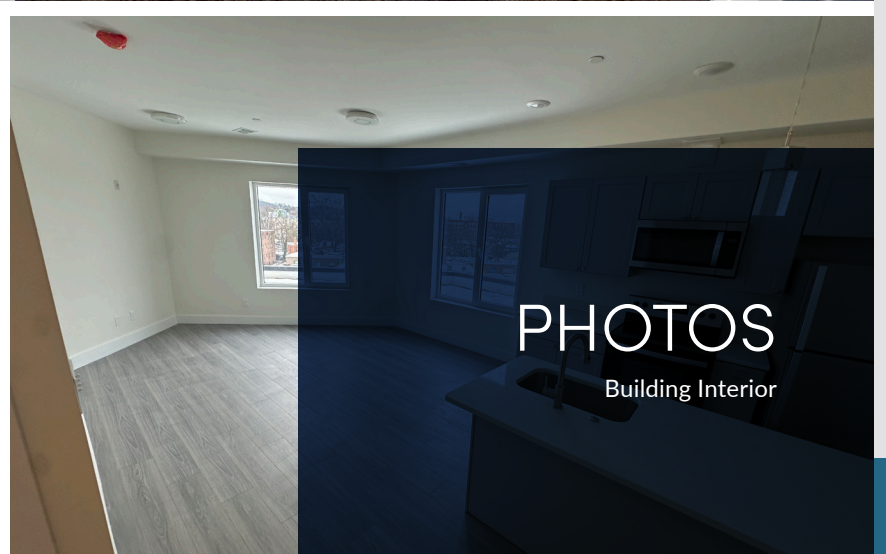
Neighborhood	Fairlawn
Units	43
Building Class	B+
Gross Square Feet	38,130
Lot Square Feet	15,061
Zoning	RA-2
Year Built	2023
Parcel Number (APN)	5565-0000-0073
Parking	Off-Street Parking

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

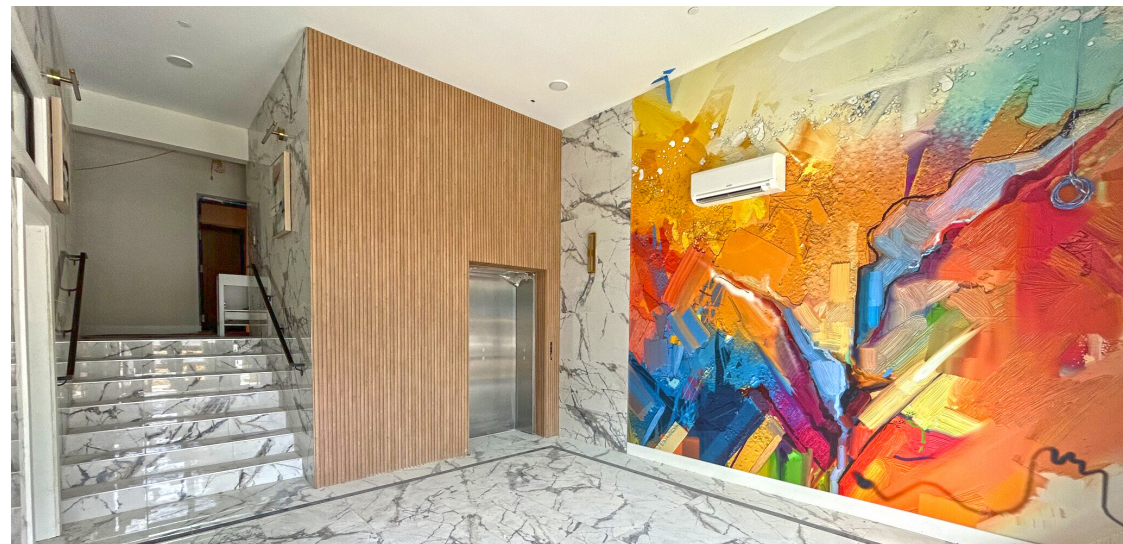
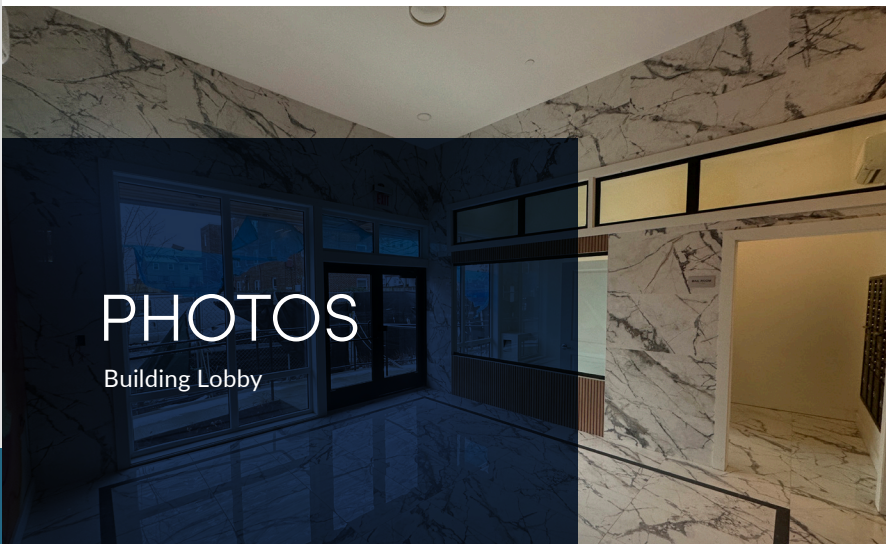
















# PHOTOS

Building Utilities





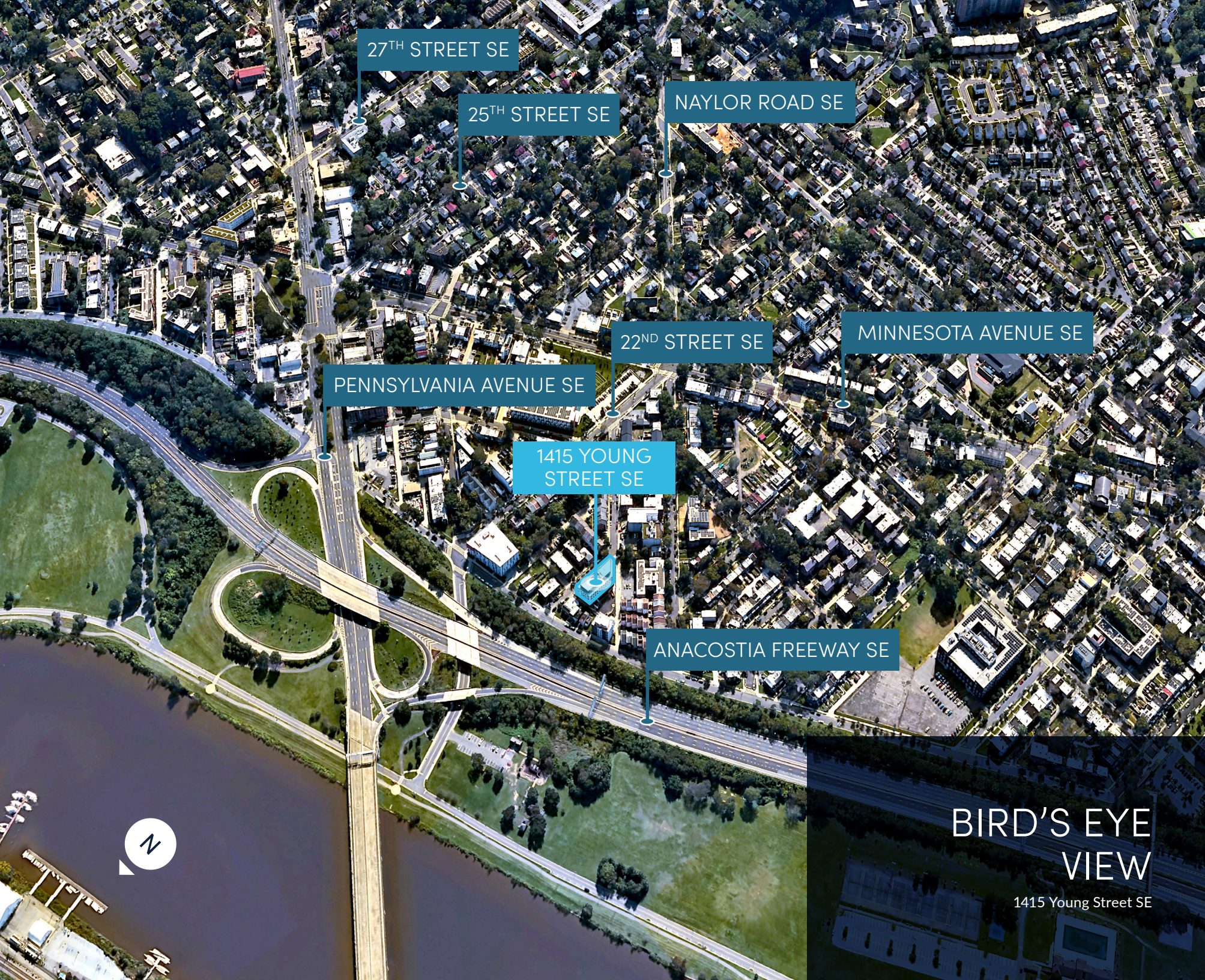
## ZONING ANALYSIS

### DEVELOPMENT STANDARDS: RA-2

Zone District	Residential Apartment Zone
Zone	RA-2
Building Category	All Other Buildings & Structures
Description	Permits moderate and medium-density rowhouses and apartments
Floor Area Ratio	1.8
Height (ft.)	50
Minimum Lot Area (sq ft.)	1800
Lot Occupancy (%)	60%
Rear Setback (ft.)	15
Side Setback (ft.)	4
Zoning Regulation Reference	Subtitle F; Chapter 3







27<sup>TH</sup> STREET SE

25<sup>TH</sup> STREET SE

NAYLOR ROAD SE

22<sup>ND</sup> STREET SE

MINNESOTA AVENUE SE

PENNSYLVANIA AVENUE SE

1415 YOUNG  
STREET SE

ANACOSTIA FREEWAY SE



# BIRD'S EYE VIEW

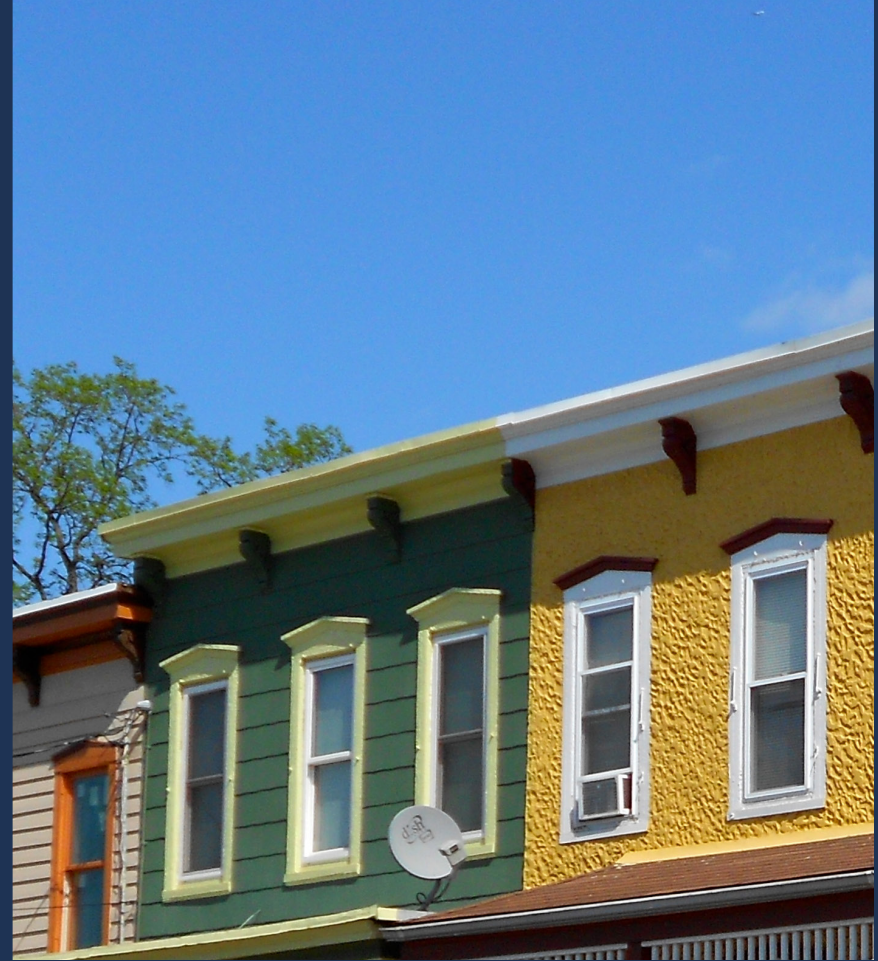
1415 Young Street SE



# THE NEIGHBORHOOD

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SECTION 03

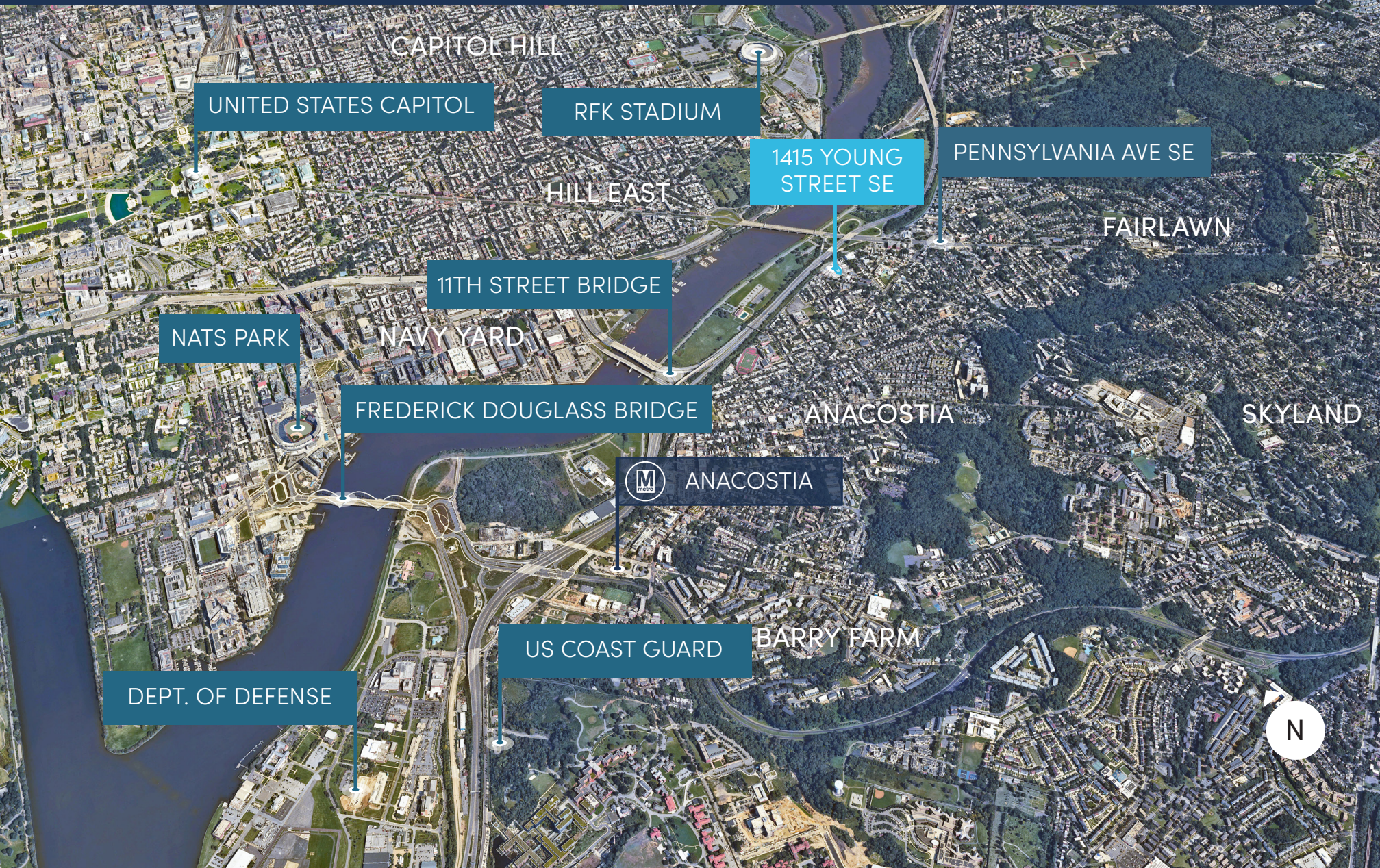


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1415 YOUNG STREET SE IS IDEALLY LOCATED NEARBY  
PREMIER DC NEIGHBORHOODS SUCH AS NAVY YARD,  
CAPITOL HILL, AND HILL EAST







## LOCATION OVERVIEW

### FAIRLAWN NEIGHBORHOOD

1415 Young Street SE is located in Fairlawn and directly between Anacostia, Skyland, Hillcrest, and Randle Highlands. Fairlawn is a quiet, mostly residential neighborhood, but the surrounding areas provide access to numerous restaurant and retail offerings at Skyland Town Center, as well as along Good Hope Road SE, Martin Luther King Jr. Avenue SE, and Pennsylvania Avenue SE. The location is also convenient to premier DC neighborhoods and attractions such as Navy Yard, Southwest Waterfront, Capitol Hill, and the National Mall, making Fairlawn an ideal neighborhood for residents to enjoy a quiet community atmosphere while also having direct access to the major attractions, monuments, restaurants, history, and entertainment that Washington, DC has to offer. The growth and demand for this specific submarket of the “East of the River” market in DC has been substantially greater than other surrounding submarkets. There is a robust development pipeline nearby, recently built, high-end single-family homes selling for close to \$1 million, and numerous recent restaurant openings providing a promising indication for continued growth.

### EAST OF THE RIVER DEVELOPMENT

Currently, an impressive array of development and infrastructure projects, totaling over \$15 billion, is underway east of the river. These endeavors encompass 5,000 residential units, 1 million square feet of retail space, and nearly 3.5 million square feet of office space, all either in the planning stages or actively being constructed. Notable among these projects are Skyland Town Center, 11th Street Bridge, The Parkside Development, and St. Elizabeth's East, all characterized by high-density mixed-use designs that promise to bring an influx of housing and retail opportunities east of the river. These initiatives further reinforce Mayor Bowser's commitment to affordable housing, reflecting her ambitious goal of introducing an additional 36,000 housing units by 2026, with a significant emphasis on adding 12,000 affordable units. The continued interest from developers is poised to inspire prospective investors to enter the market with a sense of confidence, bolstered by the palpable and sustained growth trajectory.

### AREA AMENITIES AND HIGHLIGHTS

- Starbucks
- Busboys and Poets
- Eastern Market
- Nationals Park
- Capital One Cafe
- Kitchen Savages
- Roaming Rooster
- Lidl
- Safeway
- Fuji Hibachi & Sushi
- Tropical Smoothie Cafe
- Chase Bank
- CVS Pharmacy
- Chipotle
- Mezeh





# LOCAL AERIAL

The Neighborhood





## FEATURED NEARBY DEVELOPMENT ACTIVITY

### NOTABLE MAJOR DEVELOPMENTS

- Skyland Town Center: 18 acres, 137,000 square-feet of retail, 400 residential units.
- St. Elizabeths East: Phase 1: 252 mixed income apartments, 60-100 townhomes, 47,000 square feet of retail space, 171,000-square foot office building.
- 11th Street Bridge: Washington, DC's first elevated public park over the Anacostia River
- Poplar Point: 110-acre site transferred to the District of Columbia from the federal government. Potential uses are currently being explored.
- Barry Farms: 432-unit multifamily development, 108-unit senior living community, additional retail and community space
- Congress Heights Metro Development: \$290 million mixed-use development. 240,000 square feet of commercial office space and retail, 179-unit affordable housing development.
- MLK Gateway: 134,600 square foot mixed-use development

### SKYLAND TOWN CENTER

Just under 0.5 miles, or less than a 10-minute walk, from Marbury Plaza is Skyland Town Center, which will be the largest retail development in southeast Washington, DC. The development has recently featured much anticipated retail openings like Lidl, CVS Pharmacy, Chase Bank, Roaming Rooster, &pizza, Mezeh, Starbucks, Tropical Smoothie Cafe, and Fuji Hibachi & Sushi. The Crest, which features ground-floor retail and 263 multifamily units opened in 2021. At full build-out, the 18-acre development will feature over 137,000 square-feet of retail and more than 400 residential units.

### DEVELOPMENT STATS

- Developer: The Rappaport Companies, William C Smith + Co, MHCDO, Washington East Foundation, Harrison Malone Development
- 18 acres, 137,000 square-feet of retail, 400 residential units.

### SAINT ELIZABETHS EAST

The St. Elizabeths East redevelopment is the largest development in DC and is transforming the historic 183-acre site into a mixed-use community with housing, commercial spaces, entertainment, and more. Key projects include:

- Cedar Hill Regional Medical Center (opening 2025) – A \$375M, 136-bed hospital with trauma and neonatal care.
- Entertainment and Sports Arena – A 4,200-seat venue for the Washington Mystics, Capital City Go-Go, and Wizards' practice facility.
- Residences at St. Elizabeths East – 252 mixed-income apartments, including affordable and supportive housing.
- District Towns (Fall 2024) – 88 townhomes, with 30% designated as affordable.

The redevelopment emphasizes sustainability, historic preservation, and economic growth, and is a major catalyst for continued development in Southeast DC.





11TH STREET  
BRIDGE PARK

NAVY YARD

ANACOSTIA

FAIRLAWN

SAINT ELIZABETHS  
EAST

1415 YOUNG  
STREET SE

RANDLE HIGHLANDS

BARRY FARM

SKYLAND TOWN  
CENTER

SKYLAND

CONGRESS HEIGHTS  
METRO DEVELOPMENT

NAYLOR GARDENS

CONGRESS HEIGHTS

NOTABLE MAJOR  
DEVELOPMENTS

East of the River





## **74** WALK SCORE

### "VERY WALKABLE"

Most errands can be accomplished on foot.

## **63** TRANSIT SCORE

### "GOOD TRANSIT"

Many nearby public transportation options.

## **78** BIKE SCORE

### "VERY BIKEABLE"

Biking is convenient for most trips.

### TRANSPORTATION OVERVIEW

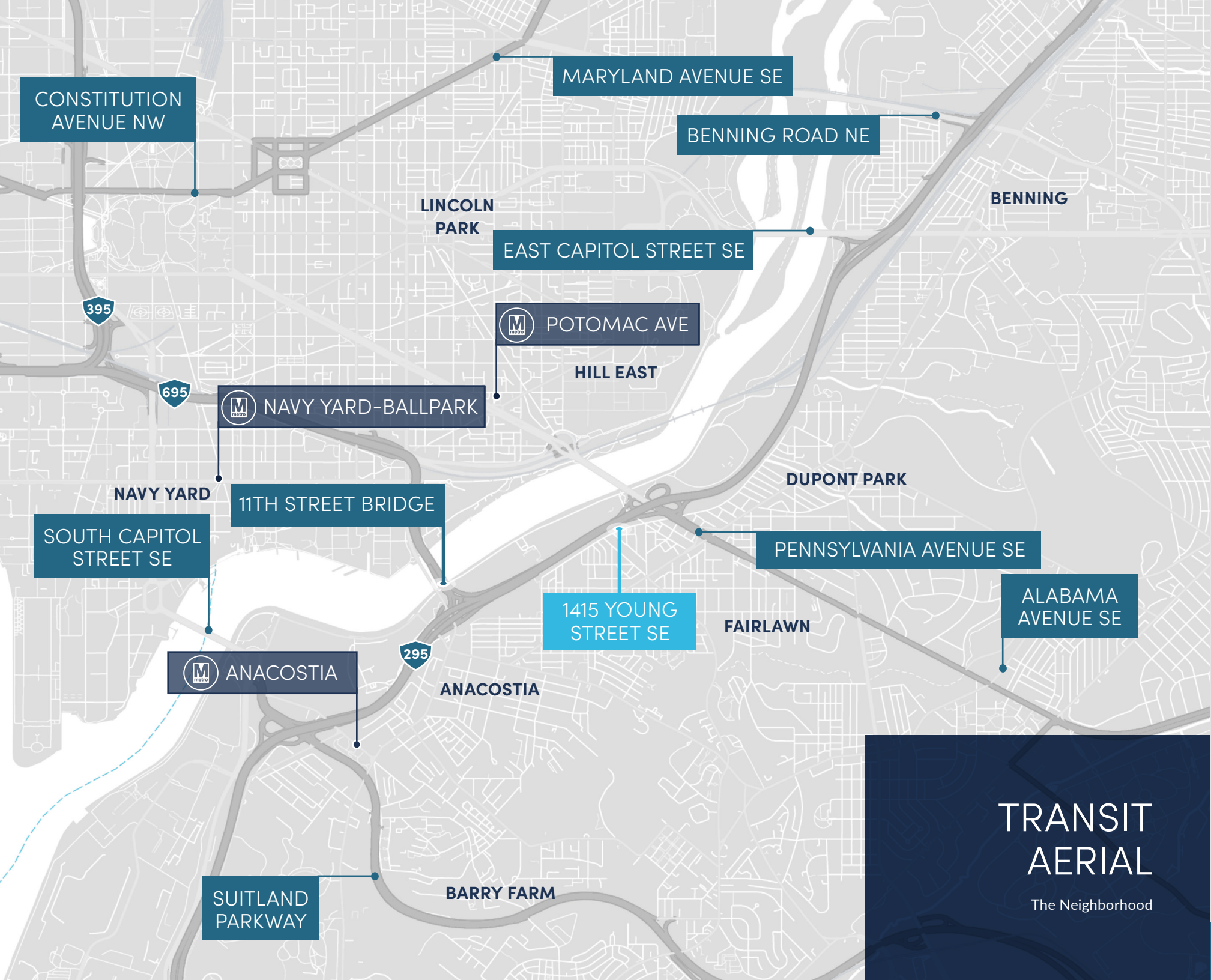
1415 Young Street SE is well-situated in southeast Washington, DC to provide convenient transportation options for its residents. Its location offers residents convenient access to various transportation options, enabling easy commuting and exploration of the city. Between public transit, biking, or driving, 1415 Young Street SE provides multiple avenues for seamless transportation. The Anacostia Metro Station (Green Line Service) is just a 7-minute drive from the property, which provides direct access to Navy Yard, Penn Quarter, and to nearby Congress Heights. Potomac Avenue Station (Blue, Silver, and Orange Line Service) is also just a 7-minute drive away, for convenient travel across DC, Maryland, and Virginia.

For those who drive, 1415 Young Street SE's location provides convenient access to major roadways, including I-295 and Suitland Parkway, facilitating easy travel within the D.C. metropolitan area.

### TRANSIT HIGHLIGHTS

- Anacostia Station (Green Line Service)
- Potomac Avenue Station (Blue, Silver, and Orange Line Service)
- Bus Routes: 90, 92, 93, 94, 32, 34, 36, A2, A4, A6, P6, V1, V2, V4, V5
- Zipcar Locations Available
- Interstate 295
- Suitland Parkway
- Alabama Avenue SE
- Pennsylvania Avenue SE
- Good Hope Road SE





CONSTITUTION  
AVENUE NW

MARYLAND AVENUE SE

BENNING ROAD NE

LINCOLN  
PARK

BENNING

EAST CAPITOL STREET SE

POTOMAC AVE

HILL EAST

NAVY YARD-BALLPARK

DUPONT PARK

NAVY YARD

11TH STREET BRIDGE

SOUTH CAPITOL  
STREET SE

PENNSYLVANIA AVENUE SE

ANACOSTIA

ANACOSTIA

1415 YOUNG  
STREET SE

FAIRLAWN

ALABAMA  
AVENUE SE

SUITLAND  
PARKWAY

BARRY FARM

# TRANSIT AERIAL

The Neighborhood





### MAJOR EMPLOYERS IN THE AREA

The Washington Metropolitan Area has one of the largest job markets in the United States. The region has seen a steady flow of industry and a surplus of highly trained professionals. The region is anchored by the stable and steadily growing federal government and related regulatory eco-systems, but increasingly powered by high tech, bio sciences and as a national headquarters, the region's economy attracts and employs a deep and diverse range of highly trained professionals. The area is now perceived to be a center for creativity, with start ups and high-growth companies choosing to operate out of the area.

Nearby universities, such as George Washington University, Georgetown University, Johns Hopkins University School of Advanced Studies, American University, Gallaudet University, and Catholic University, help to create a high-skilled labor force and provide a diverse range of job opportunities throughout the area.

### HIGHLIGHTED MAJOR EMPLOYERS

- Headquarters of United States Government and Every Major Government Agency
- US Capitol Complex (Congress and Related Offices)
- Headquarters or Major Office for All of the Top Ten Am Law 100 Law Firms
- Amazon HQ2 & Amazon Web Services
- Headquarters or Major Office For Nearly Every Leading Consulting Firm, including McKinsey, Booz Allen, Garner, Deloitte CACI, Accenture
- Headquarters for US Department of Defense (Pentagon) and Major Defense Contractors, Including Raytheon, Lockheed Martin
- Headquarters for Major Financial and Investment Companies, Including Capital One, Fannie Mae and The Carlyle Group
- Research and Level 3 Hospital Systems Including: Georgetown University Hospital, GWU Hospital, Children's National, Johns Hopkins Sibley, Howard University Hospital, Medstar Washington, VA Hospital Center, Inova Fairfax

Employment Rate (3 Mile Radius)

**89.3%**

Unemployment Rate (3 Mile Radius)

**9.6%**

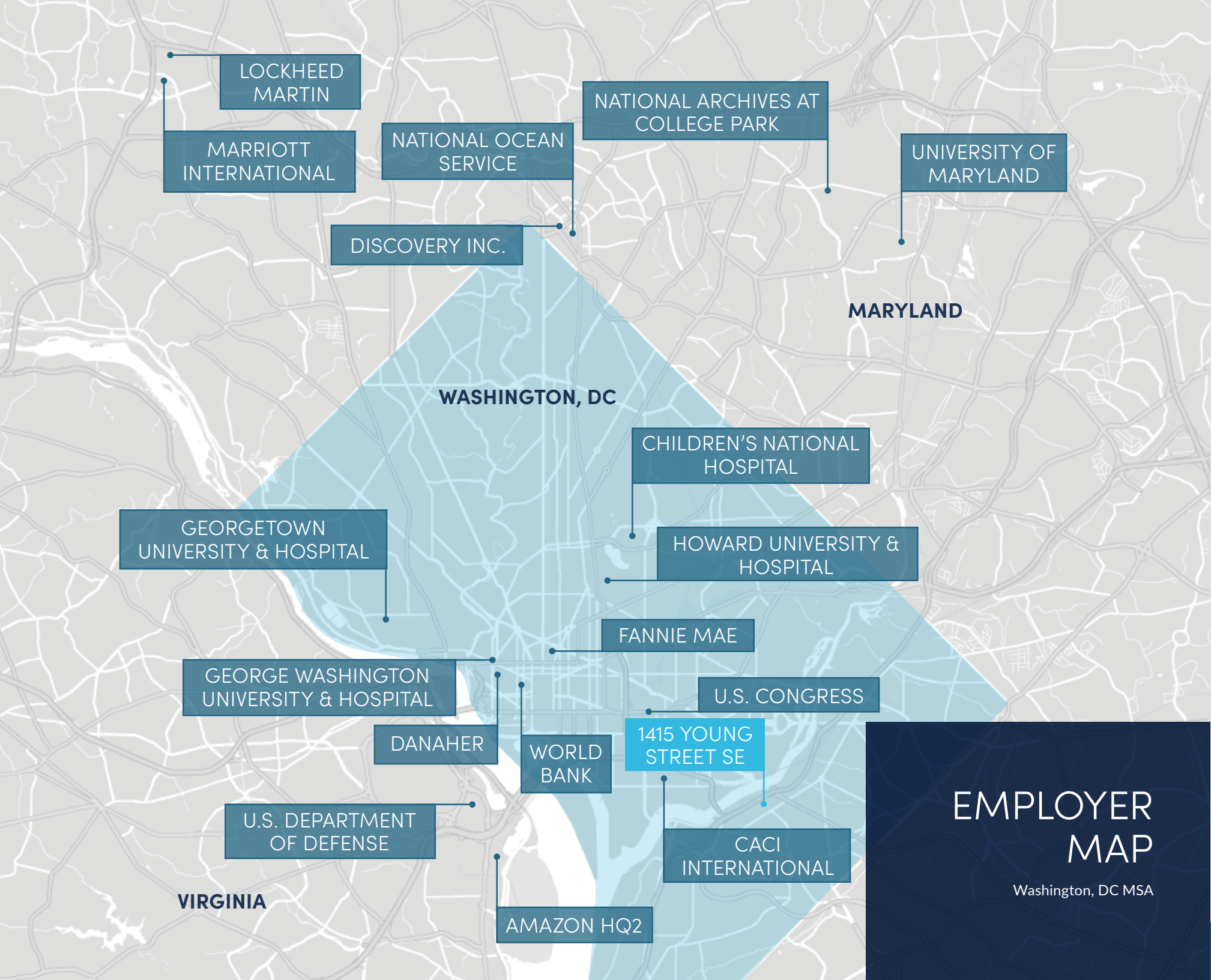
Participating (3 Mile Radius)

**70.5%**

Not Participating (3 Mile Radius)

**29.5%**





# EMPLOYER MAP

Washington, DC MSA



# AREA DEMOGRAPHICS

1415 YOUNG STREET SE IS LOCATED IN THE FAIRLAWN NEIGHBORHOOD OF SOUTHEAST WASHINGTON, DC, WHICH HAS SEEN SIGNIFICANT INVESTMENT AND NEW DEVELOPMENT IN THE LAST SEVERAL YEARS.

VIRGINIA

MARYLAND

DC

	ONE-MILE RADIUS	THREE-MILE RADIUS	FIVE-MILE RADIUS
Total Population (Current)	30,359	266,005	635,874
Projected Population (In 5 Years)	31,427	275,687	652,292
Population Density (People Per Square Mile)	11,222	9,790	7,790
Population Median Age	36	36	36
Median Household Income	\$55,175	\$81,083	\$90,244
Bachelor's Degree (Minimum)	36.4%	47.4%	52.1%
Age (Under 15)	18.8%	17.7%	15.7%
Age (15-24)	11.5%	10.6%	11.4%
Age (25-44)	33.2%	38.6%	39.7%
Age (45-64)	23.1%	21.2%	21.6%
Age (Over 65)	13.4%	11.9%	11.6%
Means of Transportation (Car)	36.5%	34.8%	37.0%
Means of Transportation (Other)	63.5%	65.2%	63.0%



4.1%

National Unemployment Rate



2.8%

DC Metro Area Unemployment Rate

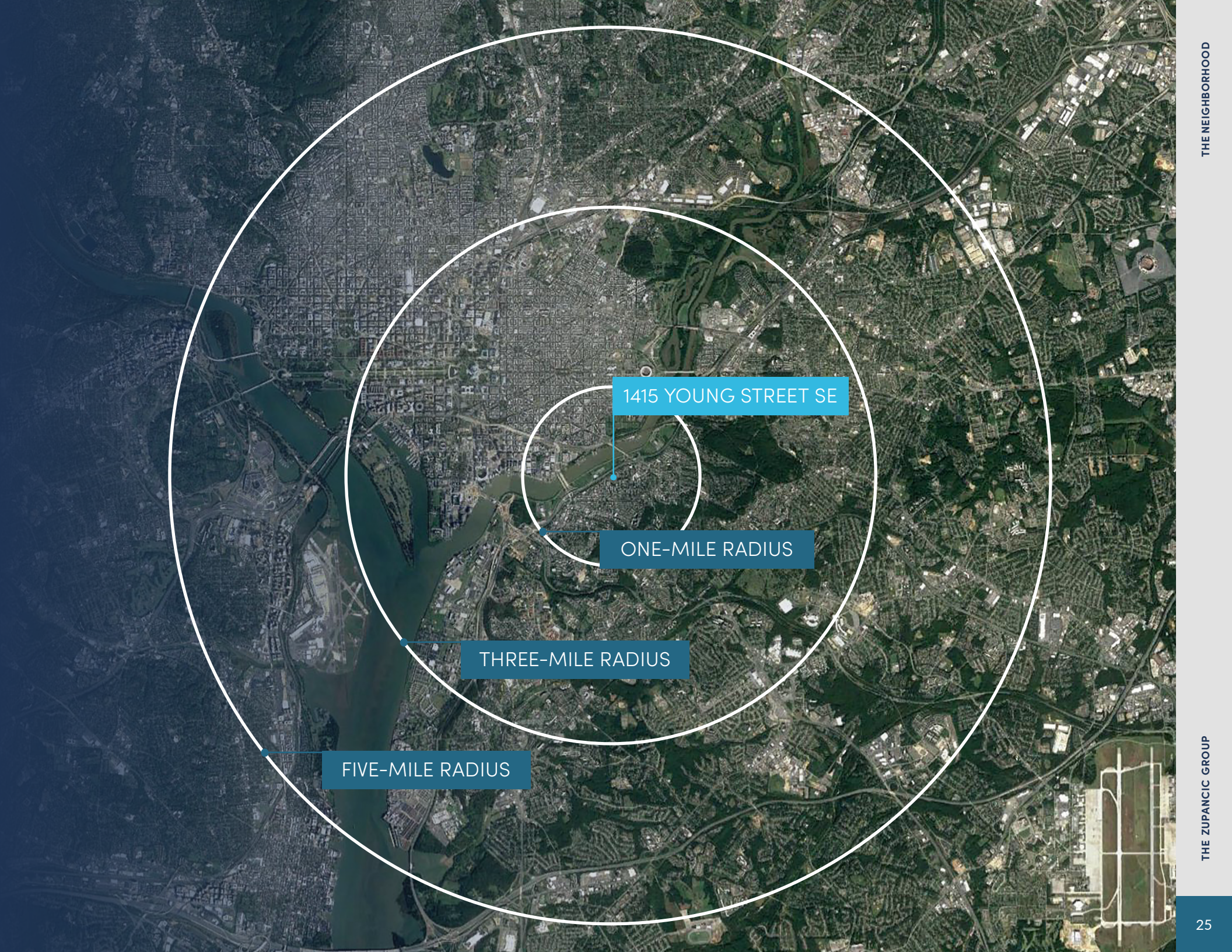


37.7% LOWER

DC Metro Area Unemployment Rate vs. National Unemployment Rate

Sources: U.S. Census Bureau American Communities Survey 2024 and Bureau of Labor Statistics, December, 2024





1415 YOUNG STREET SE

ONE-MILE RADIUS

THREE-MILE RADIUS

FIVE-MILE RADIUS

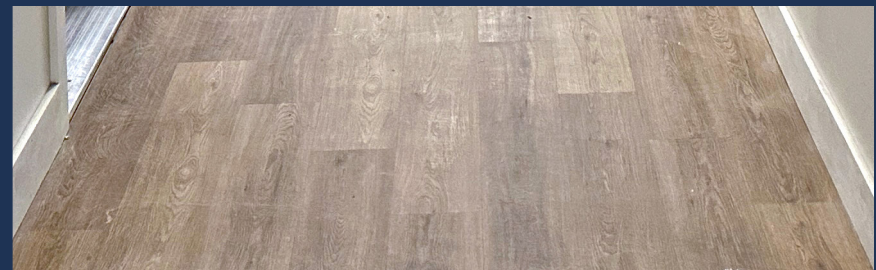


# MARKET COMPARABLES

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SECTION 04

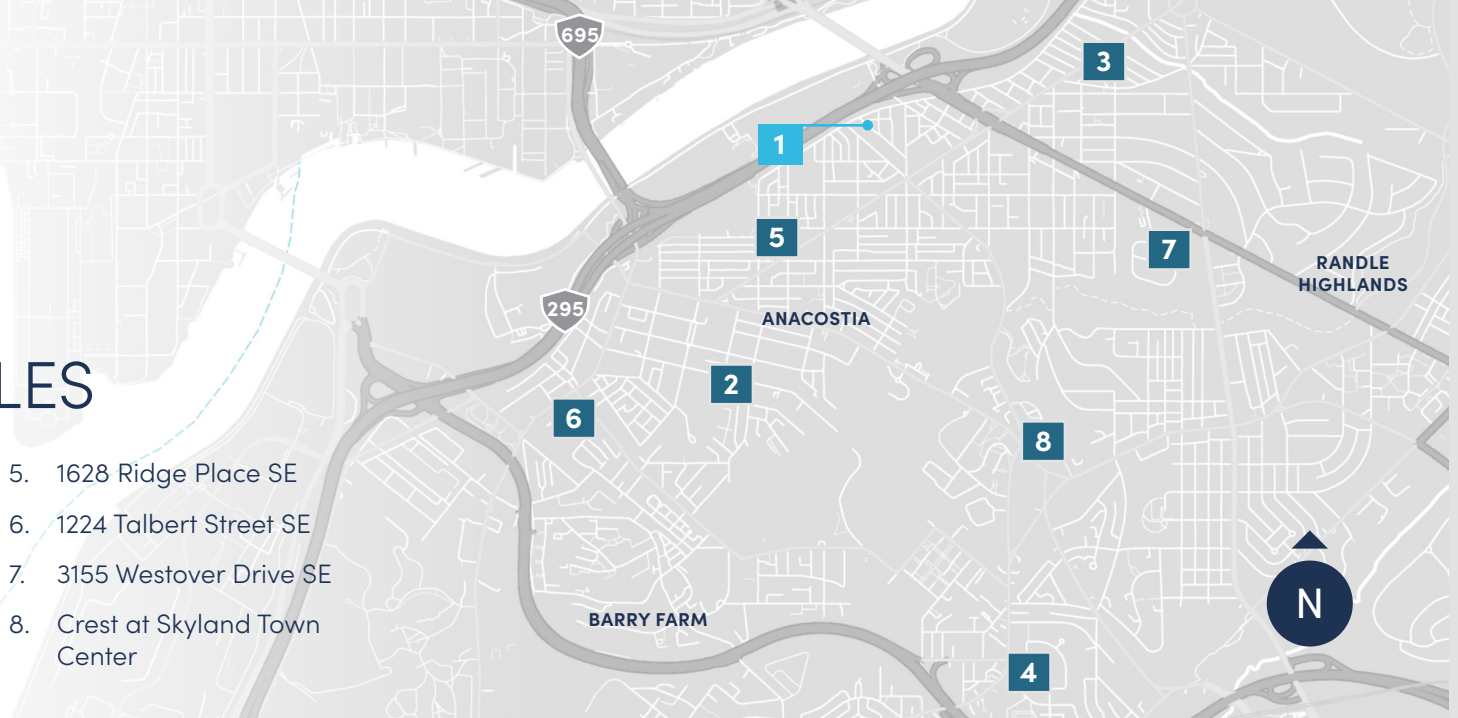
Marcus & Millichap  
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# SELECT UNIT RENT COMPARABLES

1. 1415 Young Street SE
2. 1515 W Street SE
3. 2961 Nelson Place SE
4. 2706 Knox Street SE
5. 1628 Ridge Place SE
6. 1224 Talbert Street SE
7. 3155 Westover Drive SE
8. Crest at Skyland Town Center



	1	2	3	4	5	6	7	8
	1415 YOUNG STREET SE	1515 W STREET SE	2961 NELSON PLACE SE	2706 KNOX STREET SE	1628 RIDGE PLACE SE	1224 TALBERT STREET SE	3155 WESTOVER DRIVE SE	CREST AT SKYLAND TOWN CENTER
STREET ADDRESS	1415 Young Street SE	1515 W Street SE	2961 Nelson Place SE	2706 Knox Street SE	1628 Ridge Place SE	1224 Talbert Street SE	3155 Westover Drive SE	2219 Town Center Drive
NEIGHBORHOOD	Fairlawn	Anacostia	Anacostia	Anacostia	Anacostia	Anacostia	Randle Highlands	Anacostia
OCCUPANCY (%)	-	-	-	-	-	-	-	91.6%
YEAR BUILT/RENOVATED	2023	1915/2018	1940/2020	1993/2023	1939/2022	1905/2015	1941/2022	2021
NUMBER OF UNITS	43	1	6	1	1	1	1	263
BUILDING CLASS	B+	B	B	B	B+	B+	B+	A
AVERAGE RENT/UNIT	\$2,493	\$3,500	\$2,500	\$3,600	\$2,995	\$3,100	\$3,900	\$2,525
AVERAGE RENT/SF	\$3.02	\$2.16	\$3.13	\$2.40	\$2.40	\$1.87	\$1.57	\$2.84
AVERAGE UNIT SIZE (SF)	826	1,618	800	1,500	1,248	1,656	2,477	888





# 1415 YOUNG STREET SE

1415 YOUNG STREET SE, WASHINGTON, DC 20020

UNIT TYPE	UNITS	AVERAGE SIZE (SF)	PROJECTED RENT/ UNIT	PROJECTED RENT/SF
One Bedroom	7	564	\$1,699	\$3.01
Two Bedroom	11	621	\$2,050	\$3.30
Three Bedroom	11	990	\$2,623	\$2.65
Four Bedroom	13	986	\$3,115	\$3.16
Five Bedroom	1	1,056	\$3,400	\$3.22
Total / Average	43	826	\$2,493	\$3.02

## AMENITIES & FEATURES

### BUILDING CLASS

B+

### YEAR BUILT/RENOVATED

2023

### NEIGHBORHOOD

Fairlawn

### UTILITIES

Heating: Electric (Paid By: Tenant)

Cooking: Electric (Paid By: Tenant)

Cooling: Electric (Paid By: Tenant)

Hot Water: Electric (Paid By: Tenant)

Water & Sewer: (Paid By: Landlord)

### UNIT FEATURES

Vinyl Plank Flooring, Granite Countertops,  
Stainless Steel Appliances, Large Windows

### COMMUNITY AMENITIES

Off-Street Parking

## \$3.02

1415 Young Street SE Projected Rent / SF  
(All Units)

## \$2.85

Market Rent / SF  
(All Units)

## 6% ABOVE MARKET

1415 Young Street SE Projected Rent / SF  
(All Units) vs. Market Rent / SF (All Units)



# RENT COMPARABLES

1415 YOUNG STREET SE IS LOCATED IN THE FAIRLAWN NEIGHBORHOOD OF SOUTHEAST WASHINGTON, DC. ITS PROXIMITY TO ONGOING DEVELOPMENT AND CONNECTIVITY TO GREATER DC WILL CONTINUE TO DRIVE RENTAL DEMAND WELL INTO THE FUTURE.

**16,453**<sup>TOTAL</sup>

Units in the Anacostia/Southeast submarket

**1,924**<sup>TOTAL</sup>

Units under construction

**12%**<sup>TOTAL</sup>

Units in development relative to the existing number of units

## 1415 YOUNG STREET SE

1415 Young Street SE, Washington, DC 20020



UNIT TYPE	UNITS	SIZE (SF)	PROJECTED RENT/UNIT	PROJECTED RENT/SF
One Bedroom	7	564	\$1,699	\$3.01
Two Bedroom	11	621	\$2,050	\$3.30
Three Bedroom	11	990	\$2,623	\$2.65
Four Bedroom	13	986	\$3,115	\$3.16
Five Bedroom	1	1,056	\$3,400	\$3.22
Total / Average	43	826	\$2,493	\$3.02

### AMENITIES & FEATURES

#### BUILDING CLASS

B+

#### YEAR BUILT/RENOVATED

2023

#### NEIGHBORHOOD

Fairlawn

#### UNIT FEATURES

Vinyl Plank Flooring, Granite Countertops, Stainless Steel Appliances, Large Windows

#### COMMUNITY AMENITIES

Off-Street Parking

#### UTILITIES

Heating: Electric (Paid By: Tenant)

Cooking: Electric (Paid By: Tenant)

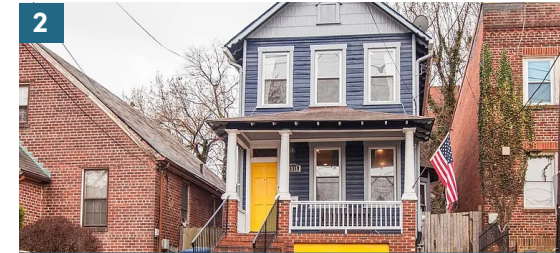
Cooling: Electric (Paid By: Tenant)

Hot Water: Electric (Paid By: Tenant)

Water & Sewer: (Paid By: Landlord)

## 1515 W STREET SE

1515 W Street SE, Washington, DC 20020



UNIT TYPE	UNITS	SIZE (SF)	RENT/UNIT	AVERAGE RENT/SF
Four Bedroom	1	1,618	\$3,500	\$2.16
Total / Average	1	1,618	\$3,500	\$2.16

### AMENITIES & FEATURES

#### BUILDING CLASS

B

#### YEAR BUILT/RENOVATED

1915/2018

#### NEIGHBORHOOD

Anacostia

#### UNIT FEATURES

Hardwood Floors, Updated Finishes in Kitchen/Bathroom, Stainless Steel Appliances, Porch and Backyard, Washer/Dryer in Unit

#### UTILITIES

Heating: Gas (Paid By: Tenant)

Cooking: Gas (Paid By: Tenant)

Cooling: Electric (Paid by Tenant)

Hot Water: Gas (Paid By: Tenant)

Water & Sewer (Paid By: Landlord)



## 2961 NELSON PLACE SE

2961 Nelson Place SE, Washington, DC 20019



UNIT TYPE	UNITS	SIZE (SF)	RENT/UNIT	AVERAGE RENT/SF
Three Bedroom	6	800	\$2,500	\$3.13
Total / Average	6	800	\$2,500	\$3.13

## AMENITIES &amp; FEATURES

## BUILDING CLASS

B

## YEAR BUILT/RENOVATED

1940/2020

## NEIGHBORHOOD

Anacostia

## UNIT FEATURES

Hardwood Floors, Updated Finishes in Kitchen/Bathroom, Stainless Steel Appliances, Porch and Backyard, Washer/Dryer in Unit

## UTILITIES

Heating: Gas (Paid By: Tenant)

Cooking: Gas (Paid By: Tenant)

Cooling: Electric (Paid by Tenant)

Hot Water: Gas (Paid By: Tenant)

Water & Sewer (Paid By: Landlord)

## 2706 KNOX STREET SE

2706 Knox Street SE, Washington, DC 20020



UNIT TYPE	UNITS	SIZE (SF)	RENT/UNIT	AVERAGE RENT/SF
Three Bedroom	1	1,500	\$3,600	\$2.40
Total / Average	1	1,500	\$3,600	\$2.40

## AMENITIES &amp; FEATURES

## BUILDING CLASS

B

## YEAR BUILT/RENOVATED

1993/2023

## NEIGHBORHOOD

Anacostia

## UNIT FEATURES

Hardwood Floors, Updated Finishes in Kitchen/Bathroom, Stainless Steel Appliances, Porch and Backyard, Washer/Dryer in Unit, Fully Furnished

## UTILITIES

Heating: Gas (Paid By: Tenant)

Cooking: Gas (Paid By: Tenant)

Cooling: Electric (Paid by Tenant)

Hot Water: Gas (Paid By: Tenant)

Water & Sewer (Paid By: Landlord)

## 1628 RIDGE PLACE SE

1628 Ridge Place SE, Washington, DC 20020



UNIT TYPE	UNITS	SIZE (SF)	RENT/UNIT	AVERAGE RENT/SF
Three Bedroom	1	1,248	\$2,995	\$2.40
Total / Average	1	1,248	\$2,995	\$2.40

## AMENITIES &amp; FEATURES

## BUILDING CLASS

B+

## YEAR BUILT/RENOVATED

1939/2022

## NEIGHBORHOOD

Anacostia

## UNIT FEATURES

Hardwood Floors, Updated Finishes in Kitchen/Bathroom, Stainless Steel Appliances, Porch and Backyard, Washer/Dryer in Unit

## UTILITIES

Heating: Gas (Paid By: Tenant)

Cooking: Gas (Paid By: Tenant)

Cooling: Electric (Paid by Tenant)

Hot Water: Gas (Paid By: Tenant)

Water & Sewer (Paid By: Landlord)



## 1224 TALBERT STREET SE

1224 Talbert Street SE, Washington, DC 20020



UNIT TYPE	UNITS	SIZE (SF)	RENT/UNIT	AVERAGE RENT/SF
Three Bedroom	1	1,656	\$3,100	\$1.87
Total / Average	1	1,656	\$3,100	\$1.87

## AMENITIES &amp; FEATURES

## BUILDING CLASS

B+

## YEAR BUILT/RENOVATED

1905/2015

## NEIGHBORHOOD

Anacostia

## UNIT FEATURES

Hardwood Floors, Updated Finishes in Kitchen/Bathroom, Stainless Steel Appliances, Porch and Backyard, Washer/Dryer in Unit

## UTILITIES

Heating: Gas (Paid By: Tenant)

Cooking: Gas (Paid By: Tenant)

Cooling: Electric (Paid by Tenant)

Hot Water: Gas (Paid By: Tenant)

Water & Sewer (Paid By: Landlord)

## 3155 WESTOVER DRIVE SE

3155 Westover Drive SE, Washington, DC 20020



UNIT TYPE	UNITS	SIZE (SF)	RENT/UNIT	AVERAGE RENT/SF
Four Bedroom	1	2,477	\$3,900	\$1.57
Total / Average	1	2,477	\$3,900	\$1.57

## AMENITIES &amp; FEATURES

## BUILDING CLASS

B+

## YEAR BUILT/RENOVATED

1941/2022

## NEIGHBORHOOD

Randle Highlands

## UNIT FEATURES

Hardwood Floors, Updated Finishes in Kitchen/Bathroom, Stainless Steel Appliances, Porch and Backyard, Washer/Dryer in Unit

## UTILITIES

Heating: Gas (Paid By: Tenant)

Cooking: Gas (Paid By: Tenant)

Cooling: Electric (Paid by Tenant)

Hot Water: Gas (Paid By: Tenant)

Water & Sewer (Paid By: Landlord)

## CREST AT SKYLAND TOWN CENTER

2219 Town Center Drive , Washington, DC 20020



UNIT TYPE	UNITS	SIZE (SF)	RENT/UNIT	AVERAGE RENT/SF
One Bedroom	109	641	\$1,995	\$3.11
Two Bedroom	154	1,062	\$2,900	\$2.73
Total / Average	263	888	\$2,525	\$2.84

## AMENITIES &amp; FEATURES

## BUILDING CLASS

A

## YEAR BUILT/RENOVATED

2021

## NEIGHBORHOOD

Anacostia

## UNIT FEATURES

Vinyl Plank Flooring, Granite Countertops, Tile Backsplashes, Kitchen Islands, Stainless Steel Appliances, Washer/Dryer in Unit,

## COMMUNITY AMENITIES

Swimming Pool, Fitness Center, Resident Lounge,

Grilling Stations, Bike Storage Room, Parking Garage, Storage Rooms, Dog Park and Grooming Station

## UTILITIES

Heating: Electric (Paid by Tenant)

Cooking: Electric (Paid by Tenant)

Cooling: Electric (Paid by Tenant)

Hot Water: Electric (Paid by Tenant)

Water & Sewer (Paid By: Landlord)



# RENT COMPARABLES

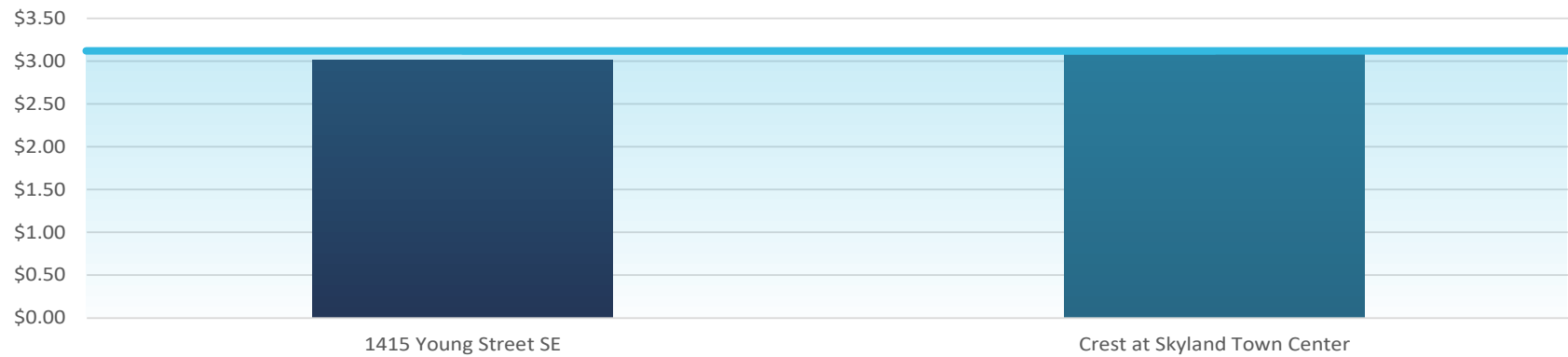
## \$3.11

Average One-Bedroom  
Rent/Square Foot

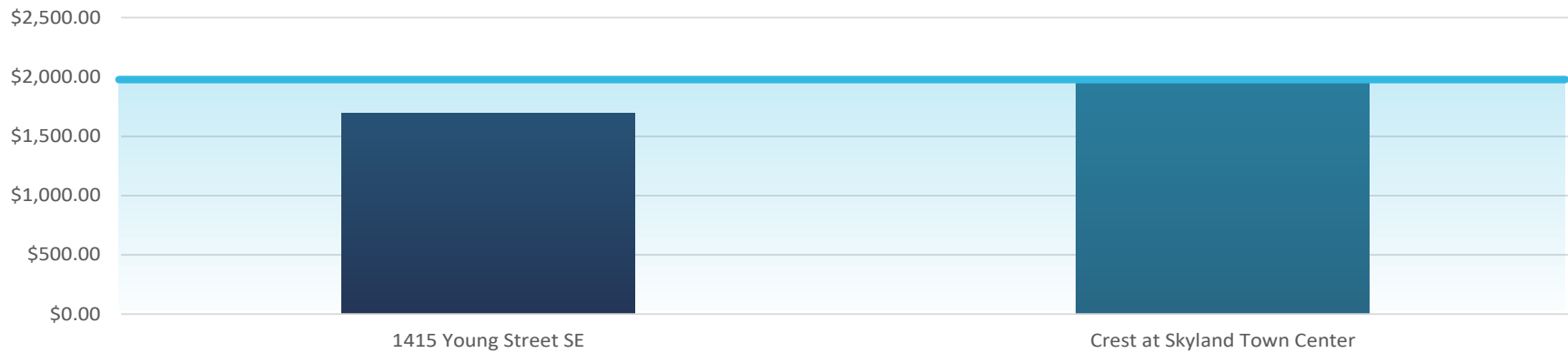
## \$1,977

Average One-Bedroom  
Rent/Unit

### AVERAGE ONE-BEDROOM RENT/SQUARE FOOT



### AVERAGE ONE-BEDROOM RENT/UNIT





# RENT COMPARABLES

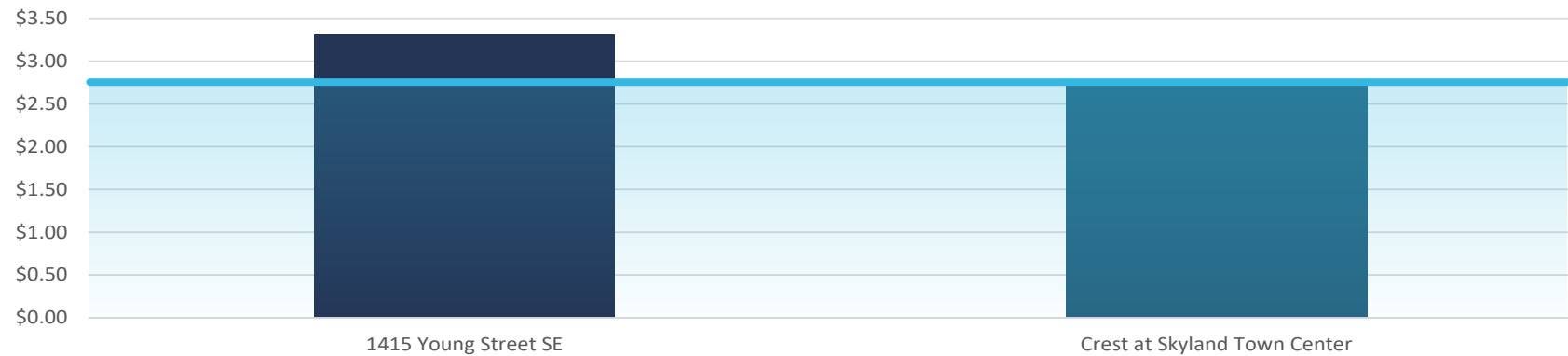
**\$2.75**

Average Two-Bedroom  
Rent/Square Foot

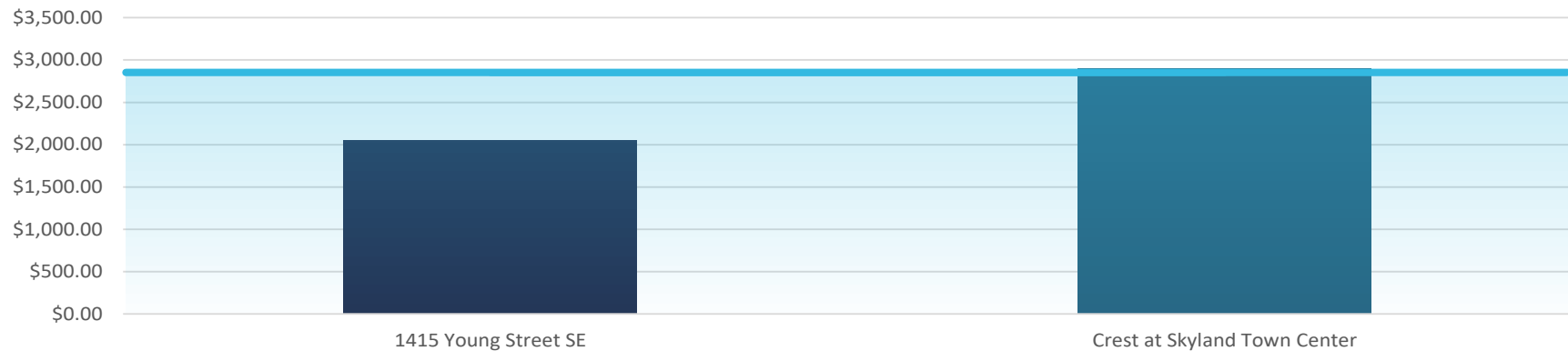
**\$2,843**

Average Two-Bedroom  
Rent/Unit

## AVERAGE TWO-BEDROOM RENT/SQUARE FOOT



## AVERAGE TWO-BEDROOM RENT/UNIT





# RENT COMPARABLES

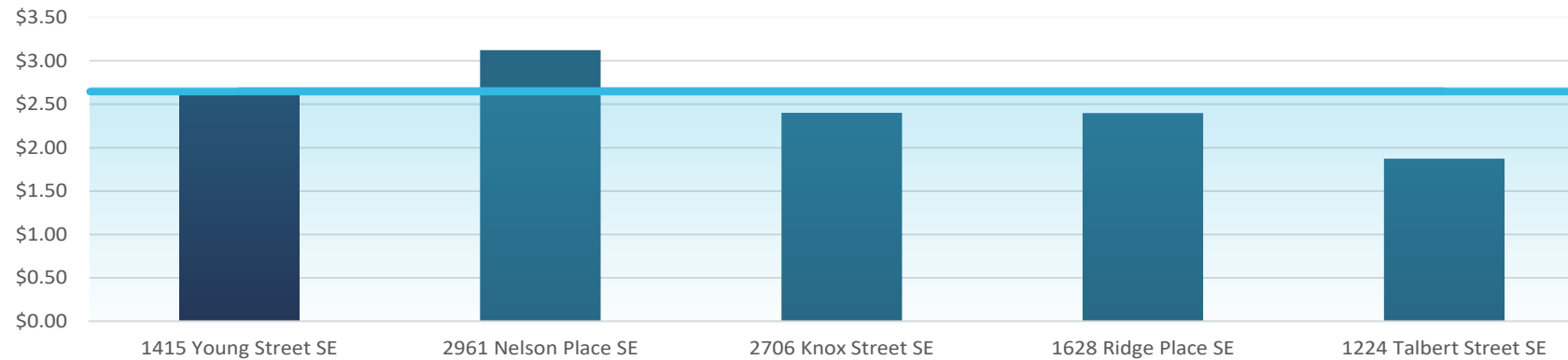
## \$2.66

Average Three-Bedroom  
Rent/Square Foot

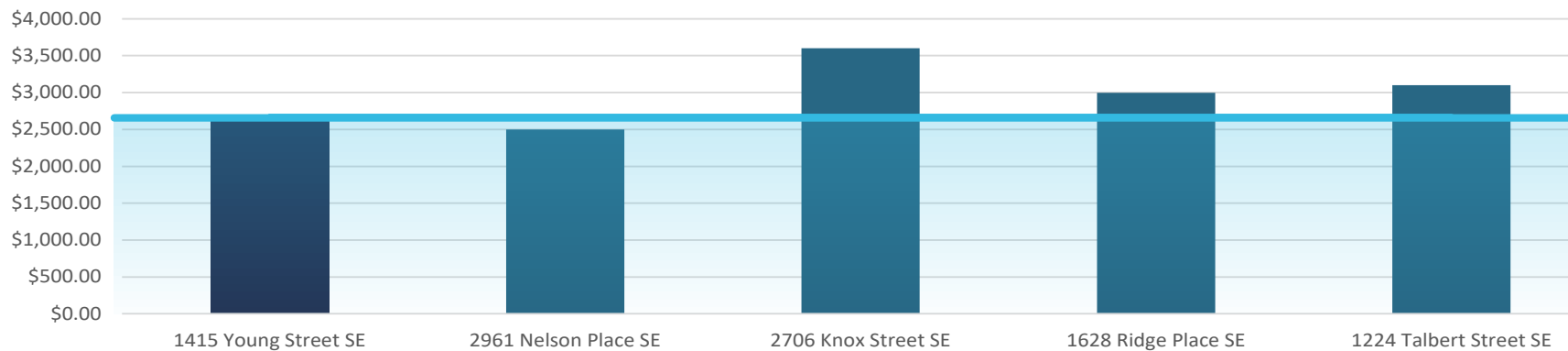
## \$2,678

Average Three-Bedroom  
Rent/Unit

### AVERAGE THREE-BEDROOM RENT/SQUARE FOOT



### AVERAGE THREE-BEDROOM RENT/UNIT





# RENT COMPARABLES

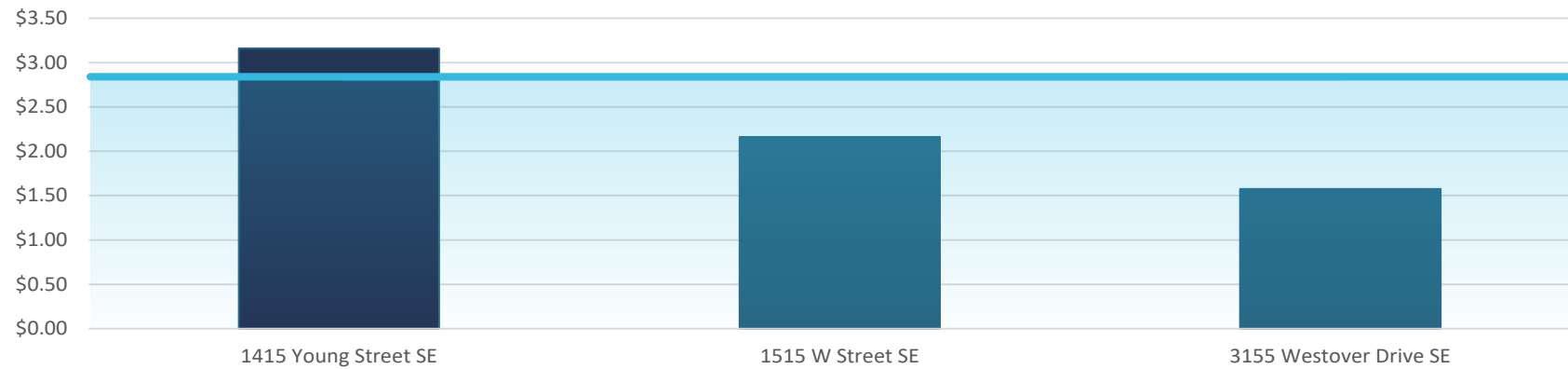
**\$2.83**

Average Four-Bedroom  
Rent/Square Foot

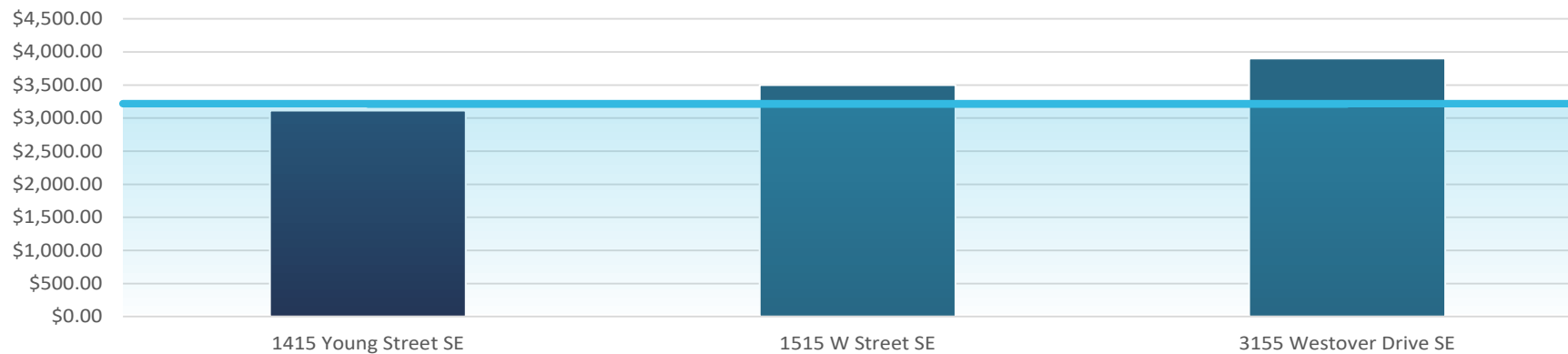
**\$3,193**

Average Four-Bedroom  
Rent/Unit

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



**AVERAGE FOUR-BEDROOM RENT/UNIT**





# SALES COMPARABLES

1. 1415 Young Street SE
2. 1517 Young Street SE
3. 1949 Naylor Road Se



1

2

3

	1415 YOUNG STREET SE	1517 YOUNG STREET SE	1949 NAYLOR ROAD SE
STREET ADDRESS	1415 Young Street SE	1517 Young Street SE	1949 Naylor Road SE
NEIGHBORHOOD	Fairlawn	Fairlawn	Fairlawn
SALES PRICE	-	\$5,500,000	\$7,750,000
CLOSE OF ESCROW	-	8/16/2024	9/24/2024
NUMBER OF UNITS	43	20	29
PRICE/UNIT	-	\$275,000	\$267,241
YEAR BUILT/ RENOVATED	2023	2024	2022
GROSS SF	38,130	20,000	19,585
PRICE/GROSS SF	-	\$275.00	\$395.71
ZONING	RA-2	RA-2	RA-2
LOT SF	15,061	6,970	9,357



# SALES COMPARABLES

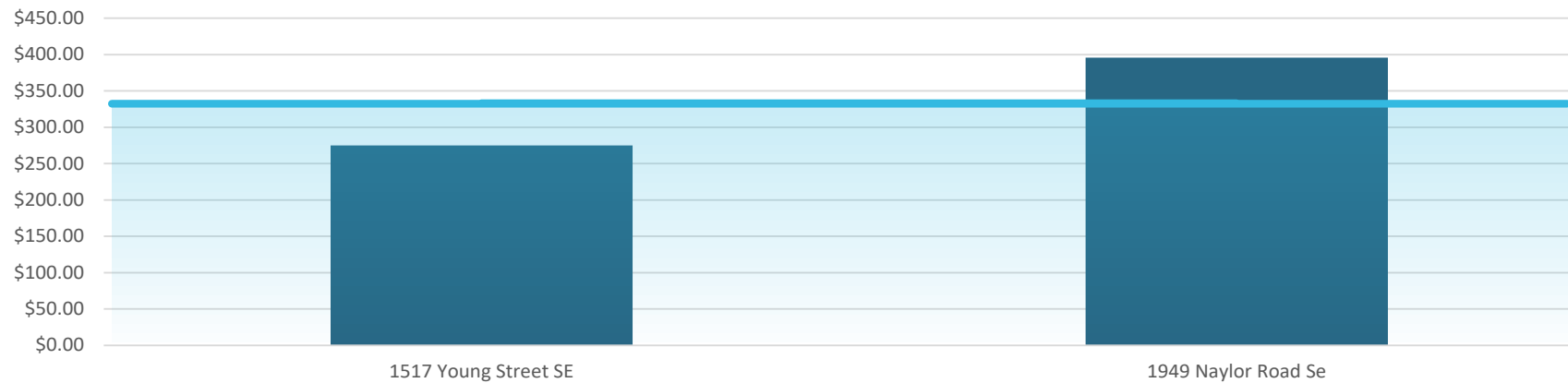
**\$334.72**

Average Sale Price/Square Foot

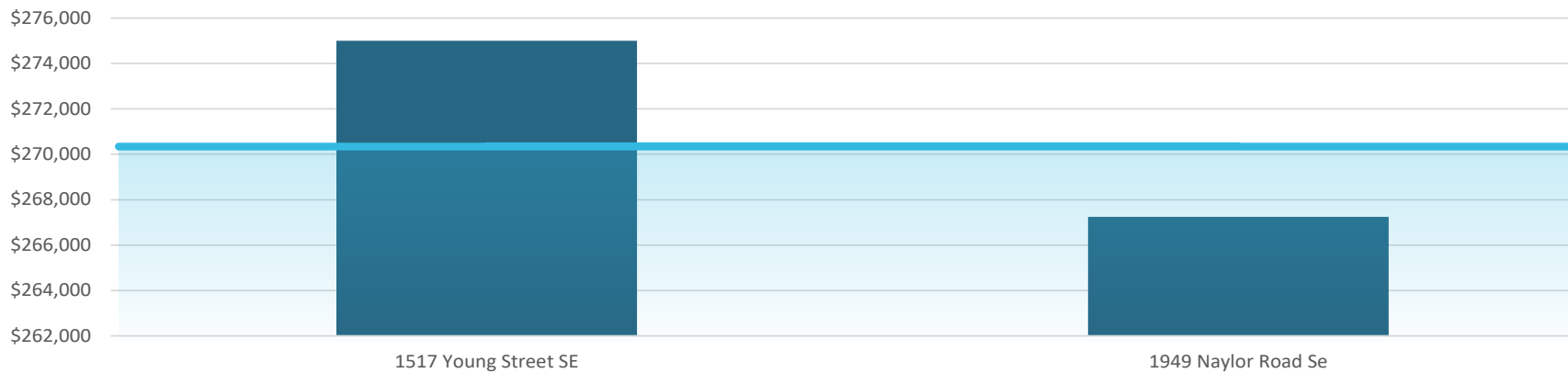
**\$270,408**

Average Sale Price/Unit

## AVERAGE SALE PRICE/SQUARE FOOT



## AVERAGE SALE PRICE/UNIT





# FINANCIAL ANALYSIS

SECTION 05

Marcus & Millichap  
THE ZUPANCIC GROUP





# 1415 YOUNG STREET SE UNIT MIX

## 43

Number of Units

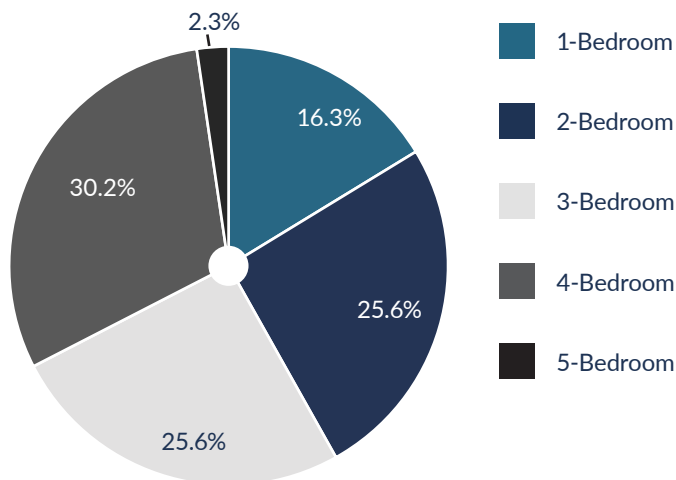
## 826

Average Unit Size (SF)

UNIT TYPE	TOTAL UNITS	AVERAGE SIZE (SF)	PROJECTED RENT PER UNIT	PROJECTED RENT PER SF	HCVP RENT
One-Bedroom	7	564	\$1,699	\$3.01	\$1,322
Two-Bedroom	11	621	\$2,050	\$3.30	\$1,512
Three-Bedroom	11	990	\$2,623	\$2.65	\$2,035
Four-Bedroom	13	986	\$3,115	\$3.16	\$3,117
Five-Bedroom	1	1,056	\$3,400	\$3.22	\$3,721
<b>Total / Average</b>	<b>43</b>	<b>826</b>	<b>\$2,493</b>	<b>\$3.02</b>	

\*HCVP Rents assume the AffordableHousing.com market rents less the applicable utility allowances

## UNIT TYPES



## UNIT MIX BY FLOORPLAN

UNIT TYPE	TOTAL UNITS	AVERAGE SIZE	PROJECTED RENT PER UNIT	PROJECTED RENT PER SF	RENT TYPE
One-Bedroom	6	559	\$1,800	\$3.22	Market
Two-Bedroom	9	616	\$2,150	\$3.49	Market
Three-Bedroom	10	980	\$2,700	\$2.76	Market
Four-Bedroom	12	972	\$3,200	\$3.29	Market
Five-Bedroom	1	1,056	\$3,400	\$3.22	Market
One-Bedroom (IZ)	1	592	\$1,090	\$1.84	IZ (50%)
Two-Bedroom (IZ)	2	642	\$1,599	\$2.49	IZ (60%)
Three-Bedroom (IZ)	1	1,091	\$1,858	\$1.70	IZ (60%)
Four-Bedroom (IZ)	1	1,150	\$2,098	\$1.82	IZ (60%)
<b>Total/Average</b>	<b>43</b>	<b>826</b>	<b>\$2,493</b>	<b>\$3.02</b>	

\*The IZ units are assumed to be leased at the maximum allowable rent less the applicable utility allowances



# PRO FORMA INCOME STATEMENT

INCOME	PRO FORMA	PER UNIT
Gross Potential Rent <sup>1</sup>	\$1,286,328	\$29,915
Total Other Income	\$31,200	\$726
Parking Income <sup>2</sup>	\$31,200	\$726
Gross Potential Income	\$1,317,528	\$30,640
Vacancy <sup>3</sup>	\$64,316	\$1,496
Bad Debt <sup>4</sup>	\$25,727	\$598
Effective Gross Income (EGI)	\$1,227,485	\$28,546
EXPENSES	PRO FORMA	PER UNIT
Real Estate Taxes <sup>5</sup>	\$65,740	\$1,529
Insurance	\$23,650	\$550
Utilities Total	\$44,800	\$1,042
Utilities - Electric	\$1,800	\$42
Utilities - Water & Sewer	\$43,000	\$1,000
Contract Services Total	\$33,550	\$780
Contract Services - Trash	\$12,900	\$300
Contract Services - Landscape/Snow	\$3,600	\$84
Contract Services - Pest Control	\$2,000	\$47
Contract Services - Cleaning	\$15,050	\$350
Payroll	\$64,500	\$1,500
Repairs & Maintenance	\$43,000	\$1,000
Management Fee <sup>6</sup>	\$61,374	\$1,427
General & Administrative	\$10,750	\$250
Licensing and Legal	\$4,300	\$100
Marketing & Advertising	\$6,450	\$150
Total Expenses <sup>7</sup>	\$358,115	\$8,328
Expenses Per SF	\$9.39	
% of EGI	29.17%	
Net Operating Income (NOI)	\$869,370	\$20,218
Reserves	\$10,750	\$250

## NOTES AND ASSUMPTIONS

1. Gross Potential Rent assumes all units are leased at the projected market rents
2. Parking Income Assumes that 13 Parking spaces are leased at \$200/Month
3. Vacancy is set to 5% of Gross Potential Rent
4. Bad Debt assumes 2% of Gross Potential Rent
5. Real Estate Taxes are based on the 2026 Assessed Value from DC OTR
6. Management Fee assumes 5% of Gross Potential Revenue
7. All other expenses are estimated using comparables from similar properties







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**Marcus & Millichap**  
THE ZUPANCIC GROUP

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