

# DELTA ASSOCIATES'

# DISTRICT OF COLUMBIA

## APARTMENT MARKET OVERVIEW | Q1 2023



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04.14.23

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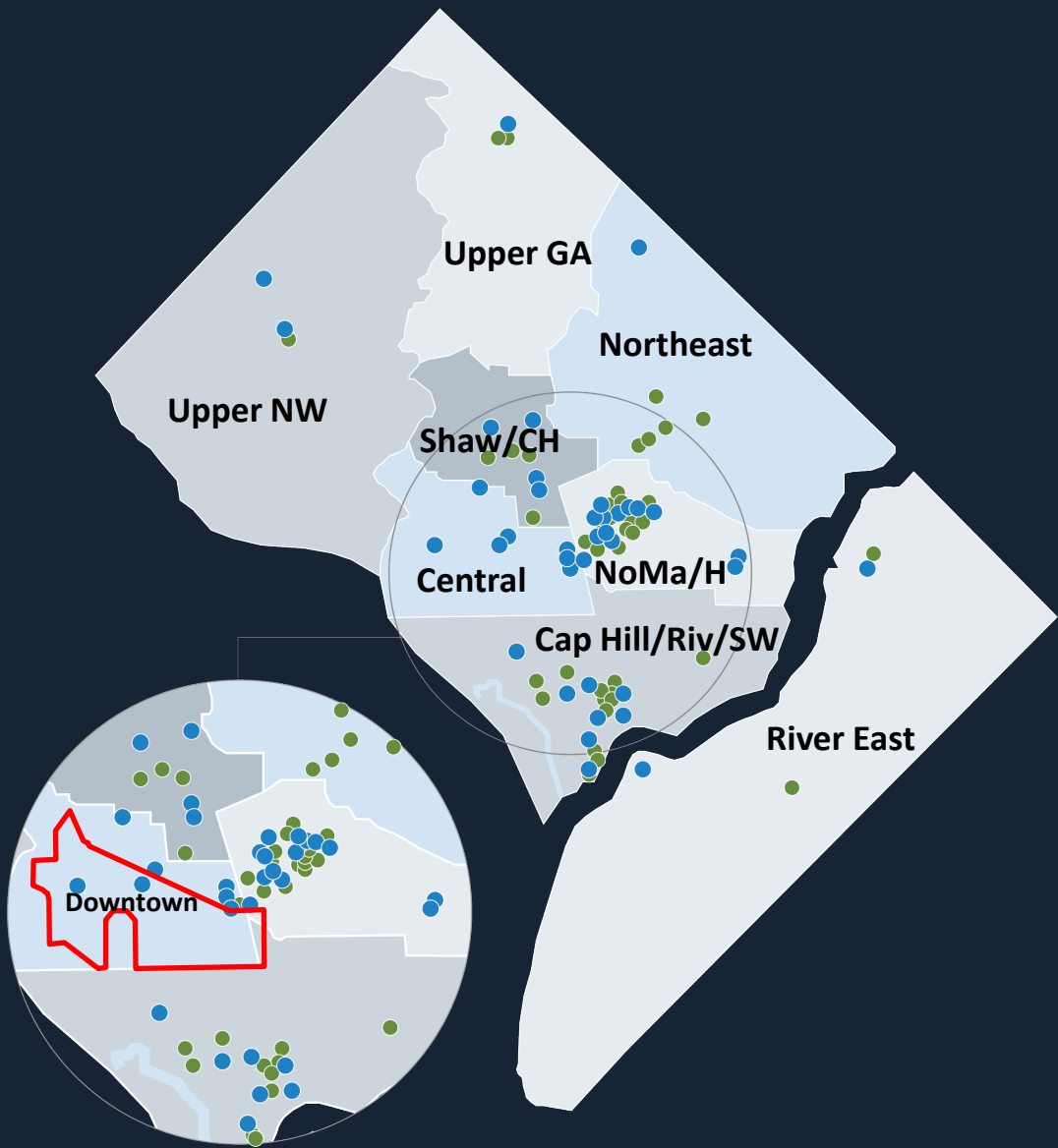


**DELTA**  
ASSOCIATES  
A Transwestern Company

PRESENTED BY:  
WILLIAM RICH, CRE

# APARTMENT PROJECTS IN LEASE-UP OR UC

District of Columbia Submarkets | March 2023



- In Lease-up
- Not Yet Leasing

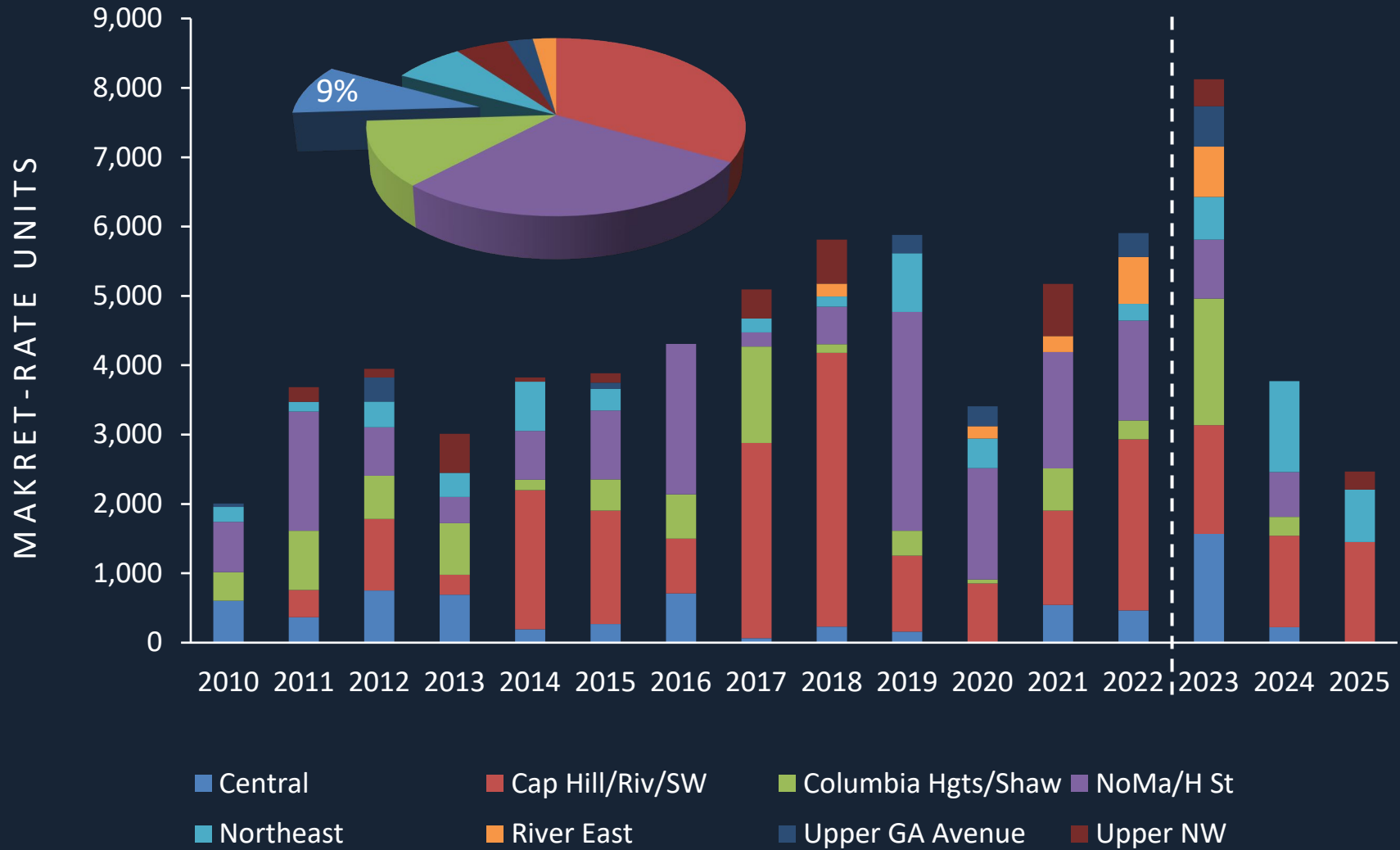
Source: Delta Associates; April 2023.

# APARTMENT CONSTRUCTION STARTS

District of Columbia Submarkets | 2010 - 2025



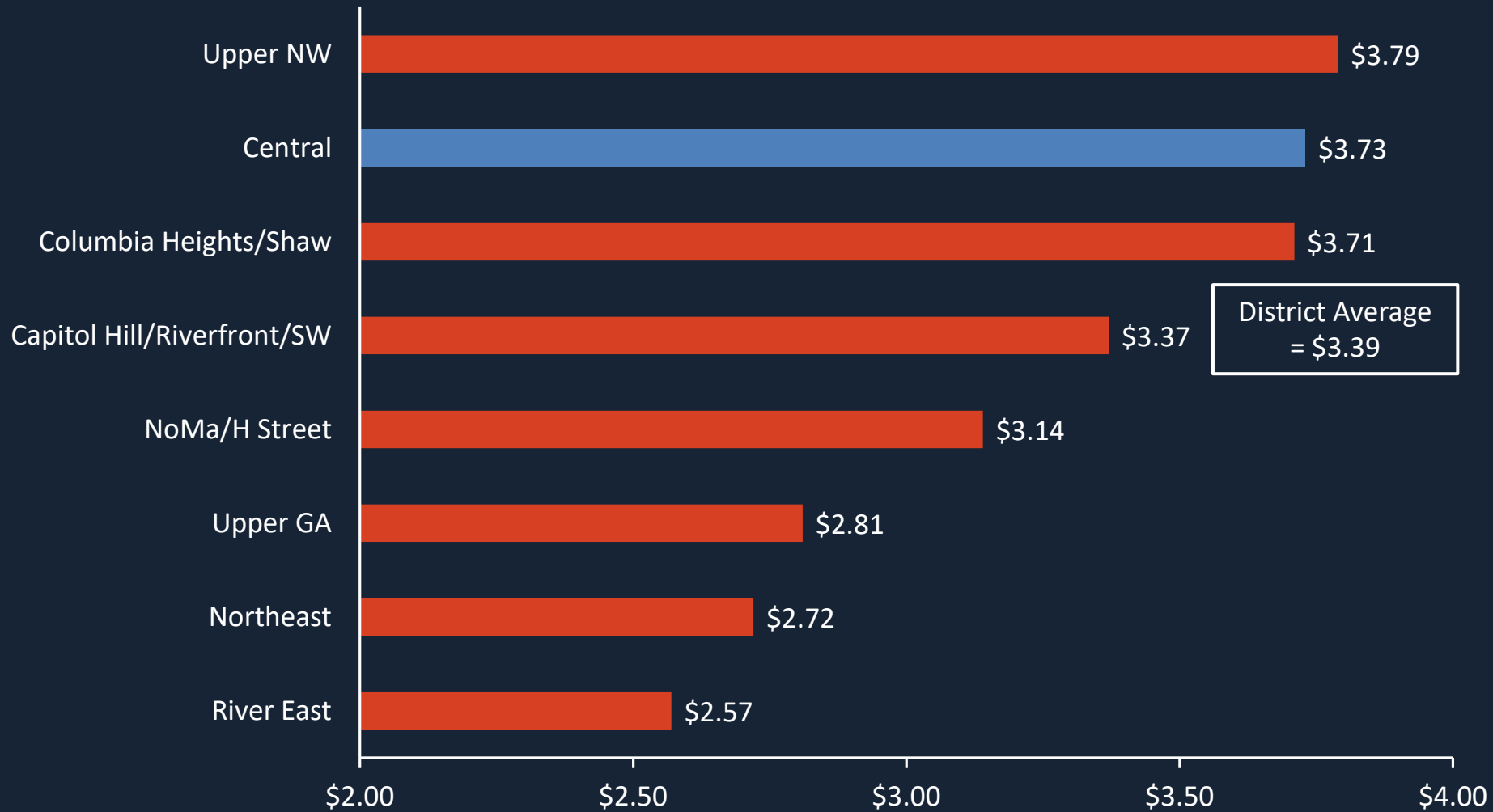
Share of Starts by Submarket  
2010 - 2022



Source: Delta Associates; April 2023.

# CLASS A APARTMENT EFFECTIVE RENT/SF

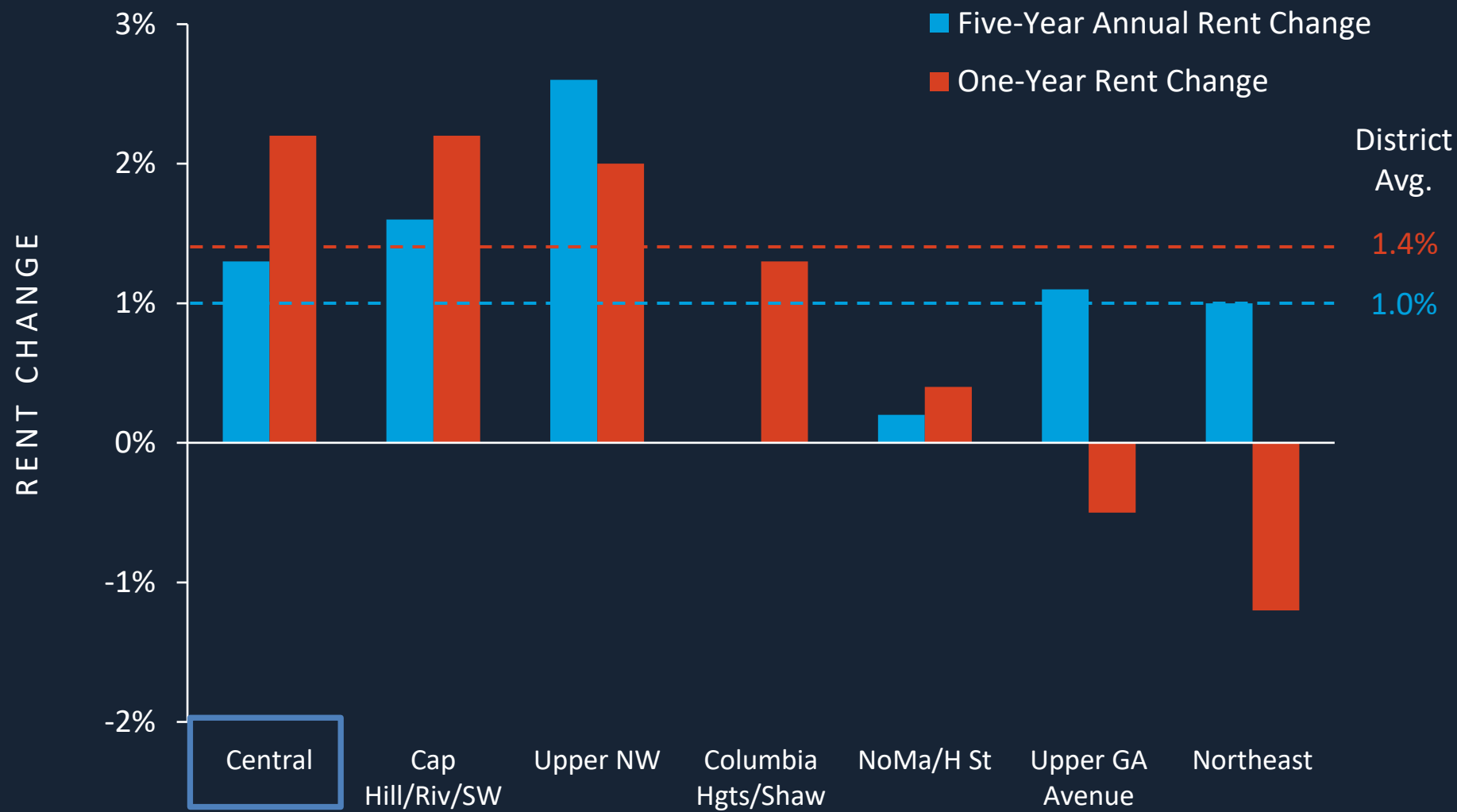
District of Columbia Submarkets | March 2023



Source: Delta Associates; April 2023.

# CLASS A APARTMENT RENT CHANGE

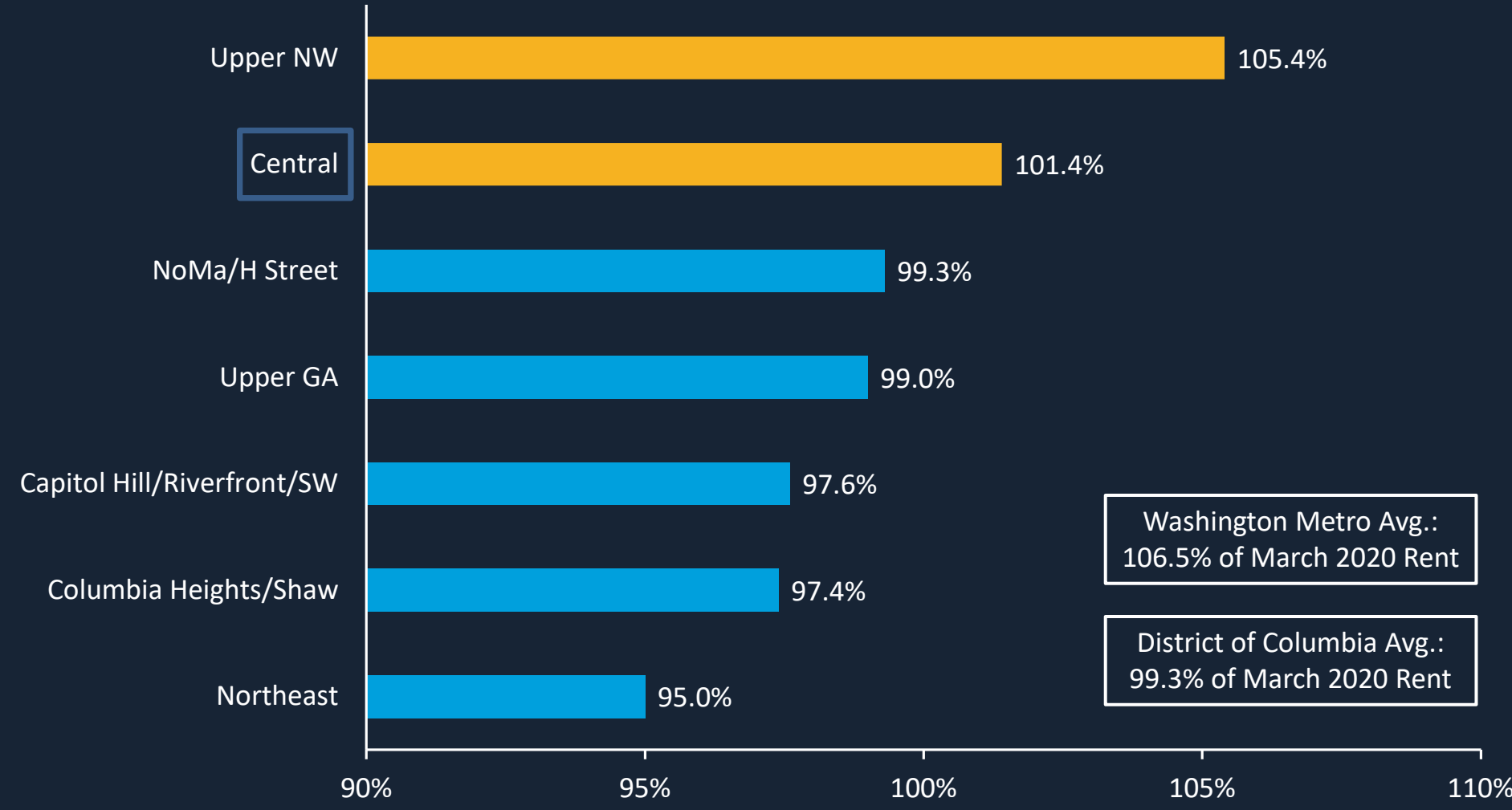
District of Columbia Submarkets | Q1 2018 – Q1 2023



Source: Delta Associates; April 2023.

# CLASS A APARTMENT RENT RECOVERY

District Submarkets | Mar. 2023 Rent as a % of Mar. 2020



Source: Delta Associates; April 2023.



# OFFICE-TO-RESIDENTIAL PIPELINE

District of Columbia | Q1 2023



Elle (1111 20th Street NW)

Developer: Willco

Formerly 185,000 SF office

162 market-rate apartment units



1825-75 Connecticut Avenue NW

Developer: Post Brothers

Formerly 659,000 SF office

600 market-rate apartment units



1425 New York Avenue NW

Developer: Foulger-Pratt

Formerly 287,000 SF office

255 market-rate apartment units

Over 3M SF of office space  
in the pipeline to be  
adaptively reused as  
3,000+ multifamily units

# BENEFITS OF INCENTIVIZING OFFICE CONVERSIONS TO RESIDENTIAL



## SHORT-TERM



Construction jobs



Reduced office vacancy



Boosts property values



Less carbon emissions

## LONG-TERM



Increase population downtown



Vibrant mixed-use neighborhood



Retain & attract retail



Income & sales tax revenue