

Why D.C.?





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President, Mid-Atlantic

We're excited to bring you our perspective on what I think is one of the most vibrant markets in the country. This "Why D.C.?" report brings together CBRE's industry-leading research and local insight to give you the most important highlights of what makes us special.

Known for being the iconic home to our Nation's Capital, we are also home to some of the country's most livable, vibrant communities. From Washington, D.C., to Tysons, Virginia and Bethesda, Maryland, our growing and eclectic neighborhoods are increasingly popular places to live, work, and play.

Our diversifying economy is the fifth largest region in the country, and we are home to 25 Fortune 500 company headquarters. Businesses know that they can benefit from international airports and flexible transportation options.

Businesses also know that our workforce is the second most educated in the country and that more than half of adults hold a bachelor's degree or more. This produces a vibrant economy and unique opportunities for commercial real estate in office, retail and multifamily products.

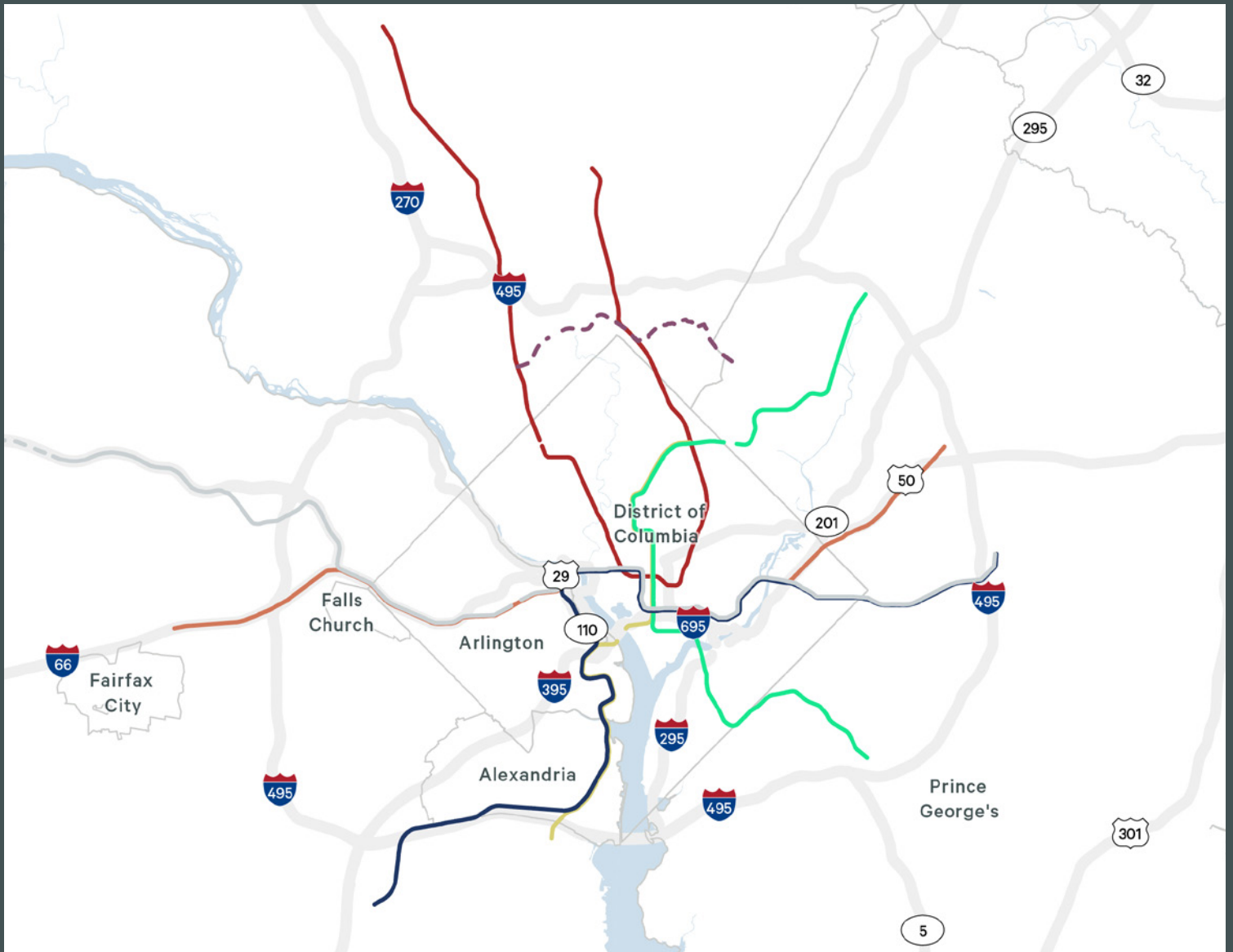
We hope that you will enjoy learning about our region as much as we love living and working here.

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Washington, D.C.

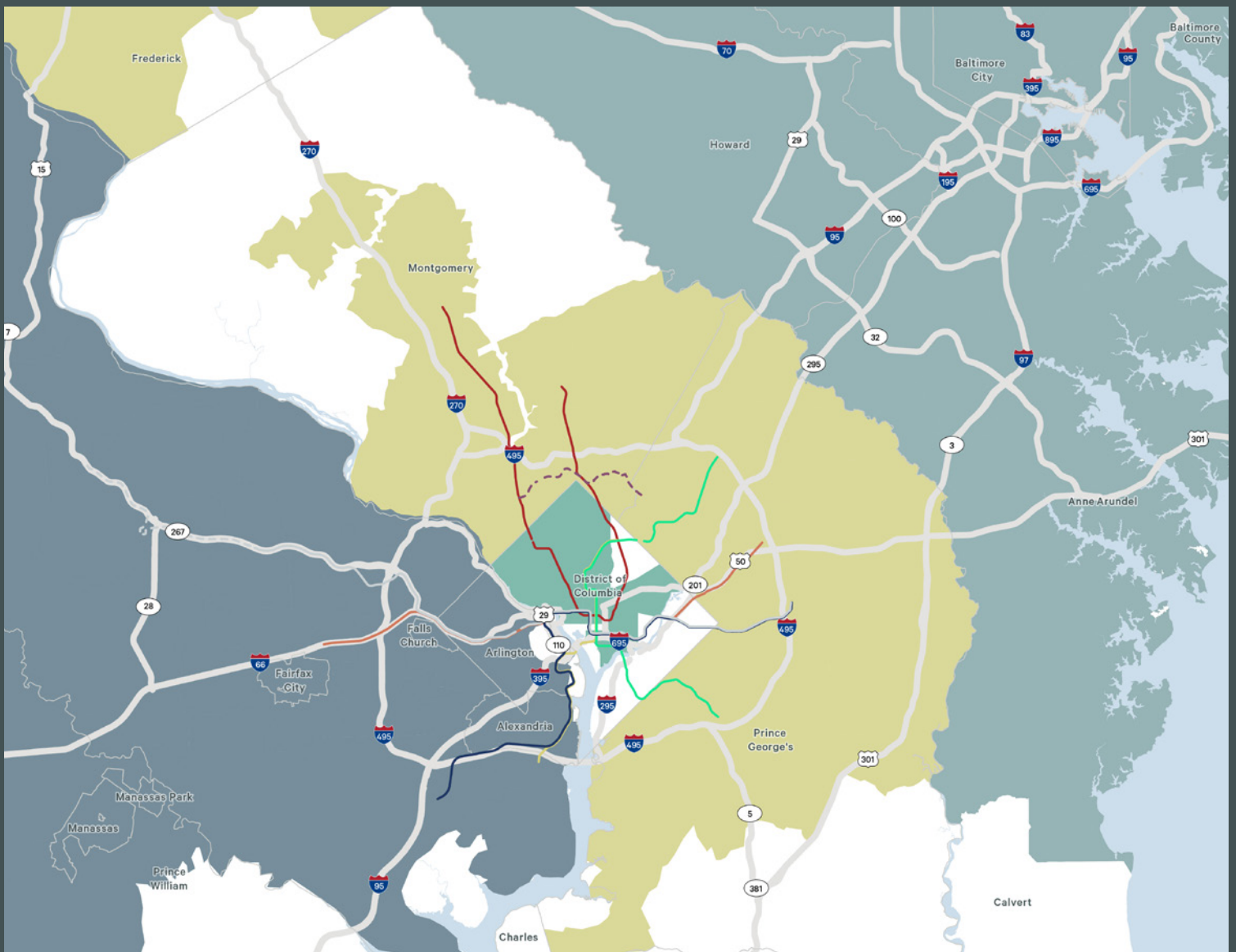
METROPOLITAN STATISTICAL AREA

With breathtaking views of architecture, iconic museums, and over 200,000 acres of parks, Washington, D.C. is consistently ranked a top city to live, work and play. The D.C. region is the fifth most walkable in the U.S., and our cities are consistently ranked highly amongst best places to live.

Submarkets

NORTHERN VIRGINIA & SUBURBAN MARYLAND

The Washington, D.C. region spans across Virginia, Maryland, West Virginia, and the District of Columbia. It has thriving neighborhoods and job centers throughout the region connected by world-class infrastructure.



Where We Live



Iconic. Liveable. Eclectic.



Walkable Environment

#2

region for Affordability
in Combined Housing +
Transportation Costs¹

#5

most Walkable Large
City in the U.S.²

#3

most Livable Large
City in the U.S. (D.C.)³

#1

and **#3** most Livable Medium
Cities in the U.S. (Alexandria,
VA and Arlington, VA)⁴

D.C. has the

highest concentration of **Foreign Consulates
and Embassies** in the U.S., with 186.⁵

400

international
associations⁶

1,000

internationally owned
companies⁷

¹ George Washington University and Smart Growth America (2019), Foot Traffic Ahead: Ranking Walkable Urbanism in America's Largest Metros, 2019. Washington: George Washington University School of Business.

² Walk Score Most Walkable Cities (2022).

³ AARP Livability Index (2022).

⁴ AARP Livability Index (2022).

⁵ DC Chamber of Commerce. Washington, DC International Business Guide.

⁶ DC Chamber of Commerce. Washington, DC International Business Guide.

⁷ DC Chamber of Commerce. Washington, DC International Business Guide.





Housing

Affordable compared to the other top markets

36%

of units are
multifamily rental⁸

\$2,006

average multifamily asking
rent per unit⁹





Parks & Outdoors

Region has over **222,000** acres of national, state, and local parks.¹⁰
98% of D.C. residents live within a 10-minute walk of a park¹¹

NOTABLE PARKS INCLUDE:

- The National Mall
- Rock Creek Park
- Theodore Roosevelt Island
- Great Falls Park
- National Zoo
- Manassas National Battlefield
- Seneca Creek State Park

D.C. has **1,000** acres of parkland, **73** recreation facilities, and **50** aquatic facilities.¹²

6,700

acres of National Parks and Monuments.¹³

#1

Fittest City in America (Arlington, VA)¹⁴

#6

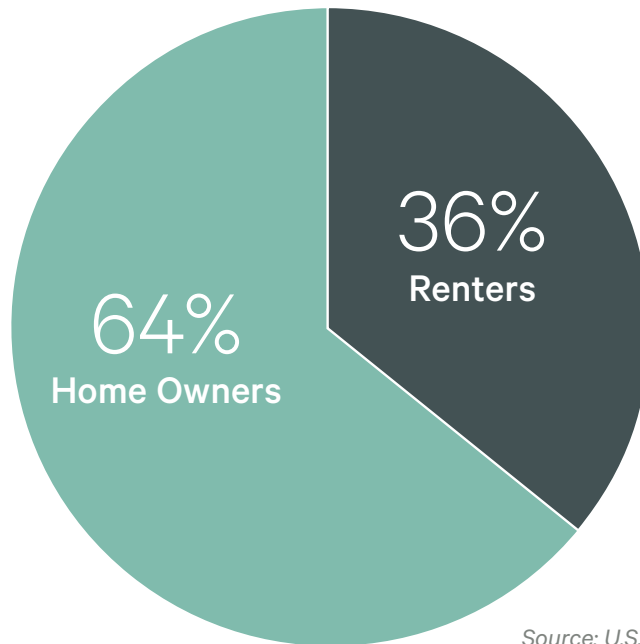
Fittest City in America (Washington, D.C.)¹⁵

8 US Census, American Community Survey 5-year 2020, Table B25032, Tenure by units in structure.
 9 CoStar (Q1 2022), Multifamily statistics, Washington, D.C. MSA, Market asking rent per unit.
 10 U.S. Geological Survey (2019), Mapping public lands in the United States, PAD-US Map; CBRE, Q4 2019
 11 Trust for Public Land (2019), ParkScore.
 12 DC Office of the Chief Financial Officer (2019), 2020 HAO Department of Parks and Recreation.

13 U.S. Geological Survey (2019), Mapping public lands in the United States, PAD-US Map; CBRE, Q4 2019.
 14 American College of Sports Medicine (2021), ACSM American Fitness Index.
 15 American College of Sports Medicine (2021), ACSM American Fitness Index.

Home Ownership

64% home ownership rate¹⁶



Source: U.S. Census



Median Home Value¹⁷

\$618,100 (D.C.)

\$436,600 (D.C. Region)

\$229,800 (U.S.)

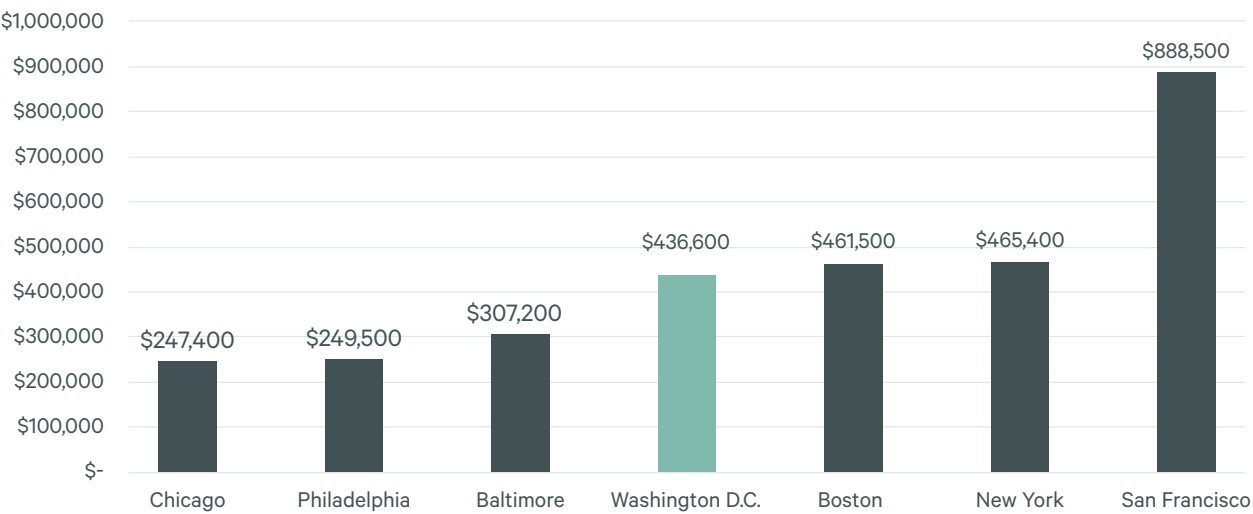
¹⁶ US Census, American Community Survey 1-year 2020. Table DP04: Selected Housing Characteristics.

¹⁷ US Census, American Community Survey 1-year 2020. Table B25077, Median value (dollars).



Comparable Metropolitan Regions¹⁸

MEDIAN HOME VALUE



Source: Zillow

18 US Census, American Community Survey 1-year 2020. Table B25077, Median value (dollars).

Who We Are

Smart & Diverse

We are the second most educated workforce in the country with more than half of adults holding a college degree. Our global and millennial workforce also enjoys access to top institutions of higher learning.



The D.C. region ranks **second** in level of education among large regions.







Comparison of Top Educated Markets¹⁹

25+ years old with Bachelor's Degree or higher.

51.7%
San Francisco

51.4%
Washington, D.C.

49.3%
Boston

48.6%
Madison, WI

47.4%
Raleigh-Durham

46.2%
Austin

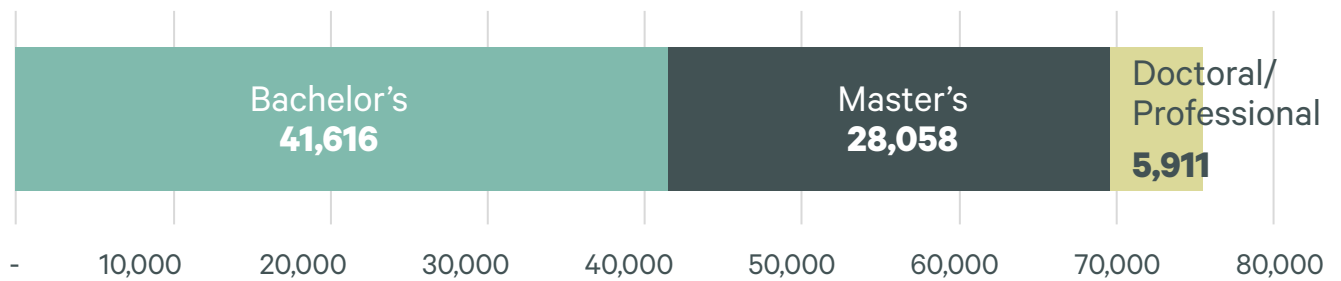
¹⁹ U.S. Census Bureau and Statistics Canada (Metro) 2021.



75,585

Bachelor's and Graduate Degrees awarded
in the D.C. Region in 2019-2020²⁰

DEGREES AWARDED IN D.C. REGION, 2019-2020



Source: U.S. National Center for Education Statistics

²⁰ U.S. National Center for Education Statistics (2020). I-PEDS Database, 2019-2020.



5th largest region in the U.S.

6.39M

people²¹

3.35M

workforce²²



D.C. is ranked the **third**
smartest city in America.²³

²¹ U.S. Census, American Community Survey 1-year 2020. Total Population.

²² U.S. Bureau of Labor Statistics. Civilian Labor Force, January 2022.

²³ WalletHub (2021). Most and Least Educated Cities in America.





23% immigrants²⁴

7th

largest concentration
of immigrants among
large metro areas²⁵

74K

new immigrants
in 2020²⁶

45%

of recent immigrants to the
D.C. region have a Bachelor's
degree or higher²⁷

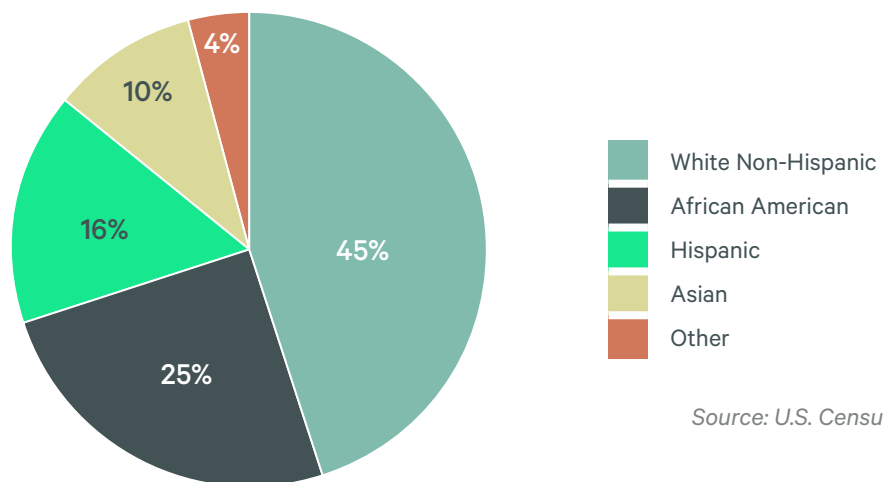


**12,623 tech
degrees conferred
in 2019**²⁸

#3

top tech
talent market²⁹

Diversity



Source: U.S. Census³⁰

24 U.S. Census, American Community Survey 5-year 2020. Table S0501 Selected Characteristics of the Native and Foreign-Born Population
 25 U.S. Census, American Community Survey 5-year 2020. Table S0501 Selected Characteristics of the Native and Foreign-Born Population.
 26 U.S. Census, American Community Survey 5-year 2020. Table S0701 Geographic Mobility by Selected Characteristics in the United States.
 27 U.S. Census, American Community Survey 5-year 2020. Table S0501 Selected Characteristics of the Native and Foreign-Born Population
 28 The National Center for Education Statistics (Region), Canadian Universities, July 2021.
 29 CBRE, Scoring Tech Talent 2021.
 30 US Census, American Community Survey 5-year 2020. Table B03002 Hispanic or Latino Origin by Race

230

institutions of
higher learning





47

Bachelor's or Graduate
degree-granting institutions³¹



31

Major Universities

American University
Catholic University
Gallaudet University
Georgetown University
George Mason University
Howard University
The George Washington University
University of the District of Columbia
University of Maryland
University of Virginia/Virginia Tech Campus
+ more

How We Work

A Thriving Knowledge Economy

Our workforce is defined by knowledge and talent. Anchored by federal employees, our workforce is also diversifying in top knowledge economy industries. With Amazon building its new HQ2, we are solidifying our status as a tech hub of the East Coast.



High Income City

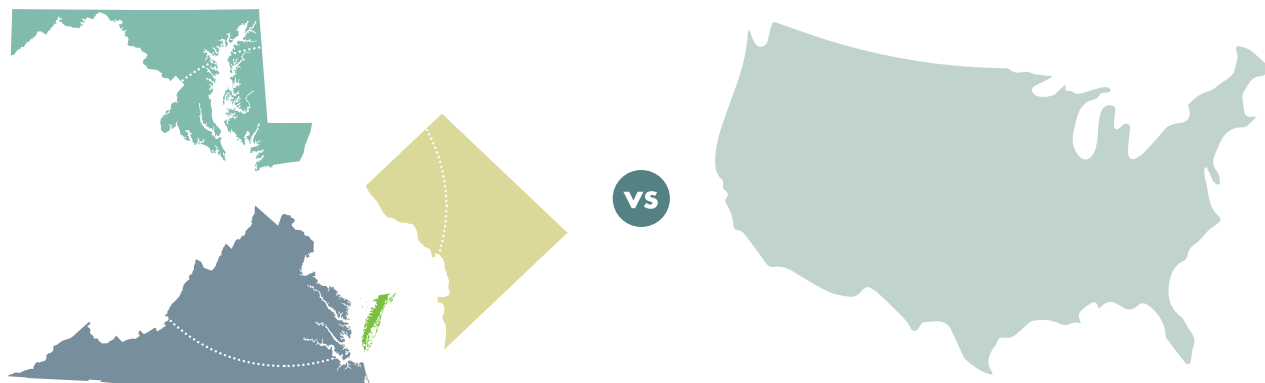
\$95,810

median household
income³²

³² US Census, American Community Survey 5-year 2020. Table
S1903 Median income in the past 12 months (in 2020 inflation-
adjusted dollars)



The median household income in the D.C. region is 1.4X the U.S. median.



6 of Top 10 median income counties in the U.S. are in the D.C. region³³

5TH LARGEST OFFICE-USING EMPLOYMENT IN U.S. METROPOLITAN REGIONS³⁴



Source: U.S. Bureau of Labor Statistics, September 2019.

³³ U.S. News (Dec 11, 2020). The 15 Richest Counties in the U.S.

³⁴ U.S. Bureau of Labor Statistics. Employment, Hours, and Earnings-State and Metro Area, Jan. 2022



374K federal
employees in the
national capita region³⁵

\$96B
in federal contracts³⁶

Major private sector employers



Nonprofits & Advocacy in D.C.

12,367 nonprofit organizations including:

- **8,024** Public Charities
- **497** Private and Public Foundations
- **3,846** civic leagues, chambers of commerce, lobbying, and advocacy organizations.³⁷

³⁵ U.S. Bureau of Labor Statistics. Employment, Hours, and Earnings-State and Metro Area, October 2021.

³⁶ www.usaspending.gov (2020)

³⁷ Independent Sector (2020). The Nonprofit Sector in the District of Columbia.

Our Economy

An Enduring National
Economic Engine





5th Largest Economy in U.S.³⁸

Diversifying Economy

Long-term annual growth rate of employment by industry³⁹

Industry	Annual Growth Rate
Leisure and Hospitality	19.5%
Education and Medical	4.6%
Professional, Business Services, and Information	4.3%
Total Employment	3.9%
Manufacturing	3.9%
Transportation, Utilities, and Wholesale	2.9%
Other Services	1.7%
Government	1.6%
Other Government	0.8%
Construction, Mining, and Logging	0.6%
Federal Government	-0.5%
Financial Activities	-0.6%
Information	-1.5%

Source: U.S. Bureau of Labor Statistics

Note: Oct. 2020 – Oct. 2021 change

³⁸ Bureau of Economic Analysis. Regional Economic Accounts, GDP and Personal Income, CAGDP2 Gross domestic product by county and metropolitan area, nominal.

³⁹ https://www.bls.gov/regions/mid-atlantic/news-release/areaemployment_washingtondc.htm

⁴⁰ <https://fred.stlouisfed.org/series/NGMP47900>

\$561B
GDP (2020)⁴⁰



- 1 New York
- 2 Los Angeles
- 3 Chicago
- 4 San Francisco
- 5 Washington, D.C.

The Washington, D.C. region was **3.0%** of the U.S. economy in 2020. Our recession-resistant economy has a consistently lower unemployment rate than the U.S.⁴¹



Low Unemployment

3.5% **vs** 3.9%
(D.C. Region)⁴² (U.S.)⁴³

⁴¹ Bureau of Economic Analysis. Regional Economic Accounts, GDP and Personal Income, CAGDP2 Gross domestic product by county and metropolitan area, nominal.

⁴² U.S. Bureau of Labor Statistics. Unemployment, seasonally adjusted. January 2022

⁴³ <https://www.bls.gov/news.release/empsit.t10.htm> (2019)





Foreign Investments

24% of office investment in the D.C. region for 2021 is from foreign buyers, totaling \$1.9B.⁴⁴

#3

most “future-focused city in America”⁴⁵

5th

largest destination for foreign capital in commercial real estate.⁴⁶

⁴⁴ Real Capital Analytics (2021).

⁴⁵ <https://financebuzz.com/future-focused-cities>

⁴⁶ Real Capital Analytics (2021).



Fortune 500 (2021)

Top destination for Fortune 500 companies⁴⁷

Virginia



Name (Rank)	Revenue (\$Bil.)
Amazon (2*)	\$386
Freddie Mac (47)	\$66.2
Nestle USA (79**) ⁴⁸	\$89.8
General Dynamics (84)	\$37.9
Northrop Grumman (86)	\$36.8
Capital One Financial (99)	\$31.6
Dollar Tree (111)	\$25.5
Performance Food Group (114)	\$25.1
CarMax (136)	\$20.8
Altria Group (138)	\$20.8
DXC Technology (152)	\$19.6
Dominion Energy (193)	\$16.1
Leidos Holdings (248)	\$12.3
AES Corp. (313)	\$9.7
Booz Allen Hamilton (391)	\$7.5
CACI International (473)	\$5.7
Hilton Worldwide Holdings (596)	\$4.3

Source: Fortune Magazine

*Amazon HQ2 soon to open in Arlington, Virginia

** Nestle is #79 as a global Fortune 500 company

⁴⁷ <https://fortune.com/fortune500/2021/search/?hqstate=VA>

⁴⁸ <https://fortune.com/company/nestle/global500/>

Washington, D.C.



Name (Rank)

Fannie Mae (25)

Danaher (130)

Revenue (\$Bil.)

\$106.4

\$22.3

Maryland



Name (Rank)

Lockheed Martin (49)

Discovery (290***)

Marriott International (293)

T. Rowe Price (447)

Sinclair Broadcast Group (465)

McCormick (482)

Revenue (\$Bil.)

\$65.4

\$10.7

\$10.6

\$6.2

\$5.9

\$5.6

*** Now known as Warner Bros. Discovery



How We Spend Our Money

The Washington, D.C. area is a world-class destination for culture, shopping, and dining. We're home to 23 Michelin-starred restaurants and many of the world-renowned Smithsonian museums.



Out & About





Major Shopping Destination

Affordable compared to the other top markets

Tysons
CORNER CENTER®



TYSONS
GALLERIA

Tysons Corner Center and Tysons Galleria combine to be
largest retail shopping mall complex in the U.S.





Three major malls served by Metrorail:

Tysons Corner Center, Tysons Galleria,
and Fashion Centre at Pentagon City.

**THE ONLY MAJOR MALLS SERVED
BY TRANSIT IN THE U.S.**

\$3.7B in Visitor Spending⁴⁹

Domestic visitation is forecasted to be
20 million in 2022.⁵⁰



84 museums in Washington, D.C.⁵¹

4

museums in Top 20
Most Visited in
the World⁵²

19

Smithsonian Museums, plus
the Smithsonian National
Zoo, all with free admission⁵³

⁴⁹ <https://washington.org/press/destination-dc-announces-marketing-and-sales-efforts-boost-domestic-and-overseas-visitation> (2020)

⁵⁰ <https://washington.org/sites/default/files/2021-09/washingtondc-hotel-visitor-forecast-2021-2022-fall2021.pdf>

⁵¹ Open Data DC (2019). Museums in DC:TEA / AECOM (2018). Theme Index: Museum Index 2018, Global Attractions

⁵² Attendance Report.

⁵³ <https://www.si.edu/newsdesk/factsheets/smithsonian-institution-fact-sheet>

Performing Arts Venues



Sports Facilities

FedEx Field (82K CPTY)
Washington Commanders

FedExField

Nationals Park (42K CPTY)
Washington Nationals



Capital One Arena (21K CPTY)
Capitals, Mystics, Wizards



Audi Field (20K CPTY)
D.C. United







Restaurant & Dining

Restaurant sales in downtown D.C. have recovered by 76 percentage points since the start of the pandemic⁵⁴

23

Michelin Star
Restaurants
(2021)



2,482

restaurants in
the District of
Columbia⁵⁵

\$14.7B

in retail and
restaurant sales
in FY 2020⁵⁶



D.C. **#3** city in money spent on dining out.
(\$4,360 annually per person)⁵⁷

D.C. **#2** city in disposable income (\$75,146
after at-home food, housing, transportation,
and health care)⁵⁸

54 <https://dcist.com/story/21/10/04/downtown-dc-restaurant-sales/>

55 CBRE, Fast Report.

56 <https://14x1z243z988315lc25fjqzl-wpengine.netdna-ssl.com/wp-content/uploads/2021/09/2021-WDCEP-NhoodProfiles-web.pdf>

57 <https://www.statista.com/statistics/205618/per-capita-income-in-the-top-20-most-populated-cities-in-the-us/>

https://www.bls.gov/regions/mid-atlantic/news-release/consumerexpenditures_washington.htm

58 U.S. Bureau of Labor Statistics, Consumer Expenditure Survey, Metropolitan Statistical Area Tables, 2019-2020



How We Get Around

We have flexible commute options ranging from our Metro system, rapid buses, walking, biking, and using dockless e-bikes and scooters. Our highway infrastructure leads the country in innovative express lanes, and the region continues to invest in improving and expanding its transit network.





Flexible Options



Global Airports

3 airports in the **top-20**
best large airports⁵⁹



Passengers

DCA - 11.2M⁶⁰

IAD - 13.1M⁶¹

BWI - 17.1M⁶²

436 miles of mixed-use and bike trails⁶³

5,000+ Capital Bikeshare bikes⁶⁴

650+ bikeshare stations region wide⁶⁵

10,000+ dockless scooters and bikes permitted⁶⁶

59 <https://www.businessinsider.com/best-large-airport-us-new-orleans-2021-11>

60 Metropolitan Washington Airports Authority. Reagan air traffic statistics, Aug 2018-July 2019

61 <https://www.mwaa.com/sites/mwaa.com/files/2021-12/10-21%20ATS%20%2812.9.21%29.pdf>

62 <https://www.bwiairport.com/sites/default/files/Oct2021.pdf>

63 Washington Area Bicyclist Association (August 13, 2018). The capital trails coalition's new trail network map.

64 <https://mayor.dc.gov/release/mayor-bowser-and-lyft-announce-free-capital-bikeshare-memberships-all-dc-residents>

65 <https://mayor.dc.gov/release/mayor-bowser-and-lyft-announce-free-capital-bikeshare-memberships-all-dc-residents>

66 <https://wtop.com/dc/2021/09/upcoming-dc-law-aims-to-stop-e-scooters-from-littering-sidewalks/#:~:text=According%20to%20>



#4

region for alternative commuting⁶⁷

24%

of trips via transit, walk, or bike⁶⁸



Innovative Highways

I-495 HOT lanes (14 miles)

I-95 HOT lanes (31 miles)

I-66 variable tolls (10 miles)

MD Intercounty Connector (18 miles)



Expansions

I-95 Southern Extension (10 miles)

⁶⁷ U.S. Federal Highway Administration. National Household Travel Survey.

⁶⁸ <https://www.mwcog.org/newsroom/2020/10/21/survey-provides-detailed-look-at-17m-trips-taken-per-day-by-area-residents/>





Annual Rail Transit Passengers (2021)

WMATA – 33.96M⁶⁹

VRE – 342K⁷⁰

MARC – 912K⁷¹

Regional Rail Network

WMATA Metro Rail

118 miles of track

91 stations

Expanding Rail Transit

SILVER LINE PHASE 2

23 miles

6 new metro rail stations⁷²

PURPLE LINE

16.2 miles of light rail

21 stations

D.C. STREETCAR

2.4 miles of streetcar on H Street NE

9 stations

37 miles of total streetcar planned



30.3

minutes average work
commute time⁷³

⁶⁹ <https://www.wmata.com/initiatives/ridership-portal/Rail-Data-Portal.cfm>

⁷⁰ <https://novatransit.org/resources/ridership-data/>

⁷¹ (Jan-Sep 2021 data available) <https://www.mta.maryland.gov/performance-improvement>

⁷² <https://www.restonnow.com/2021/11/04/silver-line-phase-2-has-finally-reached-substantial-completion/>

⁷³ <https://wtop.com/local/2020/09/dc-region-among-worst-nationwide-for-commute-times-ranking-reveals/#:~:text=42,the%20nation's%20capital%20at%20No.>



Reimagining Neighborhoods

The future of real estate is increasingly providing live-work-play environments everywhere from Downtown to the suburbs. The Washington, D.C. region is developing some of the most iconic of these environments for the future, completely reimagining the community experience with open space, retail, and work interconnected to home by walking, biking, and accessible transit.



Developing Mixed-Use, Walkable Vibrancy for the Future

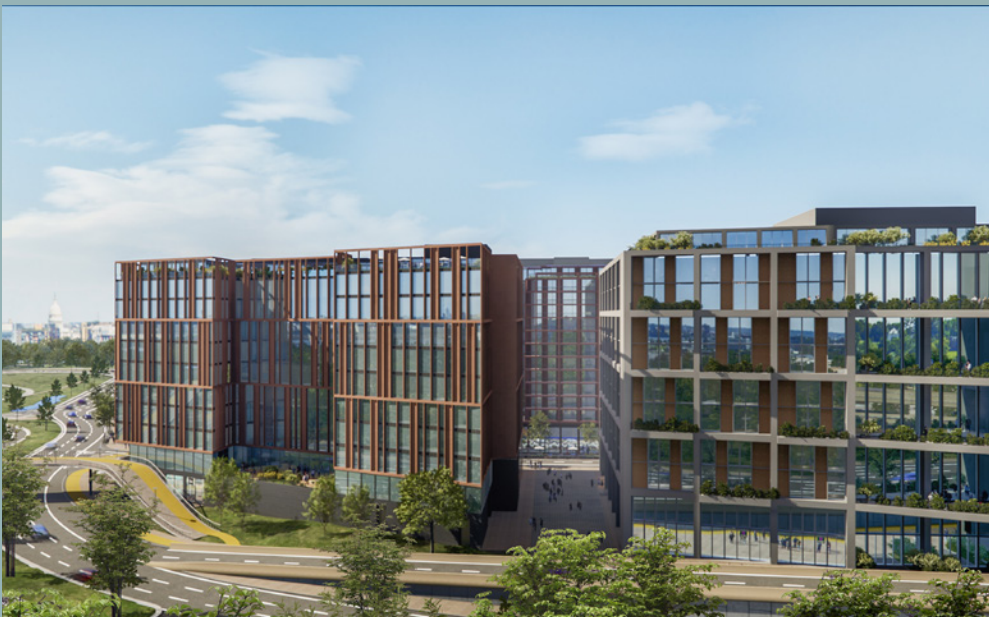




City Center
Washington, D.C.



District Wharf
Washington, D.C.



Bridge District
Washington, D.C.

The Boro
Tysons Corner, VA



National Landing
Arlington, VA



Pike & Rose
Rockville, MD



The Washington, D.C. region is one of the most thriving areas of the U.S. and a top destination for residents and businesses. Our unique region with iconic architecture, high quality of life, and world-class recreation places our communities among several “Top” rankings in the U.S. With coming investments in infrastructure, housing, and commercial real estate development, the region’s economy will continue to thrive for years to come.





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