



March 9, 2015

Lloyd Jordan, Chairperson
Board of Zoning Adjustment
441 4th Street NW, Suite 220 S
Washington DC 20001

Re: 1220 Potomac Ave, SE

To Whom It May Concern:

I have been asked to give my opinion on the application for a variance from the parking requirement for the subject property.

I am the real estate broker for UrbanLand Company, LLC, a real estate brokerage licensed in DC, Maryland and Virginia, with a principal place of business at 913 Florida Avenue, NW, and I have been in the real estate business for the past 31 years. I started UrbanLand Company 12 years ago, after having worked for six years as a real estate salesperson with Coldwell Banker and Pardoe Real Estate, and for 14 years as an owner and operator of apartment buildings. My relevant experience is in selling property in DC's active markets including U Street, H Street, Capitol Hill, Eckington, Brookland, Brightwood, Petworth, Ledroit Park, Shaw, Trinidad, RFK, Columbia Heights, Anacostia and Deanwood.

Having brokered the sale of over 1,178 residential units and numerous land parcels, I have extensive knowledge and experience in the sale of residential property in DC. I regularly speak to 10 or more buyers each day – in person at the hundreds of open houses I have held, or at the weekly homebuyer workshops I run at my office, or over the phone – and I am very familiar with urban buyers' interests and concerns.

The subject property is located in the Capitol Hill neighborhood in Southeast Washington at 1220 Potomac Avenue, SE. The property has excellent and convenient transit nearby. The Potomac Avenue Metro Station, with blue, orange and silver line trains, is 0.3 miles away, and there are 10 Metrobus

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lines within 0.2 miles. In addition, there are 8 carshare (Zipcar or Hertz on Demand) locations within 0.3 miles. The neighborhood is flat with extensive bike lanes and 2 Capital Bikeshare stations within 0.3 miles and another 2 within 0.5 miles. For daily errands, 2 grocery stores are within 3 blocks: Harris Teeter and Mangialardo & Sons. Eastern Market is 0.5 miles away, and there are numerous other amenities nearby. According to Walkscore.com, the subject property is located in a walker's and biker's "paradise" where "daily errands do not require a car." The site gives the subject property walk and bike scores of 90 and 92, respectively.

During my extensive and active condominium brokerage experience, I have observed that many DC condominium buyers today do not have a car, are not looking for parking with their unit purchase, and are intent on finding a property with great transit options and convenient amenities nearby. This is particularly true of smaller unit (under 900 square foot) condominium purchasers, such as the prospective buyers for the subject property. The typical buyer for these units will likely be young, single people or couples without children. These buyers will, no doubt, be attracted to the convenience and livability of the subject location without the need for parking.

In reviewing my own DC condominium sales in the past year, I note that of 28 units sold, only 3 included a parking space. Ninety percent of the units sold without parking. And in my recent brokerage of 4 DC condominium projects for my developer clients in Petworth, Eckington and Columbia Heights, 3 of the projects (of 39, 15 and 6 units), had no parking at all, and 1 project had 1 parking space for 4 units.

This trend toward embracing a car-free existence for DC condominium buyers appears to be market wide. The reasons include the increase in transportation options throughout the city, the growth of development near transit stations, growing environmental awareness, and buyers' desire to keep some costs down, as housing and other costs continue to rise. Washington is experiencing a noticeable increase in car-free households, which in my opinion will be borne out in the sales of the subject property as well.

Thank you for the opportunity to present my opinion.

Sincerely,


Gerard V. DiRuggiero
Broker and Managing Member

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