

CLOSED TRANSACTIONS – WASHINGTON, D.C.

ADDRESS	COE	ADDRESS	COE	ADDRESS	COE
5911 Blair Rd NW	1/22/2014	2007 18th St NW	11/3/2009		
2009 14th St NW	9/27/2013	911 U St NW	12/4/2008		
3118-3120 Georgia Ave NW	9/10/2013	1744 Columbia Rd NW	7/7/2008		
1639 Wisconsin Ave NW	7/10/2013	1639 Wisconsin Ave NW	9/5/2007		
3210 Georgia Ave NW	5/6/2013	3161 Mount Pleasant St NW	4/26/2007		
3218 Georgia Ave NW	4/18/2013				
3212-3216 Georgia Ave NW	4/9/2013				
2403 MLK Jr Ave SE	2/15/2013				
1502 21st St NW	1/9/2013				
1313-1317 14th St NW	12/31/2012				
1214 28th St NW	9/13/2012				
717 8th St SE	7/27/2011				
1737 Columbia Rd NW	5/12/2011				
1037 33rd St NW	3/15/2011				
1367 Florida Ave NE	2/2/2011				
1633 Wisconsin Ave NW	4/30/2010				
1338 N Capitol St NW	4/8/2010				
1639 Wisconsin Ave NW	12/9/2009				

MARKETING CHANNELS



DIRECT AGENT OUTREACH

The lynchpin of the Feldman Ruel marketing platform is proactive outreach to investors, operators, and agents. Feldman Ruel's focus on proactive rather than passive marketing campaigns differentiates itself from its competition and is the driver behind the success of the firm. While technology has allowed for a wider reach in a shorter period of time, it is Feldman Ruel's ardent belief that there is not now, nor will there ever be, any substitute for simply picking up the phone and doing the hard work. The firm prides itself on the amount of time spent building relationships with our clients and potential buyers to truly understand what they're looking for when it comes to their next commercial property. Our database, which has been painstakingly built and maintained over the last 16 years, through both incorporation of public land records and extensive research and relationship building connects us with over 46,000 owners, operators and agents. Each agent of Feldman Ruel is tasked with telephonically contacting hundreds of owners each week to establish new relationships and maintain existing ones with the goal of procuring buyers for the properties we have listed for sale. Unlike other brokerage firms, client interaction is our number one focus rather than creating passive marketing campaigns to check a box.


FELDMAN RUEL
URBAN PROPERTY ADVISORS



JUST LISTED

\$ \$ \$ **\$1,199,000**
LIST PRICE

\$ \$ \$ **\$299,750**
PRICE PER UNIT

% **100%**
VACANT

📍 **Dupont Circle**
NEIGHBORHOOD

1630 Corcoran Street NW
WASHINGTON, D.C. 20009

INVESTMENT HIGHLIGHTS

- Multifamily Property Located Adjacent to 17th Street NW
- Four 1BR/1BA Units Across Four Levels
- Ideal for Owner-Occupant or Investor
- Delivered 100% Vacant | Well Suited for 1031 Exchange Buyer
- Located Less than 1 Mile from Dupont Circle and U Street Metro Station

[DOWNLOAD THE OFFERING MEMORANDUM](#)

EMAIL MARKETING CAMPAIGNS

Feldman Ruel develops unique email marketing campaign strategies for each of its exclusive listings. We have an email database of over 27,000 investors, operators, and agents and an open rate of over 34%, which is 143% higher than the industry average. Our emails feature moving GIF images to grab the attention of the recipient allowing us to share more information and further engage and educate potential buyers and spark further interest.


FELDMAN RUEL
URBAN PROPERTY ADVISORS



JUST LISTED
1600 U STREET NW

\$ **\$8,100,000**
LIST PRICE

SF **9,831 SF**
BUILDING SIZE ABOVE GRADE

📍 **U Street Corridor/
Dupont Circle**
NEIGHBORHOOD

INVESTMENT HIGHLIGHTS

- Trophy Multitenant Retail Property Anchored by Starbucks
- Other Tenants Include Bandit Taco, Jin's Cleaners, & Local 16
- Situated on a Hard Corner at a Major Signalized Intersection
- Centrally Located Between Dupont Circle, Logan Circle, Adams Morgan, & More
- Four Blocks from the U Street Metro Station Serving the Green and Yellow Lines
- Traffic Counts of 22,340 VPD at 16th Street NW & 15,297 VPD at New Hampshire Avenue NW

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SOCIAL MEDIA CAMPAIGNS

Similar to our specialized email marketing campaigns, Feldman Ruel strategically plans and executes social media campaigns across several platforms to reach potential investors, owners, and agents using multiple mediums. Social media campaigns can consist of static images, GIF images, news articles, and/or videos designed to feature the main deal points that will sell the specific listings with which they are associated. We are active on LinkedIn, Twitter, and Instagram and have a strong following of investors, owners, and agents located in the D.C. metro region and around the United States.

MARKETING CHANNELS



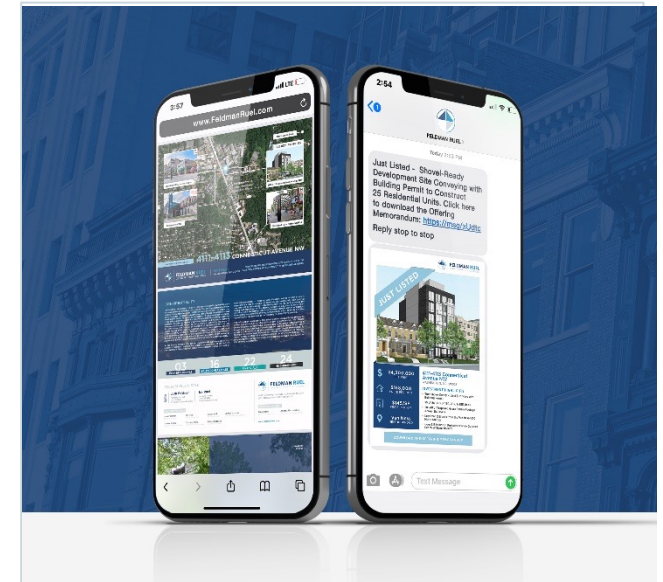
FELDMAN RUEL WEBSITE

Like any company, our website is one of our core outreach tools. Through advanced technology, potential investors are able to freely view our current listings, sign confidentiality agreements, and download our property offering memoranda directly through our website without the need to contact the firm. The vast majority of commercial real estate firms require interested investors, owners, and agents to call or email the listing broker or wait for the listing broker to approve online access prior to obtaining property information on their exclusive listings, however Feldman Ruel believes it is in the best interest of its clients to remove these barriers and provide for unimpeded access to information on its exclusive listings. Our listing software provides the ability to measure all webpage activity and track key metrics in real time that are passed along to our clients in addition to other pertinent information through our marketing reports.



ONLINE LISTING PLATFORMS

Feldman Ruel utilizes several online commercial real estate platforms to aid in the distribution of our marketing materials to potential investors, operators, and agents with whom it may not already be in touch. While there is no single source used by commercial real estate brokers to post properties online, by using CoStar, LoopNet and CREXi which are essentially the industry's "big three," Feldman Ruel ensures that anyone searching for properties online will be exposed to the firm's exclusive listing inventory. These services are also beneficial for putting Feldman Ruel in touch with buyers and outside brokers searching for properties.



TEXT MESSAGE CAMPAIGNS

Feldman Ruel offers text message marketing as an optional feature for investors, operators, and agents. If opted into, its text message service notifies subscribers of new listings the moment they hit the market. The pitfall of many electronic marketing campaigns is oversaturation of the same message. Investors, operators, and agents will often disregard notifications about new exclusive listings believing they have already been sent the notification on previous occasions. To combat this issue and increase engagement Feldman Ruel employs a text message strategy whereby all recipients are notified of each exclusive listing on a single occasion rather than being repeatedly bombarded with the same information numerous times. Additionally, recipients have the ability to subscribe, unsubscribe, or resubscribe at any time.



PROPERTY SUMMARY

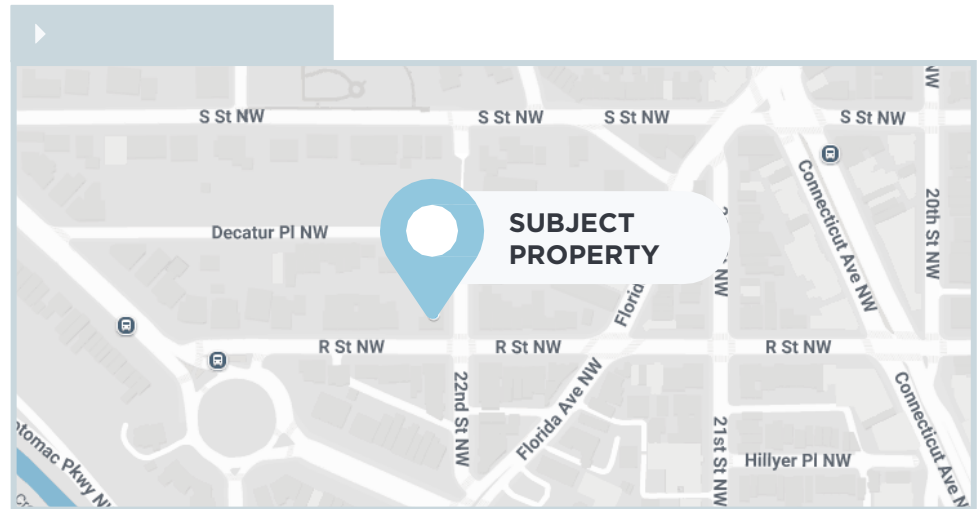


2201

R STREET NW

WASHINGTON, D.C. 20008

PARCEL NUMBER	Square 2516 / Lots 65 & 66
OWNERSHIP TYPE	Fee Simple
PRODUCT TYPE	Multifamily Conversion (6-Unit, BZA #21467)
ZONING	R-3 (Use Variance pending — BZA #21467)
LOT SIZE	5,292 SF
BUILDING SIZE	16,188 SF GFA
YEAR BUILT	1906 (George Oakley Totten, Jr.)
LEVELS	4 stories + basement + attic
EXTERIOR	Renaissance Revival masonry
LAST SALE (JULY 2023)	\$7,100,000
CURRENT TAX ASSESSMENT	\$5,835,130 (2026)
CURRENT PROPERTY TAXES	\$291,757 (2026 est. — Class 3 vacant @ \$5/\$100)



ZONED R-3

The purpose of the R-3 zone is to allow for row dwellings, while including areas within which row dwellings are mingled with detached dwellings, semi-detached dwellings, and groups of three or more row dwellings.

HEIGHT (FT.) / STORIES	MINIMUM LOT WIDTH (FT.)	AREA (SQ. FT.)	LOT OCCUPANCY (%)	REAR YARD (FT.)	SIDE YARD (FT.)	PERVIOUS SURFACE (MIN)
40	40 (all other structures)	4,000 (detached)	60%	20	8	
	30 (semi- detached)	3,000 (semi- detached)				
	20 (row)	2,000 (attached)				
3	20 (IZ)	1,600 (IZ)	40% (all other structures)			



Existing Conditions



Existing Conditions



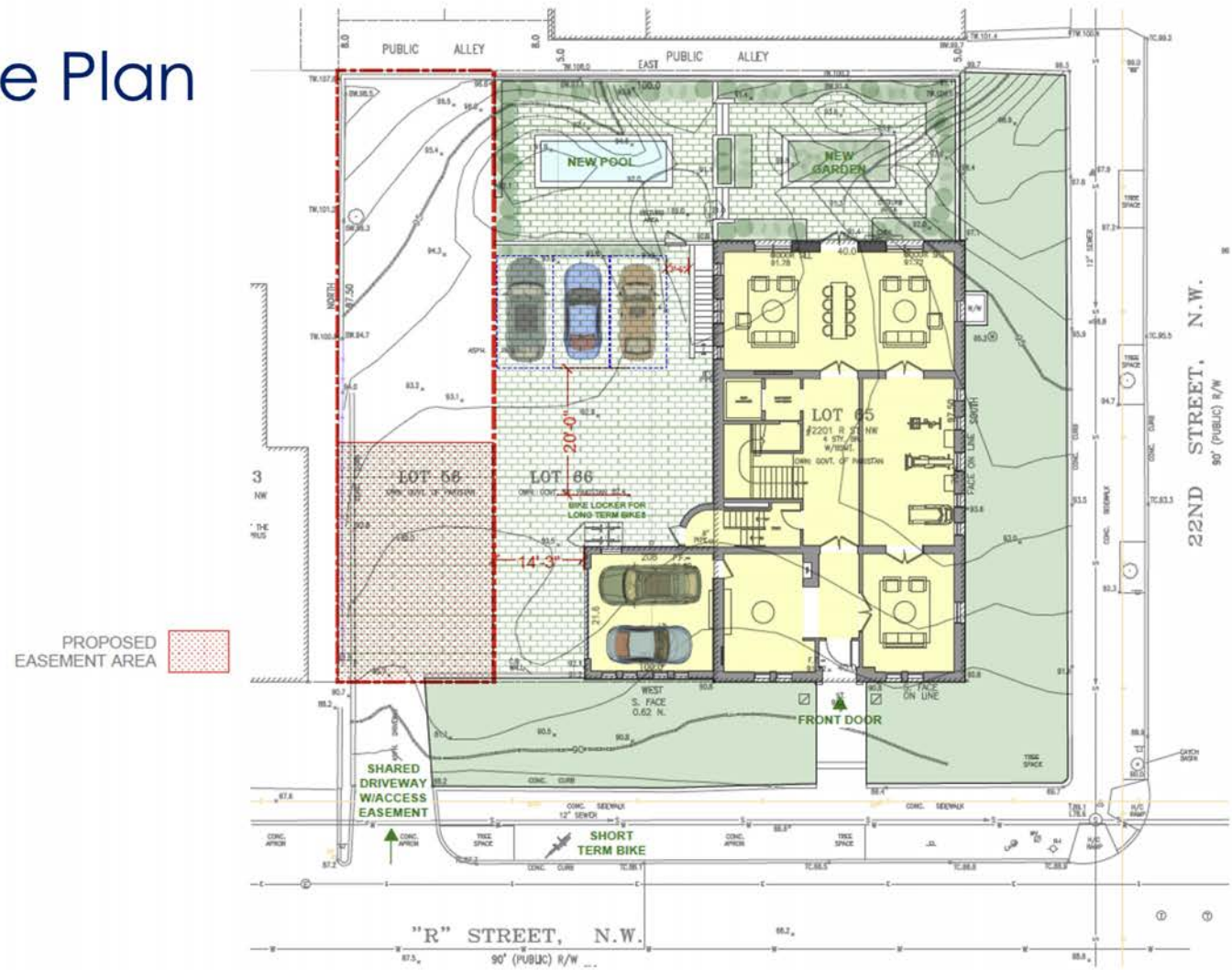
Existing Conditions



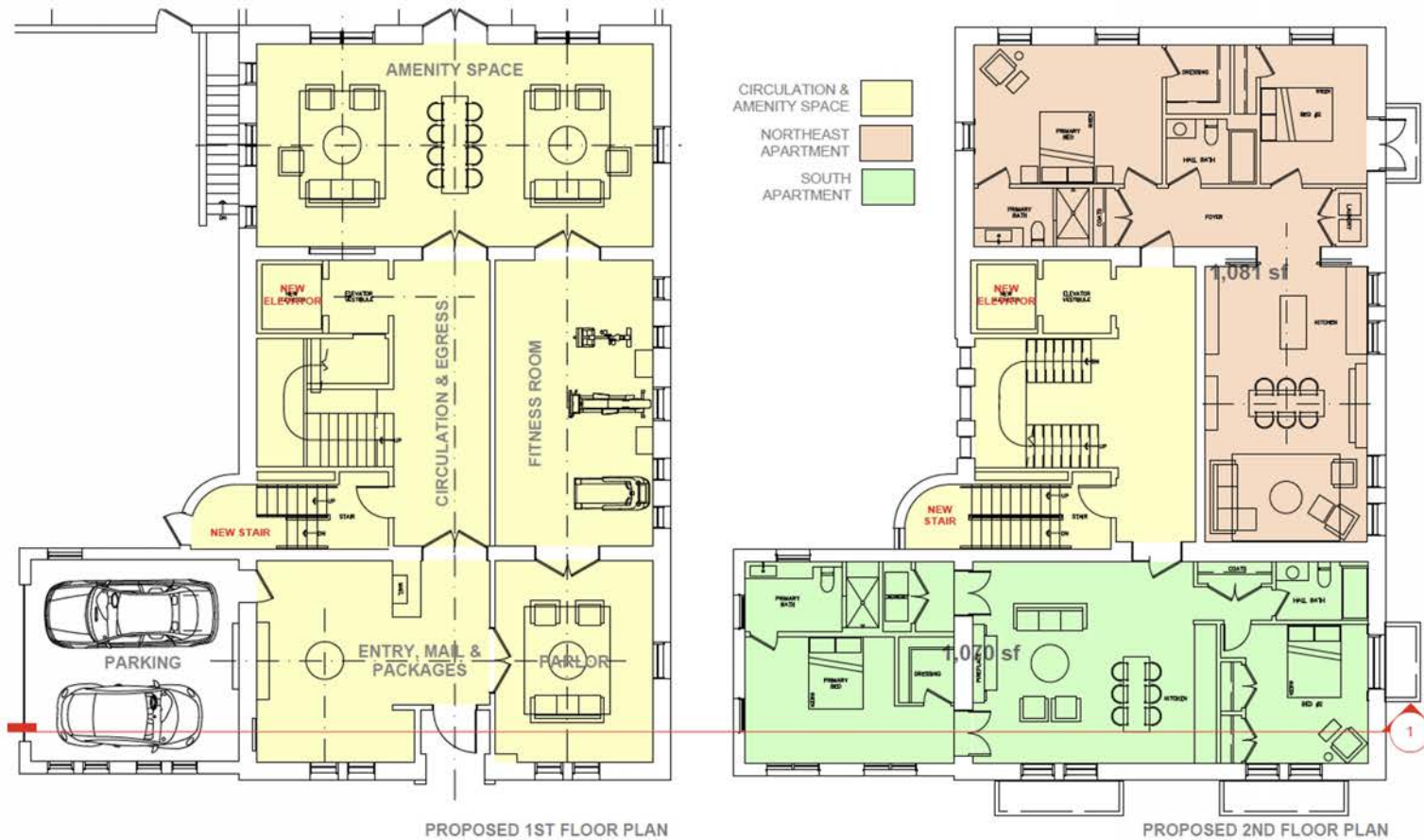
Existing Conditions



Proposed Site Plan



Proposed Residential Development – 1st and 2nd Floor Plan



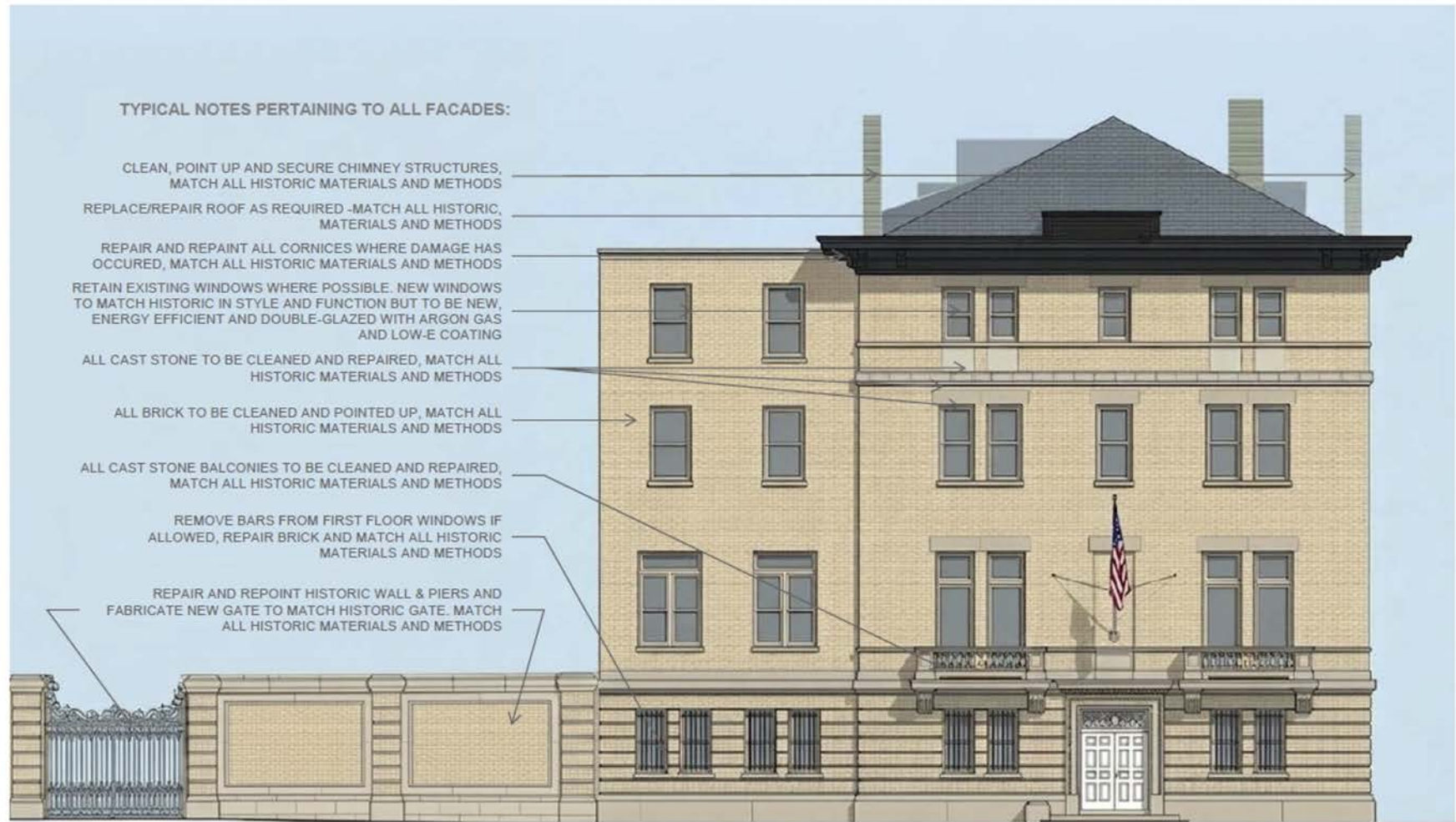
Proposed Residential Development – 3rd and 4th Floor Plan



Proposed Development – Building Section



Proposed Development – South Elevation



SOUTH ELEVATION FACING R STREET, NW