

About Jair Lynch

Jair Lynch Real Estate Partners (“Jair Lynch”) was founded nearly 25 years ago on the three pillars of people, place, and prosperity. In everything they do, they seek to be a catalyst of positive change for the people they serve by investing soundly, celebrating diversity, and creating extraordinary places for people to live, learn, play, and prosper. The firm believes in the art of placemaking – of creating spaces that will stand the test of time – and generating value and opportunities for their residents, communities, partners, investors, and customers to thrive.

They accomplish this by providing advisory and development services for third party clients, as well as the sponsorship and execution of institutional grade projects with investment partners, with a deliberate attainable housing strategy to achieve *housing for all*.

From market-rate to deeply affordable residential offerings, Jair Lynch is committed to providing housing for all and improving access to quality housing across income levels.

Addressing Housing Inequality



Jair Lynch’s attainable housing strategy aims to increase and preserve affordable and workforce housing for families and individuals earning between 30% - 120% Area Median Income (“AMI”). To date, they have invested over \$1.3 billion toward this goal.

Jair Lynch has developed or acquired over 10,000 housing units, of which over 4,000 serve families earning up to 60% AMI and over 300 of which serve families earning up to 30% AMI. For example, Jair Lynch has recently committed to preserving over 1,300 units of affordable housing in Arlington, VA (*shown left*) for families earning up to 60% AMI for the next 99 years and continues to work with institutional partners to

conduct similar preservation of affordability throughout the Mid-Atlantic region and beyond.

Other examples include the recently delivered *Entwine*, a modern apartment community in Northwest DC serving seniors over the age of 55 with 129 units dedicated to individuals and families earning up to 60% AMI, 24 of which are Permanent Supportive Housing units serving individuals and families transitioning from homelessness and making no more than \$35,160 or 30% AMI. Another example includes the acquisition

and preservation of 236 brand new homes at *Jamison at Dakota Crossing* in Northeast DC, the majority of which serve individuals and families earning less than 60% AMI.

Core Housing Principles

- Jair Lynch creates homes and communities, not just apartments or buildings
- Jair Lynch’s customers are residents and families, not tenants
- Resident input and feedback are how they make their communities great while making themselves better owners
- A home is a start, economic empowerment is the end goal
- Sustainable living ensures a better future for all
- Keeping families in their homes is their top priority

Advancing Economic Inclusion

Jair Lynch is committed to partnering with Certified Business Enterprises (“CBEs”) to provide opportunity for diverse participation and inclusion throughout project lifecycles. As an example of these commitments, Jair Lynch recently completed the significant renovation of the Martin Luther King Jr. Memorial Library for the DC Public Library (“DCPL”) system. To meet the project’s economic inclusion goals, Jair Lynch awarded 80% of the project’s prime contracts to CBEs and 53% of second- and third-tier contracts to CBEs.



Jair Lynch also recently delivered the new DC Headquarters for the Washington Metropolitan Area Transit Authority (“Metro”) located at 300 Seventh Street Southwest only three blocks from 899 Maine. Jair Lynch exceeded the project’s economic inclusion goal of 30% by hosting multiple outreach sessions to engage local, small, women-owned, minority-owned, and/or veteran-owned firms. The project also worked with the Southwest Business Improvement District (“SWBID”) and the Hirschhorn Museum to ensure public art was included in the final design and delivery of the project. A public Request for Qualifications process was held to select art that would best serve the community, the building, and its visitors. *Shown left, an exterior art installation at Metro DC Headquarters.*

In sum, Jair Lynch is committed to providing opportunities for people to prosper by providing access to quality affordable housing, creating extraordinary neighborhood assets, programming robust resident services, and always striving to create lasting positive impact for the communities they serve.