



Crystal House 6

Affordable Senior Housing Development

Crystal City
Arlington, VA

September 2023



Arlington Partnership
For Affordable Housing



APAH's Mission & Vision



Our Vision

Everyone deserves a place to call home – a foundation to live their dreams.

Our Mission

We exist to provide affordable housing and resident-centered programming to help our residents make the most of their home.



Values

Excellence | Integrity | Collaboration | Innovation
Compassion | Impact | Racial Equity

About APAH

- **Mission-driven**, innovative housing developer
- **Owns** 2,320 homes with 1,400 units in active pre-development
- **Focused** on 30% to 60% AMI, including 10% Permanent Supportive Housing
- **Promotes** opportunity and stability for residents
- **Operates** throughout the DMV with projects in 5 jurisdictions
- **Committed** to racial justice



Top 50 Affordable Housing
Developers in the US by Affordable
Housing Finance Magazine in 2019



Resident Services and Social Impact



- Sixteen-person Resident Services staff
- REDI lens
- Promote opportunity and stability
- Resident-centered, trauma-informed
- CORES best practices framework
- Eviction moratorium and direct assistance during COVID

Workforce and Economic Mobility

Adult Health and Wellness

Children Youth and Families

Housing Stability

Community Building
Resident Voice , GOTV
Volunteer Engagement
Digital Divide

What is “Affordable Housing”?



- **What is “affordable”?**
 - Income and rent restricted, based on Area Median Income
 - 30% AMI = single person earning <\$32,000/year
 - 60% AMI
 - single person earning < \$63k / year
 - family of four earning < \$130k / year
- **Who are our tenants?**
 - Mostly working families and seniors
 - Range of income levels, 30% AMI – 60% AMI
- **How do we manage buildings?**
 - Third-party property manager; on-site property manager.
 - Buildings generate enough income to pay for ongoing repairs, maintenance
- **How do we finance affordable housing? How do we get 100% affordable?**
 - Permanent Debt
 - Low Income Housing Tax Credits
 - Local subsidies

Gilliam Place

- Worked with Arlington Presbyterian Church (APC) to purchase their property and construct a new mixed-use community
- 173 affordable units opened August 2019
- Ground-floor retail has two tenants:
 - APC with flexible worship space and funds to expand mission
 - La Cocina VA, a kitchen incubator, café and workforce training center, that delivers hot food weekly to APAH properties to supplement weekly grocery distributions



Queens Court

- Redeveloped 39-unit garden complex into high rise
- 249 affordable units in Rosslyn opened in June 2021
- New Arlington Public Park on site





Development Partner - EYA



Since 1992

30 years of experience developing urban neighborhoods across the Greater Washington area

Tackling the region's most complex development opportunities while maximizing value for local communities

A proven track record

- 7,000 total units
- 10 million SF developed
- 10,000+ residents live in our homes
- Over 300 major awards and honors since 1992

Financial capacity

- \$2 billion in development
- Equity relationships with JBGS and Bernstein Management

Locally based, fully-integrated team

Team of over 100 employees encompassing acquisition, land development, construction, & sales

Community-oriented

We build consensus through collaboration and alignment

EYA Portfolio



ROBINSON
LANDING



The Townhomes at
MICHIGAN PARK
WASHINGTON DC

TOWNHOMES AT
mosaic
DISTRICT
AN EYA NEIGHBORHOOD




toweroaks

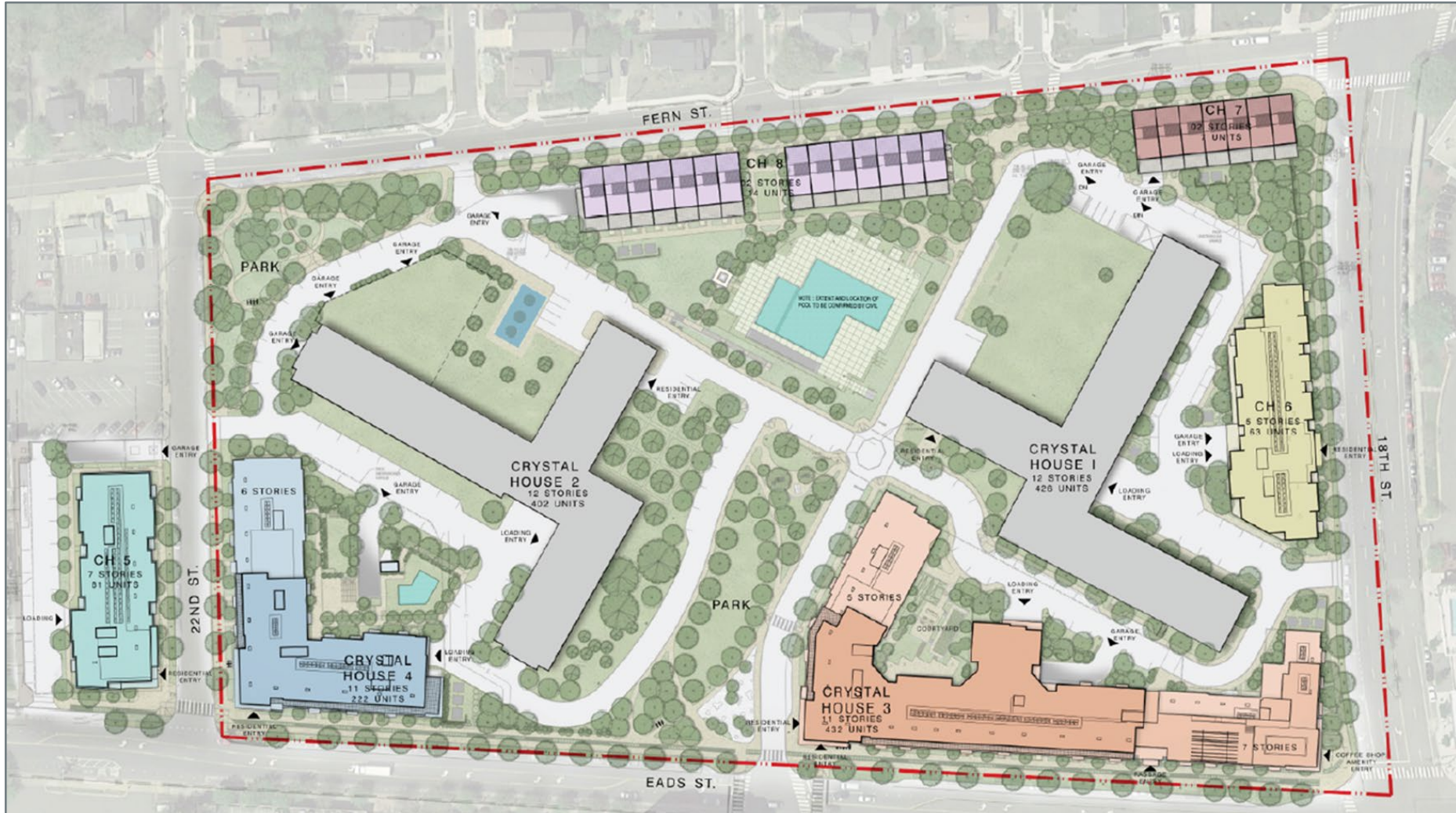
THE NEIGHBORHOODS OF
EYA *life within walking distance®*

Crystal House | Background

- New buildings at CH site approved in Dec. 2019
- WHC acquired December 2020
- Amazon affiliate acquired infill development rights
- Amazon affiliate assigned development rights to County
- County initiated developer selection process: national search
- County selected APAH-EYA team given strong track record (December 2022)



Crystal House | Approved Site Plan



Crystal House | Overview



• Project Overview

- Five new buildings
- Rental and For-Sale
- Family and Senior
- ~844 new units
- At least 655 affordable units
- 30%, 50%, 60%, 80% AMI
- Delivered in phases through 2030
- Public Parks
- Replacement Parking

• Construction Phasing*

- CH-6: Q2 2024 - Q4 2026
- CH-3: Q3 2025 - Q4 2027
- Park 1: Q4 2027 - Q3 2028
- CH-7/8: TBD - Q4 2027
- CH-4: TBD - early 2030
- Park 2: TBD - late 2030
- CH-5: TBD - early 2030

*All dates subject to change



Updated Site Plan

Crystal House 6 | Overview



NORTH BUILDING ELEVATION
SCALE: 3/32" = 1'-0"



SOUTH BUILDING ELEVATION
SCALE: 3/32" = 1'-0"

• Senior Affordable Housing

One Bedroom Units | 71

Two Bedroom Units | 9

Total | 80

• Amenities

- Lobby
- Patios and Private Balconies
- Fitness/Wellness
- Community Rooms
- Lounge
- Leasing and Resident Services
- EarthCraft Gold Certification

Crystal House 6 Rendering





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Crystal House 6 Rendering





Thank you!

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