

1800 & 1901 SOUTH BELL STREET

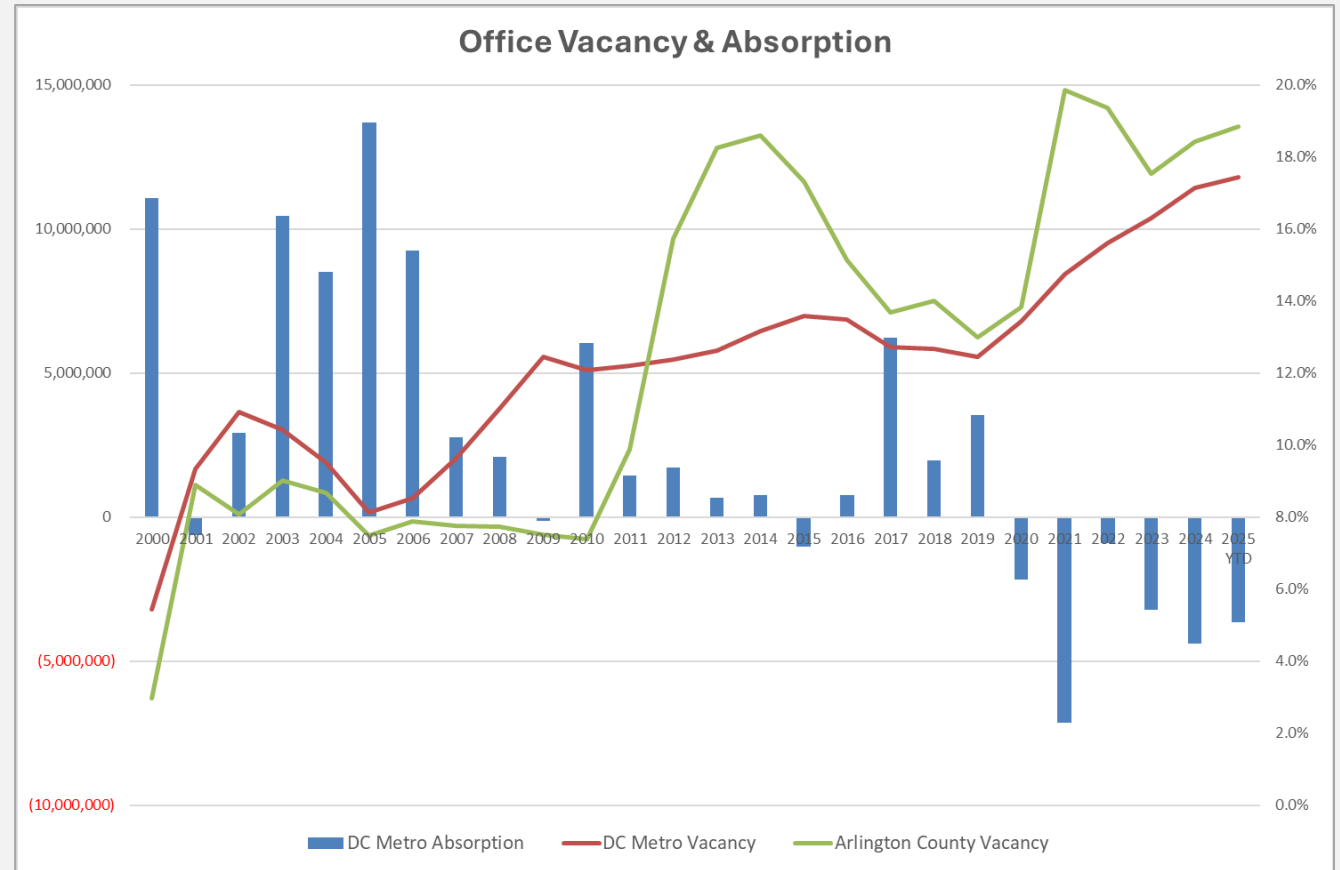
11.19.2025



Office Market Update

RECORD LEVELS OF VACANCY & NEGATIVE ABSORPTION

- Fifth straight year of rising vacancy and negative net absorption has pushed DC Metro vacancy to all time high
- Leasing fundamentals exacerbated by capital market turbulence
- DOGE has led to further deterioration in both leasing and capital markets



Source: CoStar

JBG SMITH NATIONAL LANDING OFFICE

JBG CONTINUES TO INVEST IN ATTRACTING & RETAINING TENANTS

- **25%+ Vacancy**, climbing but stabilizing
- **\$500M+** invested in office portfolio
- **\$40M+ Concorde Event Center**
 - Opening 1Q 2026
- **Over 1M sf taken out of service**
 - Adaptive reuse critical to reducing vacancy and providing new amenities
 - 2100 & 2200 Crystal Drive targeting 4Q25 construction start, 3Q27 delivery



WHY ADAPTIVE REUSE

- Record high commercial vacancy in aged office stock that is functionally obsolete and not economically viable
- Adaptive reuse allows repurposing obsolete buildings into another life at a lower cost and more sustainable approach
- Recognizing these challenges, Arlington County adopted a policy on transforming outdated office buildings into vibrant, multi-use spaces



Arlington has ...

- ✓ Changed the way we use commercial space, expanding allowed uses
- ✓ Continued to attract and retain tenants through the efforts of Arlington Economic Development
- ✓ Improved the permitting process and shifted online with Permit Arlington
- ✓ Streamlined approach for outdoor dining



Shifting Trends

- The COVID-19 pandemic resulted in a new hybrid work model that created a wholesale shift in how office space is used.
- More companies are letting leases expire or downsizing their footprint/square footage.
- People and businesses are changing the way they work, and Arlington must be prepared to meet that change.

WHY IT MATTERS



50/50

Historically, Arlington had close to an even split between its residential and commercial tax bases.



Taxes

A decrease in commercial property tax revenue shifts more burden to residential tax revenue.



Services

When these revenues decrease, services and programs that benefit all residents are impacted.

PROJECT SITE CONTEXT



CURRENT CONDITIONS

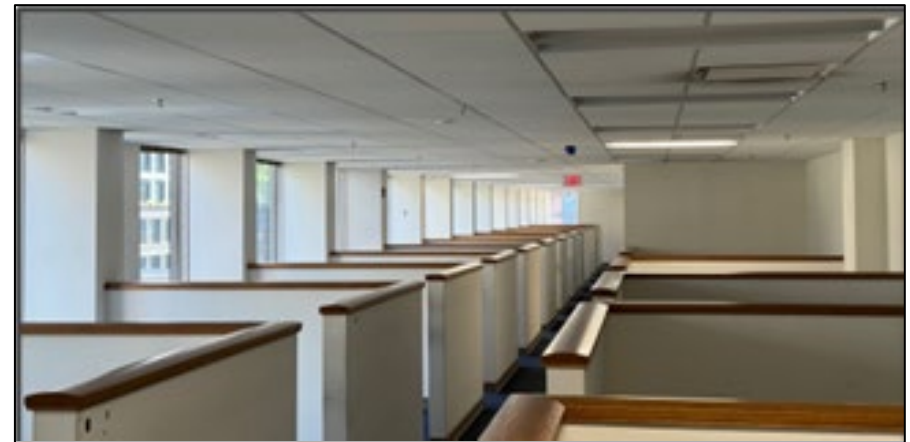
1800 South Bell

Delivered in 1968; 100% vacant



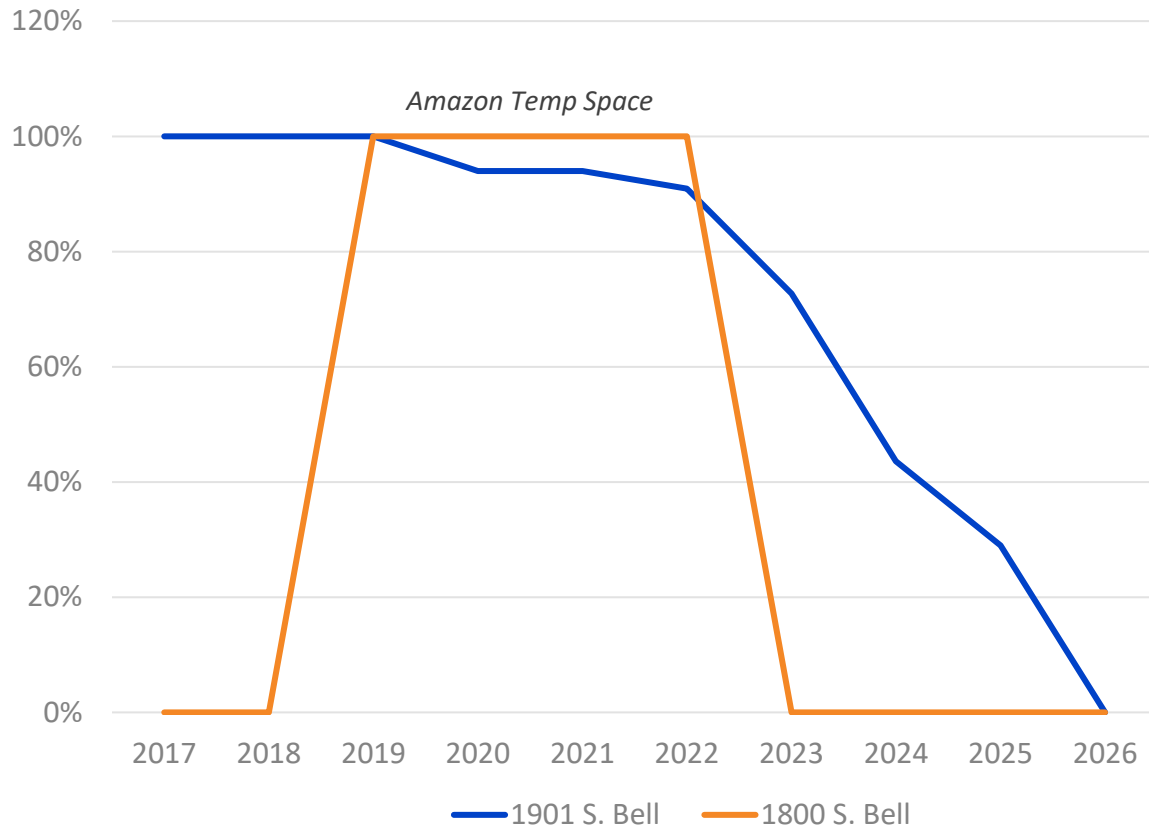
1901 South Bell

Delivered in 1969; 100% vacant Dec. 2026



PRIME CANDIDATES FOR ADAPTIVE REUSE

1901 & 1800 OFFICE OCCUPANCY



Current Conditions

- 1960's Vintage and GSA design
- 8'0" finished ceiling heights
- Small window frames limiting interior light and visibility
- No private tenant terrace space
- No option for large meeting space

PROJECT SUMMARY

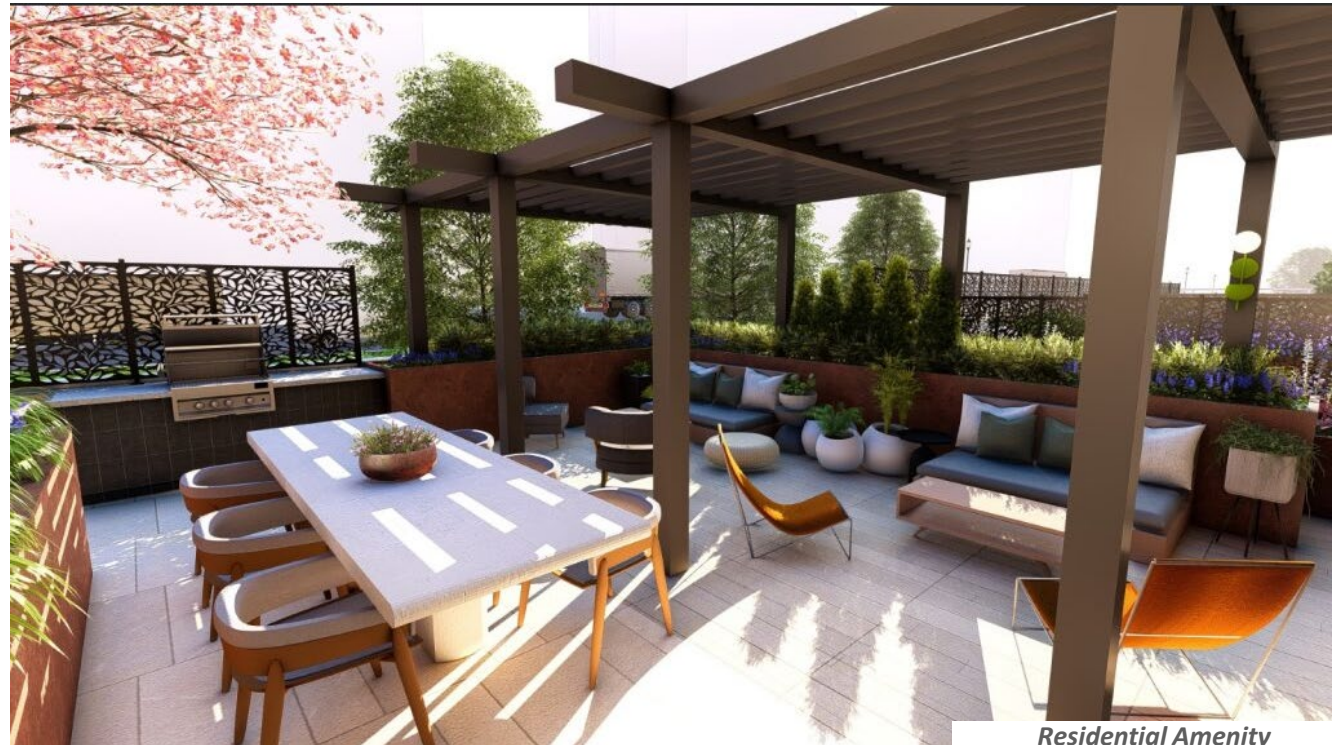


Residential Amenity

- **1800: 129 units, 1901: 186 units**
- **Faster delivery with shorter construction period**
- **Larger, multi-bedroom unit mix**
- **Outdoor amenity, retail activation, operable windows, façade refresh, and streetscape improvements**



Streetscape Improvements

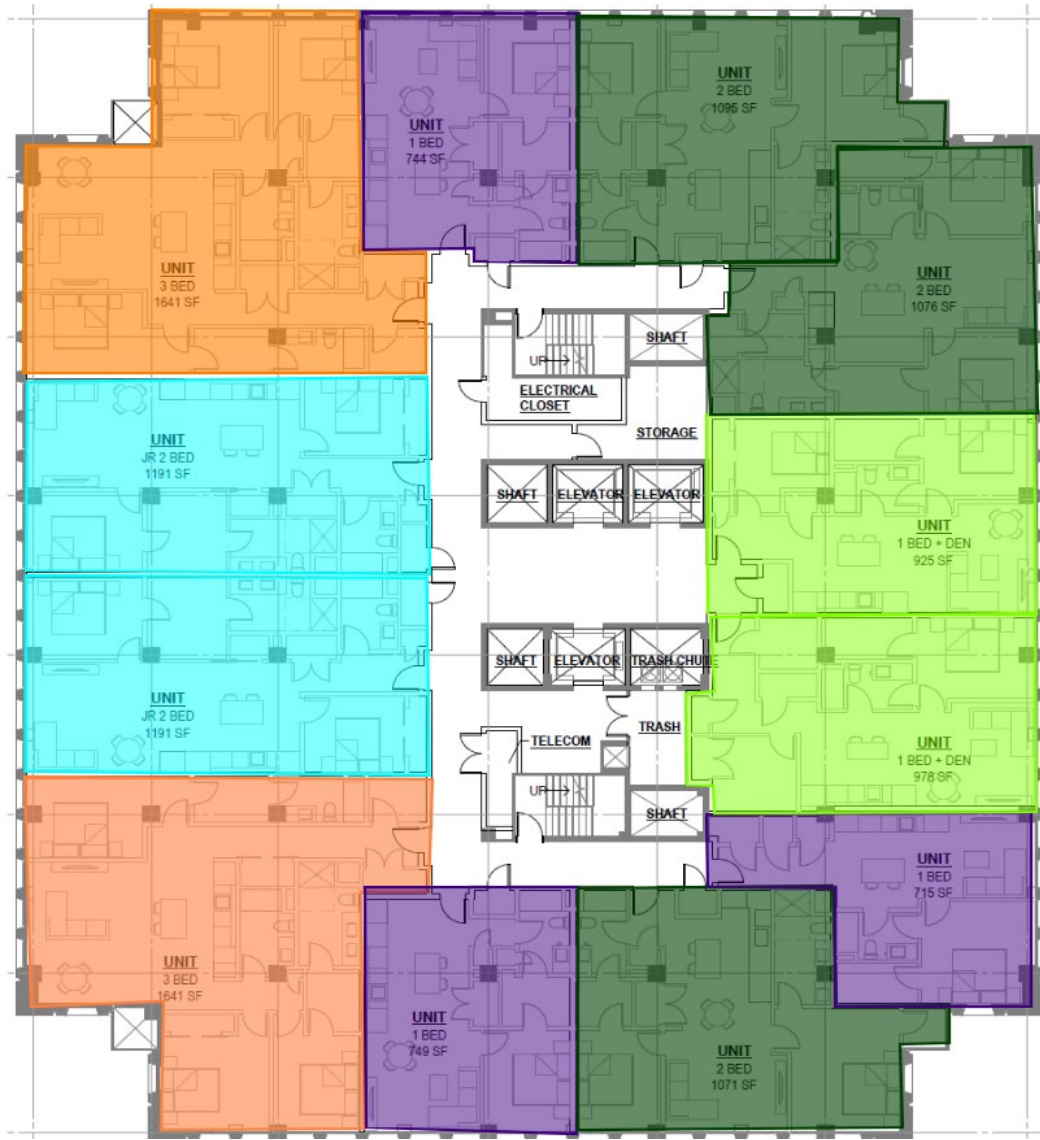


Residential Amenity

1800 GROUND FLOOR SUMMARY

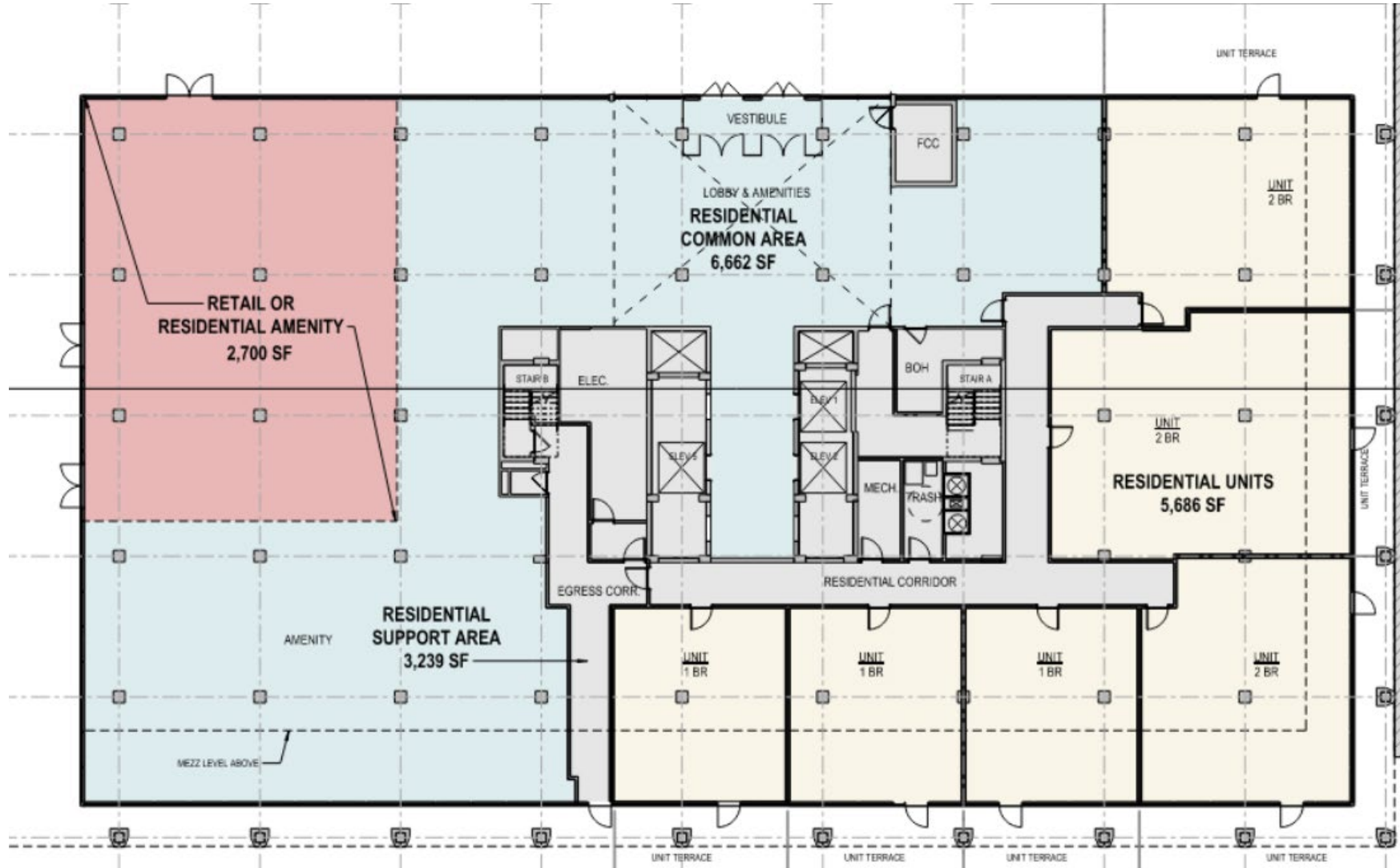


1800 SOUTH BELL – TYPICAL FLOOR







- 1 BED
- 1 BED + DEN
- JR. 2 BED
- 2 BED
- 3 BED

1901 GROUND FLOOR SUMMARY



Floor Plan Legend

-  Residential and Retail Support Areas
-  Residential Common Area
-  Retail
-  Retail or Residential Amenity

1901 SOUTH BELL – TYPICAL FLOOR



DELIVERING EXCEPTIONAL DESTINATIONS

- Adaptive Reuse activates vacant office buildings, welcomes new residents to the neighborhood, and supports the transformational destinations and open spaces already delivered



CONCLUSION

The proposed conversions will:

- ✓ Implement the County's Adaptive Reuse Policy
- ✓ Increase housing supply (315 new units) and ground floor retail uses in a transit-rich neighborhood
- ✓ Provide product differentiation with larger average residential unit sizes/multiple bedroom units
- ✓ Generate substantial new tax revenue
- ✓ Provide a viable alternate use until such time that the Sector Plan's goals can be realized
- ✓ Reduce the County's commercial office vacancy
- ✓ Support National Landing's evolution into a vibrant, walkable mixed-use neighborhood

THANK YOU

