

# SHOPPING & DINING



## HIGHEST RETAIL LEASE IN DC HISTORY

The year 2017 marked the highest retail lease rate ever in the history of the District in DowntownDC: Capital One Bank signed a lease for \$400 per square foot (SF) for the former Fuddrucker's space at H & 7th streets in Chinatown, and will open a Capital One Café there in late 2018.

CAPITAL ONE BANK  
**SIGNED THE HIGHEST  
RETAIL LEASE**  
EVER IN THE DISTRICT AT  
**\$400 PER SF IN DOWNTOWNDC**





## RECORD NUMBER OF RESTAURANTS

The DowntownDC BID had a record 888,000 SF of destination stores and a record 166 destination restaurants as of April 2018.

Sephora, Uniqlo and Christoffle led the modest number of new stores that opened in 2017 in DowntownDC.

Apple's new flagship store at the Carnegie Library is scheduled to open in the winter of 2018, bringing one of the world's most popular retailers to the DowntownDC BID.

New restaurants that opened in the BID in 2017 included several regional and national chains as well as local restaurants: The Smith, Hen Quarter, Sushi Gakyu, Crimson Diner, Succotash, Rare Steak and Seafood, Circa, Uncommon Diner, Karma and Umaya.



**APPLE**  
**IS SCHEDULED TO OPEN**  
**A FLAGSHIP STORE IN**  
**DOWNTOWNDC**  
**IN LATE 2018**



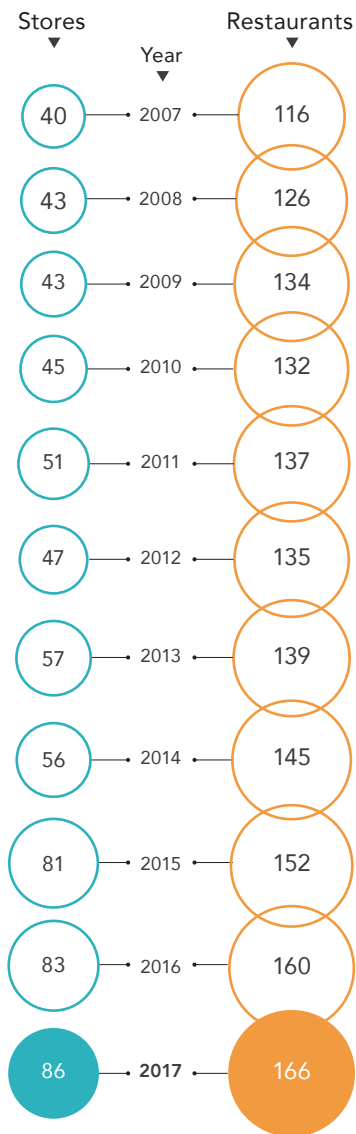
In addition, the Alhambra restaurant in the St. Regis Hotel opened in early 2018. Other announcements for 2018 include Truluck's Seafood Steak and Crab House, Sushi Nakazawa, Yard House and a new restaurant from chefs Tim Ma and Derek Brown in the almost completed Eaton Hotel.

As usual, there were many restaurant openings and closings in 2017: 11 restaurants opened and five closed. As of April 2018, there were four openings/announcements and five closings/announcements.

Though the retail vacancy rate slightly rose in 2017 to 9.75% from

9.36% in 2016, DowntownDC had the largest concentration of total retail space in the District, which totals 3.8 million SF. DowntownDC's shopping space of 888,000 SF is the size of a small regional mall. As the rest of the District grows, the shopping and dining competition is greater than ever.

### DOWNTOWNDC DESTINATION SHOPPING STORES AND RESTAURANTS HISTORY



Source: DowntownDC BID





DOWNTOWNDC  
GENERATES  
**28%**  
OF THE CITY'S  
**RESTAURANT  
AND FOOD  
SERVICE  
SALES TAXES**

**DOWNTOWN DC RETAIL  
SPACE OVERVIEW**

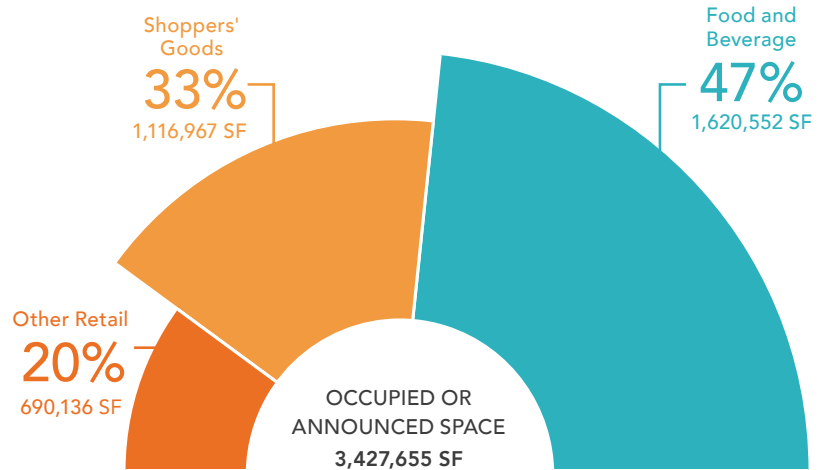
(square feet)



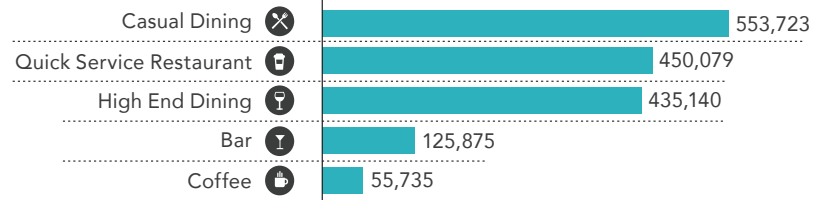
Source: Dochter & Alexander and DowntownDC BID

**DOWNTOWNDC RETAIL SPACE ALLOCATION**

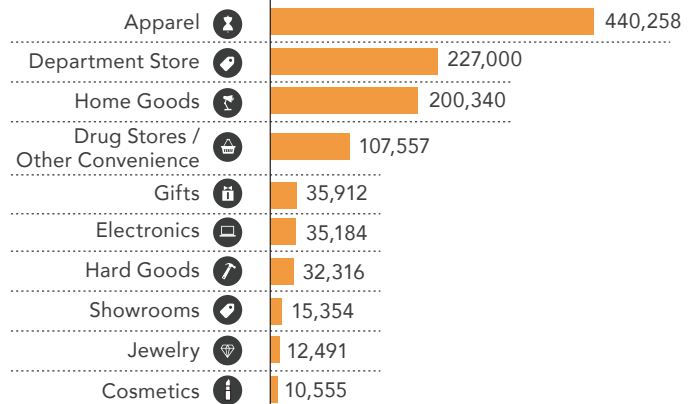
(square feet)



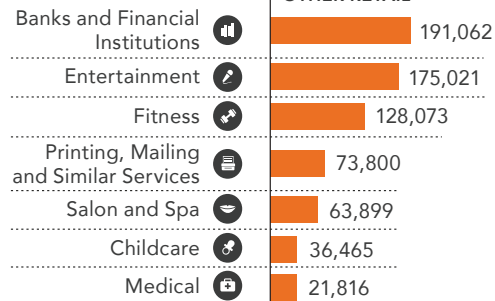
**FOOD AND BEVERAGE**



**SHOPPERS' GOODS**



**OTHER RETAIL**

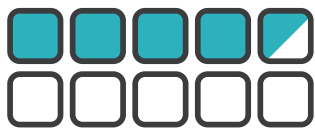


Source: Dochter & Alexander and DowntownDC BID



310,000 SF of retail space was under construction in the DowntownDC BID with another 91,000 planned over the next few years.

The largest retail spaces under construction include 72,000 SF at Anthem Row by The Meridian Group at 800 K Street and 801 Eye Street; 69,000 SF at Capitol Crossing by Property Group Partners; 52,000 SF at Midtown Center by Carr Properties; 29,000 SF at the Conrad Hotel by Hines; 25,000 SF in Lincoln Properties' project at 699 14th Street which includes the historic National Bank of Washington building; and Apple with 19,000 SF at the Carnegie Library.



# 45%

OF THE  
**310,000 SF**  
**OF RETAIL**  
**SPACE**  
 IN DOWNTOWNDC  
 UNDER  
 CONSTRUCTION  
**IS PRE-LEASED**



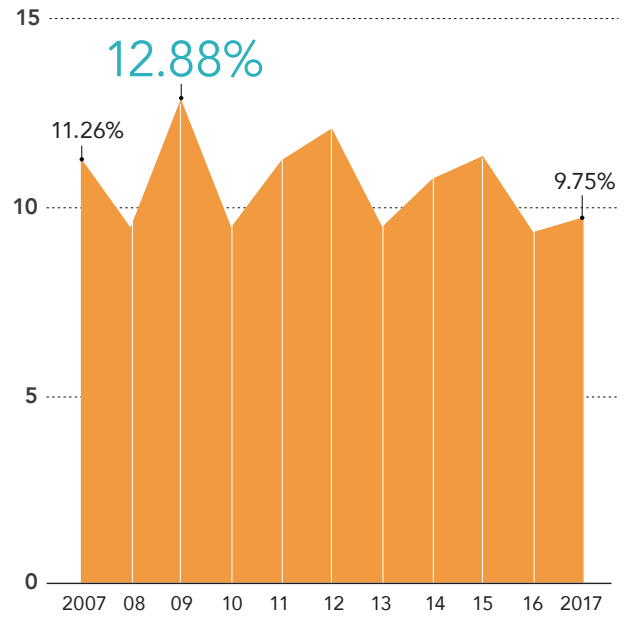
Retail in the planning stages in early 2018 were 29,000 SF at 900 New York Avenue by Gould Property Company and Oxford Properties and 23,000 SF in later phases of Capitol Crossing by Property Group Partners and 14,000 SF and 12,000 SF, respectively, in Monument Realty's residential project at 655 Eye Street and its office project at 615 H Street.

The DowntownDC BID is engaged in creating a DowntownDC Retail Strategy to (1) fill vacant space, the retail space under construction, planned retail space and the 500,016 SF of non-retail uses on the first floor in DowntownDC buildings, and (2) market attributes that strongly support retail.





### DOWNTOWNDC BID RETAIL AREA VACANCY RATE



Source: Dochter & Alexander 2017 and DowntownDC BID 2007-2016



**CHRISTOFLE**  
 OPENED ITS FIRST STAND-  
 ALONE STORE IN THE DC  
 REGION IN DOWNTOWNDC  
 AT CITYCENTERDC