Project Update and Future Phase Discussion
May 2018
Phasing Plan
**Westside: Phase I**

**Phase I Overview**

Townhomes Phase I:
- 123 Market
- 16 MPDU
- 9 WFDU

The Daley:
- 256 Market
- 50 MPDU
- 27 WFDU
Townhomes: 82 Settlements to Date

- 114 of 148 homes sold since opening in 2015
- 82 occupied homes, with dozens more delivering in 2018
- County’s failure to relocate the school buses slowed absorption and the creation of place, but sales pace has improved since new products and lower price points were introduced in 2017
- Year to date, 2018 sales pace has remained strong and we are realizing modest price increase
- More than 30 homes currently under construction, with a projected sellout in late 2018
New Townhome Floorplans

- EYA designed two new homes to deliver 3-bedrooms on a single level in a more compact and affordable footprint.
- The Fitzgerald and Gershwin homes have been very popular.
The Daley: 71% Leased, 65% Occupied

- Strong lease-up pace of 20+ market rate units per month
- Concession driven market, with 1-2 months free
- Stabilization targeted for late 2018, with an investor exit anticipated shortly thereafter
Retail: Merchandising Mix

**MERCHANDISING PLAN**
**(FOR INTERNAL USE ONLY)**

**LEGEND**
- OPEN
- Leased
- Negotiating Lease
- Negotiating LOI
- Available

**SPACES C, D AND G**

**RESTAURANTS**
- Little Bones Burgers & Fries
- Trattoria Fresca
- Gregorio's Mexican
- Mala Tang Chinese
- Potbelly Sandwich Shop

**FITNESS**
- Pure 3 Ryde
- Yogaworks
- The Bar Method
- Orangetheory Fitness
- Pure Barre

- Signature Salon
- Inspire Nail Bar and Spa
- Goshen Beer and Wine
- Dry Cleaner
Bldg. D: Groundbreaking Spring 2019

- EYA and Bozzuto targeting groundbreaking on the 2nd Multifamily Building (Bldg. D) next spring
- Architecture in CDs and several design assist trades are engaged
- Pharmacy lease for 10k sf at the corner of Crabbs Branch Way and Gramercy is finalized
- Site plan amendment scheduled for approval by Planning Board in
Retail Parcel: Rezoning Complete

- 132,000 sf of office rezoned to 40,000 sf of general retail
- Ongoing conversations with potential retailers
- Significant upheaval in the retail / grocery space and Amazon effect impacting leasing environment
Public Infrastructure: Largely Complete

- Walking Trail Around Pond
- Sidewalk
- Crabbs Branch Right-of-Way Improvements
- Intersection Improvements & Signalization
- Pedestrian, Intersection, & Signalization Improvements