

Friday, July 27, 2007

Trammell Crow bullish on homes in South Arlington

Washington Business Journal - by [Joe Coombs](#) Senior Staff Reporter

Trammell Crow Residential is joining the infill development wave in South Arlington.

The Dallas-based developer has demolished an Econo Lodge motel and will start work in early 2008 on a \$50 million apartment complex, visible from Interstate 395 and just off the highway's exit on South Glebe Road.

The 217-unit project will have a mix of one- and two-bedroom units targeting young professionals and couples, said Chip Bay, senior managing director of Trammell Crow Residential's D.C. operations.

"The drive-by traffic at that site is as good as any location in the Washington metro area," Bay said. "There's proximity to jobs and entertainment too."

Trammell Crow's site is within a mile of The Village at Shirlington, a mixed-use development in the midst of a second major expansion with new retailers and restaurants. The site is also home to the new **Signature Theatre**.

There has been a spate of infill activity lately in the Nauck neighborhood, which borders the Shirlington property.

Reston-based **Stanley Martin Cos.** will start work in September on a 171-unit luxury townhouse complex on Shirlington Road, and Alexandria-based McShay Homes has delivered the first few units of a 20-unit townhouse development called Bowman Hill on a neighboring site.

Homes at Bowman Hill, which start at \$650,000, will have three bedrooms and two full bathrooms, said Mary Ellen Walker, a Realtor with Long & Foster Cos., the development's broker. The project should be completed in the spring of 2008, and three units have been sold so far, Walker said.

"Sales have been a little slow, which is typical for the summer," she said. "But there's so much going on in this area, that will change quickly."

Up the street from Bowman Hill on Shirlington Road, a 12-unit townhouse project backed by local developers Elliott Burka and Mike Griffin is in its final stages. Sales information was not available for the project, which will include 5,800 square feet of retail space on the ground floor.

All the changes occurring in Nauck are tied to a revitalization plan unveiled by Arlington County in 2004. The neighborhood is home mostly to older residential properties and industrial operations. The county eventually wants to create a village center-style development in the heart of the neighborhood, at the intersection of Shirlington Road and 24th Road South.

Arlington officials are seeking a network of four- and five-story buildings in Nauck with retail on the ground floor and housing on the upper levels of those new buildings. They are also offering incentives as part of the Nauck plan, including a 15-year tax exemption on the redevelopment of residential properties that provide 20 percent of their space to affordable housing.

Trammell Crow will reserve 20 units at what will be called Alexan at South Glebe for affordable housing, Bay said. If work can get started in the first quarter of 2008, the project should be finished in about two years.

"As long as we continue to have positive job growth, the apartment market here will be as strong as anywhere else in the country," Bay said.